

SANTIAGO SÁNCHEZ-PAGÉS

Department of Political Economy
King's College London
Bush House NE, London, WC2B 4BG, UK

sanchez.pages@gmail.com
santiago.sanchez-pages@kcl.ac.uk
<http://www.sanchezpages.com/>

Fields of interest:

Political Economy, Experimental Economics, Economic Theory, Gender Economics.

Employment:

2023- Professor of Economics, King's College London
2017-2023 Associate Professor in Economics, King's College London
2016-2017 Associate Professor in Economics, University of Barcelona
2012-2015 Ramon y Cajal Research Fellow, University of Barcelona
2010-2015 Associate Professor in Economics, University of Edinburgh
2003-2010 Assistant Professor in Economics, University of Edinburgh

Education:

PhD in Economics, Universitat Autònoma de Barcelona.
BSc in Economics, Universidad Carlos III de Madrid.

Research:

Journal articles

1. "Inequality in conflicts," (with M Cubel). Revise & resubmit at *International Economic Review*.
2. "Multi-player difference-form contests," (with M Cubel and D Dizdar). Revise & resubmit at *European Economic Review*.
3. "Contested elections and the power of new voters: The impact of extending voting rights to non-citizens," (with A Solano-García and I Iturbe-Ormaetxe). Revise & resubmit at *European Journal of Political Economy*.
4. "The use of armed conflict as a bargaining tool against unsophisticated opponents," (with A Yildizparlak). Revise & resubmit at *Journal of Economic Behavior and Organization*.
5. "Rebel financing and the commitment problem in civil conflict," (with C Jennings). Forthcoming at *European Journal of Political Economy*.
6. "Polvo de estrellas: sesgo de género y escalas de evaluación en la crítica de cine," (with M Cubel). *Papeles de Economía Española*, 188, 265-283, 2026.
7. "Identity and corruption: A laboratory experiment," (with M Cubel and A Papadopoulou). *Economic Theory*, 81, 553–576, 2026.
8. "Difference-form group contests," (with M Cubel). *Review of Economic Design*, 29, 415–446, 2025.
9. "The role of facial cues in signalling cooperativeness is limited and nuanced", (with J Lohse and E Turiegano). *Scientific Reports*, 14, 22009, 2024.

10. "Gender, competition and performance: Evidence from real tournaments," (with P Backus, M Cubel, M Guid and E López-Mañás). *Quantitative Economics*, 14(1), 2023.
11. "Gender differences in equilibrium play and strategic sophistication variability," (with M Cubel). *Journal of Economic Behavior and Organization*, 194, 287-299, 2022.
12. "Masculinity and lying," (with E Turiegano and M Vorsatz). *Frontiers in Psychology*, 12, 2908, 2021.
13. "Property out of conflict: A survey and some new results," (with M Cubel). *Revue d'Économie Politique*, 130(6), 891-927, 2020.
14. "Sex affects the relationship between third party punishment and cooperation," (with C Rodriguez-Ruiz, JA Muñoz-Reyes, M Iglesias-Julios and Enrique Turiegano). *Scientific Reports*, 9, 4288, 2019.
15. "The face of another: anonymity and facial symmetry influence cooperation in social dilemmas," (with C Rodriguez-Ruiz and E. Turiegano). *Evolution & Human Behavior*, 40(1), 126-132, 2019.
16. "Social capital, conflict and welfare," (with C Jennings). *Journal of Development Economics*, 124, 157-167, 2017.
17. "Gender differences and stereotypes in strategic reasoning," (with M Cubel). *Economic Journal*, 127, 728-756, 2017.
18. "An axiomatization of difference-form contest success functions," (with M Cubel). *Journal of Economic Behavior & Organization*, 131, 92-105, 2016.
19. "Do personality traits affect productivity? Evidence from the lab," (with M Cubel, A Nuevo-Chiquero and M Vidal-Fernandez). *Economic Journal*, 126, 654-681, 2016.
20. "Immigration, conflict and redistribution," (with A Solano-Garcia). *Scandinavian Journal of Economics*, 118(3), 557-593, 2016.
21. "(Don't) Make my vote count," (with M Faravelli), *Journal of Theoretical Politics*, 27, 544-569, 2015.
22. "On the relationship between market power and bank risk taking," (with K Dam and M Escrihuela-Villar), *The Journal of Economics*, 114(2), 177-204, 2015.
23. "Facial masculinity: how the choice of measurement method enables to detect its influence on behaviour," (with C Rodriguez and E Turiegano), *PLOS one*, 9(11), 2014.
24. "Who is the fairest of them all? The independent effect of attractive features and self-perceived attractiveness on cooperation among women," (with JA Muñoz-Reyes, M Pita, M Arjona and E Turiegano), *Evolution & Human Behavior*, 35(2), 118-125, 2014.
25. "Two studies on the interplay between social preferences and biological characteristics," (with E Turiégano), *Behaviour*, 150, 713-735, 2013.
26. "Optimism and commitment: An elementary theory of bargaining and war," (with C Ponsati), *SERIEs – Journal of the Spanish Economic Association*, 3, 157-179, 2012.

27. "The role of within-group inequality in a conflict against a unitary threat," (with M Cubel), *Peace Economics, Peace Science and Public Policy*, 18(3), 2012.
28. "The emergence of institutions," (with S Straub), *The B.E. Journal of Economic Analysis & Policy (Contributions)*, 10(1), Article 84, 2010.
29. "Testosterone, facial symmetry and cooperation in the prisoners' dilemma" (with E Turiégano), *Physiology & Behavior*, 99(3), 355-362, 2010.
30. "Conflict as part of the bargaining process," *Economic Journal*, 119, 1189-207, 2009.
31. "Enjoy the silence: An experiment on truth-telling," (with M Vorsatz), *Experimental Economics*, 12(2), 220-241, 2009.
32. "A theory of participatory democracy based on the real case of Porto Alegre," (with E Aragonés), *European Economic Review*, 53(1), 56-72, 2009.
33. "An experimental study of truth-telling in a sender-receiver game," (with M Vorsatz), *Games and Economic Behavior*, 61(1), 86-112, 2007.
34. "Endogenous coalition formation in contests," *Review of Economic Design*, 11, 139-163, 2007.
35. "Rivalry, exclusion and coalitions," *Journal of Public Economic Theory*, 9, 809-30, 2007.
36. "On the social efficiency of conflict," *Economics Letters*, 90(1), 96-101, 2006.
37. "When does universal peace prevail? Secession and group formation in rent-seeking contests and policy conflicts," (with F Bloch and R Soubeyran), *Economics of Governance*, 7, 3-29, 2006.

Book chapters

38. "Personality", in the *Encyclopedia of Behavioral and Experimental Economics*, R Hoffmann, S-H Chuah and A Neelim, eds., Edward Elgar, 2025.
39. "Bargaining and conflict with incomplete information," in the *Oxford Handbook of the Economics of Peace and Conflict*, S Skaperdas and M Garfinkel, eds., OUP, 2012.

Work in progress

1. "How minimal is the minimal group paradigm? On the robustness of the Klee-Kandinsky method," (with M Cubel, N Re Gin Lim, and A Papadopoulou). Submitted.
2. "Withholding Praise: Gender Patterns in Film Ratings and Reviews," (with M Cubel). Submitted.
3. "Whose Standard? Authority, Feedback, and Gender in Seeking Recognition for Excellence," (with M Cubel, C Schwierén and C Steck).
4. "Performance Self-Reports and Productivity: An Experiment on Horizontal Communication," (with M Cubel and A-K Koessler).
5. "Reducing mental-health stigma and encouraging help-seeking: A randomized online intervention in Spain," (with A Cabrales, M Chen, M Cubel, C Schwierén, and J Vall Castelló).
6. "Performance-based assessment of strategic reasoning: A recombinant estimator approach," (with M Cubel and J Wang).

7. "Equilibrium under Appropriation."
8. "Difference-form contests as linearized rank-order tournaments," (with M Cubel).
9. "Igniting the ballots. The impact of political violence: Lessons from the Tragic Week of 1909," (with M Cubel, T Rodon, and P Vall-Prat).
10. "The power of satire to change attitudes towards refugees." (with M Cubel and N Georgantzis).
11. "Captured by conflict: The cognitive cost of war," (with M Cubel, J Engel and P Nuess).

Economics education:

Books

1. *The representation of economics in cinema. Scarcity, greed and utopia*. Palgrave-Macmillan, 2021.
2. *Capital y trabajo: 50 películas esenciales sobre (la) economía*. Editorial UOC, 2019.

Book chapter

3. "Tiempos modernos: Cultura, investigación y docencia en economía", in *Economía y cultura. Una mirada hacia el futuro*, V Ateca, J Ganuza and J Prieto, eds. Editorial FUNCAS, 2021.

Recent seminars and conferences:

- Invited talks

- 2025 3rd Rochester-IE Political Economy conference (San Sebastian), CUNEF Political Economy Workshop (Madrid). Seminar at Universidad Pablo de Olavide, Seville.
- 2023 Seminars at the universities of Brunel, Essex, Kiel, Murcia and Sheffield. Guest lectures at the Universitat Autònoma de Barcelona, University of Alcalá and FUNCAS.
- 2022 Seminar at the universities of Leicester and Maryland.

- Conferences (as presenter or discussant)

- 2026 3rd BEE UK Conference (Exeter), Contests: Theory and Evidence (Bath), ESA European Meeting (Barcelona).
- 2025 ASFEE annual conference (Nancy), 6th EBRD-KCL Workshop on the Economics and Politics of Migration (Madrid).
- 2024 10th Lancaster Game Theory Conference, 5th EBRD-KCL Workshop on the Economics and Politics of Migration (London), 2nd Rochester-IE University Political Economy conference (Segovia).
- 2023 EEA/ESEM congress (Barcelona), NICEP conference (Nottingham), Political Behaviour workshop (London), Maastricht Behavioral and Experimental Economics Symposium.
- 2022 Applied Economics Workshop (Sicily), ESA European Meeting (Bologna), Satire and Democracy (Paris).

Teaching:**- Undergraduate:**

Principles of Economics, Intermediate Microeconomics, Advanced Microeconomics, Industrial Organisation, Mathematics for Economics, Political Economy, Development Economics, Economics of Science Fiction.

- Graduate:

Microeconomics, Game Theory, Experimental Economics, Carbon Economics, Political Economy of Development.

Research grants awarded (as main researcher)

ESRC Impact Acceleration Account (IAA), King's College London, 2026–27 (£13,500).

Digital Futures Institute Education Fellowship, King's College London, 2026–27.

King's Global Engagement Fund, King's College London, 2025. (£5,300).

Spanish Ministry of Science and Innovation, 2016-18. (4,200€).

Catalan Institute for Peace Research, 2015-16. (4,180€).

Spanish Ministry of Science and Innovation, 2013-15. (20,000€).

Spanish Ministry of Science and Innovation, 2012. (8,532€).

Service:

External Examiner for Department of Economics, University of Cardiff, 2026- .

Exam Board Chair, Department of Political Economy, King's College London, 2024-2026.

Editor of the economics blog *Nada es Gratis*, 2022-2026.

BSc Economics programme director, King's College London, 2020-2023.

Economics at King's seminar co-organiser, 2019-21.

External Examiner for the School of Economics, University of St Andrews, 2017-21.

Study abroad coordinator, King's College London, 2017-20.

Director of the Barcelona Economic Analysis Team (BEAT) research institute, 2016-18.

Member of the PhD Programme committee, University of Barcelona, 2012-16.

Co-organizer of the Behavior, Incentives and Games (BIG) seminar series, University of Barcelona, 2011-2016.

PhD supervision and committees

Marco Faravelli (currently at U of Queensland), Loukas Balafoutas (U of Innsbruck), Vasileios Vlaseros (Piraeus Bank), Nancy Arnokourou (U of Edinburgh), Rebecca Piggott (Bank of England) and Thomas Flochel (World Bank).

Member of the recent thesis committees: Giulio Iacobelli (Paris School of Economics), Georgios Papadomichelakis (U of Barcelona), Anne-Marie Go (Bath), Antoni-Italo de Moragas (EUI Florence), Marco Serena (U Carlos III), Alex Vázquez-Sedano (Autonoma de Barcelona), Achim Ahrens (Heriot-Watt), Kimon Doulis (U of Edinburgh), Elena Costas-Perez (U of Barcelona), Xuezheng Chen (U of Warwick).

Recent refereeing activities

American Economic Journal: Micro, American Economic Review, American Journal of Political Science, American Political Science Review, Economic Journal, European Economic Review, European Journal of Political Economy, Games and Economic Behavior, International Economic Review, Journal of Development Economics, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Public Economics, Journal of the European Economic Association, Management Science, PLOS ONE, Review of Economic Studies, Review of Economics and Statistics, Social Choice and Welfare.

Organisation of events

Spanish Political Economy International Network (SPEIN) Workshop, 2026.

Member of the organizing committee of the Petralia Applied Economics Workshop, 2022-.

Co-organizer of the Priorat Workshop in Electoral Systems and Political Influence, 2012.

Research visits

University of Queensland, July 2012; University of New South Wales, August 2013; University of Pittsburgh, February-June 2015; Max Planck Institute- Munich, April 2016; University of Technology Sydney, April 2019.