GREG KUBITZ

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Office: QUT Business School (Garden's Point Campus)
School of Economics and Finance, Z842
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PRIMARY EMPLOYMENT

QUT Business School - Senior Lecturer, 2019 - present
Lecturer, 2018-2019
NYU Stern Business School - Visiting Assistant Professor, 2016-2018

EDUCATION

Ph.D. Economics, UCLA, 2010-2016
M.S. Mathematics, Western Washington University, 2009-2010
B.S. Mathematics, Western Washington University, 2005-2009

WORKING PAPERS

"'If you can, you must.' Information, Utility and Loss Aversion" (with L. Page)
"Strategic Self-Deception" (with C. Mezzetti and L. Page)
"Participation, Selection and Indicative Bidding in Auctions with Costly Entry" (with C. Ke and Y. Liu)
"Winning Ways: How Tournament Incentives Shape Risk Taking Decisions" (with D. Fang, C. Ke, Y. Liu, T. Noe and L. Page)
"Sharing Cost Information in Dynamic Oligopoly" (with K. Woodward) Revision requested – *American Economic Journal: Microeconomics*
"Biased Contest Judges" (with Z. Breig)

PUBLICATIONS

"Momentum in contests and its underlying behavioral mechanisms" (with L. Page and H. Wan) Economic Theory (2025)
"Two-stage Contests with Private Information" American Economic Journal: Microeconomics (2023)
"Self-Deception in nonhuman animals: weak crayfish escalated aggression as if they were strong" (with R. Wilson and M. Angilletta) Behavioral Ecology (2019)

SUPERVISIONS

Hairong Hu - QUT PhD, Principal Supervisor (2021-2024), Associate Supervisor (2020)
Yasir Meyakhil – QUT PhD, Associate Supervisor (2023)
Yang Liu - QUT PhD, Associate Supervisor (2019-2021)
Alice Solda - QUT PhD, Associate Supervisor (2019)

INVITED PRESENTATIONS

"'If you can, you must.' Information, Utility and Loss Aversion"
Economics Theory Festival (University of Queensland) 2025, CHRIST (Bengalaru, India) 2025, University of Arizona 2025, RMIT 2024, University of Melbourne 2023, Deakin University 2023, Monash University 2023, Max Planck Institute 2023

"Persuasion, Deception and Self-Deception"
IIT Kanpur, IIT Mumbai and CHRIST (Bengalaru, India) 2025

"Strategic Self-Beliefs"
UQ BESC FDM 2022

"Participation, Selection and Indicative Bidding in Auctions with Costly Entry"
University of Adelaide 2022

"Sharing Cost Information in Dynamic Oligopoly"
University of Melbourne 2019, University of Queensland 2019, Queensland University of Technology 2019, North Carolina State University 2017

"Repeated Contests with Private Information"
University of New South Wales 2019, Queensland University of Technology 2018, ESI Chapman University 2017, University of North Carolina Chapel Hill 2016, University of Melbourne 2016

CONFERENCE PRESENTATIONS

"Participation, Selection and Indicative Bidding in Auctions with Costly Entry"
APIOC 2025

"Momentum in contests and its underlying behavioral mechanisms"
WEAI 2023, ESA 2023

"Bayesian Self-Persuasion"
ATEW 2023

"'If you can, you must.' The Evolutionary Foundation of Reference Point Choice and Loss Aversion"
ESAM 2024, LEG2021, ATEW 2020, CPMD Workshop on Behavioral and Experimental Economics 2019

"Momentum in Best of Three Contests"
ESAM 2019, Lingnan Workshop on Microeconomic Theory and Experiment 2019, AETW 2019

"Biased Contest Judges"
11th Annual Conference - Contests: Theory and Evidence 2025

"Sharing Cost Information in Dynamic Oligopoly"
AETW 2025, Berkeley/Columbia/Duke/MIT/Northwestern IO Theory Conference 2019, APIOC 2018, EAIRE 2018, ESEM 2018, ESAM 2018, IIOC 2018

"Repeated Contests with Private Information"
QuETE Workshop 2019, Contests: Theory and Evidence 2017, World Congress of Game Theory 2016, NASM 2016, Economics and Biology of Contests 2016, Southwest Economic Theory 2015

INVITED LECTURES

"Competition policy in the age of 'Big Tech'"
QUT-QETA, July 2022

"When does industry benchmarking become collusion?"
Economic Society of Australia, fast-track lecture series, August 2020

"Game Theory and Firm Strategy"
New York University, Economics Honor Society, February 2018

TEACHING

QUT Business School, 2019-present
Course: Economics in Business (E/MBA), Data Analysis and Decision Making (EMBA), Intermediate Microeconomics, Market Structure and Regulation (IO), Multi-Disciplinary Approach to Behavioural Change

Visiting Assistant Professor, NYU Stern, 2016-2018
Course: Competitive Analysis (IO), Firms and Markets (MBA Micro), Microeconomics, Intermediate Microeconomics

Graduate Instructor, Economics Department, UCLA, 2015-2016
Course: Game Theory, Intermediate Microeconomic Theory

Graduate Teaching Assistant, Economics Department, UCLA, 2011-2015
Courses: Intermediate Microeconomic Theory, Econometrics, Statistics for Economists, Industrial Organization, Market Design, Game Theory

Instructor of Economics, UCLA Recreation - High School Programs, 2012

Graduate Instructor, Mathematics Department, WWU, 2009-2010
Courses: College Algebra, Pre-calculus

REFEREE SERVICE

Theoretical Economics, American Economic Journal: Microeconomics, Journal of Economic Theory, International Economic Review, Economic Theory, Games and Economic Behavior, Journal of Economic Behavior and Organization, Theory and Decision, Journal of Behavioral and Experimental Economics, Journal of Sports Economics, New Zealand Economic Papers

FELLOWSHIPS AND AWARDS

Welton Graduate Prize in Economics (Research Award, UCLA), 2015
Marcia and Herbert Howard Endowed Graduate Fellowship (Teaching Award, UCLA), 2014, 2015
Courses: Market Design and Microeconomic Theory
Outstanding Graduate, Mathematics Department, WWU, 2009

OTHER ACTIVITIES

Bold Ideas Group (BIG), Faculty of Business and Law, QUT, 2025-Present
Human Research Ethics Advisory Network, QUT, 2020-present
Economics External Seminar Coordinator, QUT, 2020-present
Host and Co-Organizer of the Learning, Evolution and Games Conference, QUT, 2024
Host and Co-organizer of Winter School of Evolutionary Foundations of Economic Behavior, Brisbane, AUS, 2023
Co-organizer Queensland Economic Theory and Experiment (QuETE) Workshop, Brisbane, AUS, 2020
Recognition Working Group, QUT, 2019
Secretary, Graduate Economics Association, Economics Department, UCLA, 2014-2015
Councilmember, Club Sports Executive Council, UCLA Recreation (Council Chair 2013-2014), 2012-2015