

# Maria Kozlovskaya

Senior Lecturer in Economics  
Economics, Finance and Entrepreneurship Department  
Aston Business School  
United Kingdom

Address: Aston University, Birmingham B4 7ET  
Phone: +44-121-204-4325  
Email: m.kozlovskaya@aston.ac.uk  
Web: www.mariakozlovskaya.com

## Employment

2021 – present Senior Lecturer  
**Aston University**

2017 – 2021 Lecturer  
**Aston University**

2015 – 2017 Lecturer, Senior Lecturer  
**University of Huddersfield**

2011 – 2014 Graduate Teaching Assistant  
**University of Birmingham**

2010 – 2011 Senior Economist  
**Russian Regional Development Bank**

## Research Affiliations

2023 – present Associate Member  
**Centre for Research in Economic Theory and its Applications (CRETA)**

## Education

2014 – 2016 **University of Leicester**  
PhD in Economics (viva passed without corrections)  
Examiners: Prof. Alessandro Pavan, Dr. Fabrizio Adriani  
Supervisors: Prof. Martin Kaae Jensen, Prof. Chris Wallace

2011 – 2014 **University of Birmingham**  
PhD candidate in Economics (GPA 75.33)

2005 – 2010 **Financial University under the Government of the Russian Federation (Moscow)**  
BSc in Economics with Crisis Management (Distinction; GPA 4.97/5.00)

2009 – 2010 **University of Birmingham**  
Year 3 of BSc in Economics (GPA 76.25)

## Research Interests

Behavioural Economics, Industrial Organisation, Game Theory

## Publications

Kozlovskaya, M. and A. Nicoló A. (2019) Public Good Provision Mechanisms and Reciprocity. *Journal of Economic Behavior and Organization* 167, 235–244.

Jensen, M.K. and M. Kozlovskaya (2016). A Representation Theorem for Guilt Aversion. *Journal of Economic Behavior and Organization* 125, 148–161.

## Working Papers

Industrial Espionage in Duopoly Games

Signalling Expertise in Markets for Credence Goods (with Matteo Foschi and Alexandros Rigos)

Are Payoff Maximisers More Cooperative? Evidence from a Prisoner's Dilemma Experiment

## Work In Progress

Characterising Mixed Equilibria in a Market Game (with Ralph Bailey and Indrajit Ray)

Are Music Consumers Killing the Market? Demand for Music and Property Rights (with Maria Escriva Beltran, Enrique Fatas and Sofia Izquierdo Sanchez)

Industrial Espionage under a Time Constraint (with Martin Kaae Jensen and Chris Wallace)

## Book Chapters

Kozlovskaya, M. (2021). The Use of In-class Experiments to Teach Behavioural Economics for Managers. In *Games, Simulations and Playful Learning in Business Education*, Edward Elgar Publishing.

Kozlovskaya, M. (2021). The Use of Games to Teach Corporate Social Responsibility and Sustainability. In *Games, Simulations and Playful Learning in Business Education*, Edward Elgar Publishing.

Guest, J., M. Kozlovskaya and M. Olczak (2019). The Use of Short In-Class Games. In *Learning and Teaching in Higher Education*, Edward Elgar Publishing.

## Awards, Grants and Scholarships

|           |   |
|-----------|---|
| 2023      | Aston Students' Union Academic Awards Winner, Engagement              |
| 2019      | Best New Lecturer in the UK (The Economics Network)                   |
| 2019-2021 | Aston University Research Development Fund Grant (£2410)              |
| 2019-2020 | Aston University International Collaborations Fund Grant (£2500)      |
| 2018      | Royal Economic Society Discover Economics Event (£3500; co-applicant) |
| 2014-2015 | University of Leicester full scholarship (fees and maintenance)       |
| 2011-2014 | Economics and Social Research Council PhD Studentship                 |
| 2009-2010 | Russian President Scholarship for Study Abroad                        |
| 2010      | "Best graduates of Russia" Programme                                  |
| 2007      | Bank Societe Generale Grant for academic excellence                   |

## Invited Talks

|      |  |
|------|--|
| 2022 | Northwestern University Department of Economics Theory Lunch Seminar (21 April)  |
| 2020 | University of Bayreuth Economics Research Seminar (8 January)  |
| 2019 | Cardiff University Economics Seminar (2 October)<br>Warsaw Economic Seminar (21 March)   |
| 2018 | Oxford University Nuffield Economic Theory Seminar (16 November)<br>Lund University Microeconomics Seminar Series (29 October) |
| 2017 | University of Birmingham Department of Economics External Seminar Series (22 March)  |
| 2016 | Manchester Economic Theory Seminar Series (05 October)<br>Nottingham School of Economics Workshop Series (20 January)          |

## Conference Presentations

- 2022** European Workshop on Economic Theory (Warsaw, 7-9 July)
- 2021** GAMES 2020, the 6th World Congress of the Game Theory Society (Budapest and on-line, 19-23 July)  
Royal Economic Society Annual Conference (on-line, 12-14 April)
- 2019** Economic Science Association European Meeting (Dijon, 04-07 September)  
15th European Meeting on Game Theory (Turku, 2-4 July)  
Central European Programme for Economic Theory (Udine, 27-28 June)  
Games, Agents and Incentives Workshop (Montreal, 13-14 May) – *Skype presentation*
- 2018** Strategic Interactions and General Equilibrium IX Workshop (Paris Nanterre, 29-30 November)  
Manchester Economic Theory Workshop (19-20 June)  
The 14th Meeting of the Society for Social Choice and Welfare (Seoul, 14-17 June)  
RES-York Symposium and Mini-Courses on Game Theory (6-8 June)  
2018 Conference on Mechanism and Institution Design (Durham, 12-13 May)
- 2017** 3rd Lancaster Game Theory Conference (17-18 November)  
28th International Conference on Game Theory (Stony Brook, 17-21 July)  
2nd Workshop on Psychological Game Theory (UEA, 5-6 July)  
Manchester Economic Theory Workshop (13-14 June)  
Oligo Workshop (Moscow, 1-2 June)
- 2016** Asian Meeting of the Econometric Society (Kyoto, 11-13 August)  
GAMES 2016, the 5th World Congress of the Game Theory Society (Maastricht, 24-28 July)  
META 5: the 5th Workshop of Midlands Economic Theory and Applications Group (Cardiff, 8 July)  
European Workshop on General Equilibrium Theory (Glasgow, 16-18 June)  
Manchester Economic Theory Workshop (15 June)  
RES-York Symposium and Mini-Courses on Game Theory (1-4 June) – *poster presentation*  
Royal Economic Society Annual Conference (Brighton, 21-23 March)
- 2015** Oligo Workshop (Carlos III University of Madrid, 1-3 June)  
20th Spring Meeting of Young Economists (Ghent, 21-23 May)  
Royal Economic Society Inaugural Symposium of Junior Researchers (Manchester, 2 April)  
Warwick Economics PhD Conference 2015 (23-24 February) – *poster presentation*  
Royal Economic Society 2015 Postgraduate Presentation Meetings and Job Market (London, 9-10 January)
- 2014** Leicester International PhD Conference in Economics (4-5 December)  
UECE Lisbon Meetings in Game Theory and Applications 2014 (6-8 November)
- 2013** 24th Jerusalem Summer School in Economic Theory (10-19 June) – *poster presentation*
- 2012** 1st Annual Nottingham-Birmingham-Warwick ESRC DTC Conference (Nottingham, 14 November)

## Teaching Experience

Current teaching:

**Aston University, UK** Behavioural Economics (Final Year); **teaching score 4.3**  
*Senior Lecturer in Economics*

Past teaching:

**University of Manchester, UK** Business Economics II (Final Year); **teaching score 4.8**  
*Visiting Lecturer in Economics*

**Aston University, UK**  
*Lecturer in Economics*  
 Mathematics for Economics (First Year); **teaching score 4.2**  
 Economic Environment of Business (MSc); **teaching score 4.8**  
 Applied Topics in Economics (First Year)  
 Business, Government and Society (Second Year, 1000 students)

**University of Huddersfield, UK**  
*Lecturer in Economics*  
 Intermediate Microeconomics (Year 2, 2015-16 and 2016-17)  
 Quantitative Economics (Year 2, 2015-16 and 2016-17)  
 Microeconomics (MSc, 2015-16 and 2016-17)  
 Economic Theory and Applications (Final Year, 2016-17)

**University of Birmingham, UK**  
*Graduate Teaching Assistant*  
 Microeconomics (2nd year BSc Economics, 2011-12)  
 Game theory (MSc Economics, 2012-13 and 2013-14)  
 Advanced Microeconomics (PhD Economics, 2012-13)

## Professional Development

**Qualifications** Senior Fellowship of the Higher Education Academy (2020)  
 Fellowship of the Higher Education Academy (2016)  
 Postgraduate Certificate in Advanced Research Methods, University of Birmingham (2011 - 2014)  
 GRE test (2011): Quantitative Reasoning 800/800; Verbal Reasoning 610/800; Analytical Writing 4/6  
 Pedagogy Certificate, Financial University, Russia (2011)

**Training** Advanced Negotiation Skills Programme, Centre for Effective Dispute Resolution (2018)  
 Early Careers Workshop, the Economics Network (2018)  
 Consultancy Skills for Researchers Course, University of Birmingham (2013)

## Media Appearances and Other Writing

Can't Buy Me Love? The Economics of Gift Giving. *The Conversation* 17/05/2016

Wedding Gift Economics. *BBC Radio 4 More or Less: Behind the Stats* 19/08/2016

Are People Rational? The Importance of Behavioural Economics. *The Economic Review*, November 2016.

## Memberships and Professional Activities

**Member** Royal Economic Society; The Game Theory Society  
**External Examiner** The University of Nottingham; Northeastern University London  
**Associate** The Economics Network; A-Game: Aston Centre for Gamification  
**Referee** Journal of Economic Behavior and Organization; Mathematical Social Sciences;  
 Review of Industrial Organization; Economic Bulletin; Cogent Economics and Finance

## Other Skills

**IT** Matlab, z-Tree, LaTeX, STATA, Microsoft Office  
**Languages** English (fluent); Russian (native); German (intermediate); Spanish (basic)