

CURRICULUM VITAE

• **Personal Details**

Name: Chen Cohen

Date and place of birth: June 7, 1978, Beer-Sheva, Israel

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Department of Public Policy and Management

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• **Education**

B.A.: 1998–2001, Ben-Gurion University, Economics, GPA 90, *summa cum laude*

M.A.: 2001–2003, Ben-Gurion University, Economics, GPA 94, *summa cum laude*

Advisor: Professor David Wettstein

Title of thesis: Principal-Agent Problem

Ph.D.: 2003–2007, Ben-Gurion University, Economics

Advisor: Professor Aner Sela

Title of thesis: Allocation of Prizes in Winner-Take-All Contests

• **Employment History**

2025- Glatt Prize for Excellence in Teaching during 2024

2023–current— Senior lecturer, Department of Public Policy & Management, Ben-Gurion University of the Negev, Beer-Sheva.

2019–2023—lecturer, Department of Public Policy & Management, Ben-Gurion University of the Negev, Beer-Sheva.

2013-2019—Senior Lecturer, Ashkelon Academic College.

2008–2019—Instructor, The Aviation Academy, Israel Air Force, Ben-Gurion University of the Negev, Beer-Sheva.

2007–current—Course coordinator, The Open University of Israel.

2007–2019—Instructor, Department of Economics, Ben-Gurion University of the Negev, Beer-Sheva.

2007–2013—Lecturer, Ashkelon Academic College, Ashkelon.

2006–2007—Instructor, Department of Communication, Sapir College, Sderot.

2003–2007—Teaching Assistant, Department of Economics, Ben-Gurion University of the Negev, Beer-Sheva.

- **Professional Activities**

- (a) Positions in academic administration

- 2019–2020—Chair of Teaching Committee, Department of Public Policy & Management, Ben-Gurion University.

- 2013–2019—Admission Committee head, Ashkelon Academic College.

- 2022 - current – Head of 'Atidim' BA program, cadets for municipal service, Ben-Gurion University of the Negev

- Sep 2024–current—Chair of Teaching Committee, Department of Public Policy & Management, Ben-Gurion University.

- 2024–current— University Senate member, Ben-Gurion University of the Negev, Beer-Sheva.

- (b) Professional functions outside universities/institutions

- 2022, co-organizer of the 1st annual management conference of heads of local authorities in Israel, Ben-Gurion University of the Negev.

- 2019, Co-Organizer of the 11th Annual Conference of the Israeli Chapter of the Game Theory Society, Ben-Gurion University of the Negev.

- 2008, Co-Organizer of the 3rd Game Theory Conference, The Open University.

(c) Significant professional consulting

Years, Institution/Company, Subject

2016–2020—Auction consultant to Energix Group.

2016–2018—Auctions and Strategy expert consultant to Zer Maadanim (one of the largest catering companies in Israel).

2012–2018—Strategic consultant to C.I.A. real estate.

(d) Membership in professional/scientific societies

2019–current, IPPA—International Public Policy Association

2019–current, Game Theory Society

2020–current, American Economic Association

• **Educational activities**

(a) Courses taught

Name of course, level—Institution(s) (Indicate if jointly taught)

Public Policy, MA—BGU

Preference and Social Choice, B.A—OU¹

Game Theory, B.A—OU, AAC², BGU³, SC⁴

Game Theory, M.B.A—OU

Microeconomics Theory A, B.A—OU

Microeconomics Theory B, B.A—OU

Introduction to Microeconomics, B.A—OU

Firm Finance A and B, B.A—AAC, BGU

Auction and Business Strategy, B.A.—AAC, BGU

Auction and Game Theory, M.A—AAC, BGU

1 OU—Open University of Israel

2 AAC—Ashkelon Academic College

3 BGU—Ben-Gurion University of the Negev

4 SC—Sapir College

(b) Research students

2020- 2021—Yammit Ittiel, M.A. ,Ben-Gurion University (subject: Green building, joint supervision with Profs. Schwartz and Pearlmutter).

2020- 2021—Ishay Rabi, M.A, Ben-Gurion University (subject: Contest Theory, jointly supervised with Prof. Sela Aner).

2020-2021—Roy Darioshi, Thesis Dissertations ,Ben-Gurion University (subject: Optimal Favoritism and Maximal Revenue: A Generalized Result).

2020- 2022—Dalia Efrat, M.A., Ben-Gurion University (subject: Green building, joint supervision with Profs. Schwartz and Pearlmutter.

2021–current—Ishay Rabi, PhD., Ben-Gurion University (subject :Assortative matching contests, jointly supervised with Prof. Sela Aner).

2021–2024—Roy Darioshi, PhD., Ben-Gurion University (Subject: Strategic Planning of Contest and Conflict Mechanisms).

Award in the name of Ayala-Malach Fines, in recognition of achievements and excellence, 2023. Distinction for Outstanding Achievements in PhD Studies, Rector of the University, Faculty of Management, 2023.

2021–2022—Lilach Rinot Levavi, Thesis Dissertations , Ben-Gurion University (subject: How can we reduce the use of disposable plastic utensils? Examining the determinants of DPU use in a culturally diverse society with Dr. Tehila Kalagy).

2022–current— Lilach Rinot Levavi, PhD student., Ben-Gurion University (Subject: Analyzing an optimal model for reducing disposable plastic tableware consumption).

Kreitman School Dean's Certificate of Merit - Recognizing outstanding academic achievement.

Negev Midway Scholarship for Outstanding Doctoral Students, Negev Scholarship, 2024.

2021–2022—Itay Dabush, Thesis Dissertations ,Ben-Gurion University (subject: Economic and social utility of installing photovoltaic systems on affordable-housing rooftops: A game theory model joint supervision with Profs. Schwartz and Pearlmutter) .

2022–current— Itay Dabush, PhD student., Ben-Gurion University (Subject: How can we encourage the use of electric cars? Building a game theory model.: A game theory model).

Negev Midway Scholarship for Outstanding Doctoral Students, Negev Scholarship, 2024.

2021–2023—Merav Ruimy Tourgeman, Thesis Dissertations ,Ben-Gurion University (subject: Increasing the volume of solar fields in Israel, a joint directive with Dr. Ofir Rubin).

2024–current— Merav Ruimy Tourgeman, PhD student., Ben-Gurion University (Subject: Creating a smart factory by optimizing energy using by artificial intelligence).

2021–2024—Matan Shitrit, Thesis Dissertations ,Ben-Gurion University ,Ben-Gurion University (subject: An analysis of the optimal mechanism in terms of investment and revenue for construction of solar fields around Israel, Gaza, and Egypt's perimeter fence).

2024–current— Matan Shitrit, PhD student., Ben-Gurion University (Subject: An analysis of the optimal mechanism in terms of investment and revenue for construction of solar fields around Israel, Gaza, and Egypt's perimeter fence).

2023– current —Enav Cohen , Thesis Dissertations ,Ben-Gurion University ,Ben-Gurion University (subject: An Economic Mechanism to Efficiently Manage and Encourage Green Building- Israel as a case study).

2022–2023— Machline Elise, Post Doc. Ben-Gurion University (subject: Rethinking remote work and housing: challenges and opportunities in the wake of COVID-19 joint supervision with Profs. Schwartz and Pearlmutter).

- **Honors, Fellowships**

- (a)Honors

- 2001, Ben-Gurion University, *summa cum laude*, B.A.

- 2003, Ben-Gurion University, *summa cum laude*, M.A.

- 2024, Excellent Lecturer Award and prize, awarded by the Rector's Office and the Unit for the Advancement of Quality in Teaching and Learning at BGU.

- (b) Fellowships

- 2001–2003, Ben-Gurion University, M.Sc. Fellowship.

- 2003–2007, Ben-Gurion University, Ph.D. Fellowship.

- 2005, Open University of Israel, ILS 10,000, for study titled The Disposition Effect in Immediate and Daily Decisions.

- 2019, Open University of Israel, ILS 24,000, for study titled Using Game Theory Tools to analyze the Israeli Recycling Industry.

- **Scientific Publications**

- a)H-index: ISI—8, Google Scholar – 10.

- b)Total number of citations of all articles: ISI – 260, Google Scholar – 522.

- c)Total number of citations without self-citations: ISI – 241.

1. Cohen^{PI}, C., & Sela^{PI}, A. (2005). Manipulations in contests. *Economics Letters*, 86(1), 135-139. (Citations: GS – 59, ISI - 20, JCR: IF 0.381, Q3,131/175, SJR: Q2, A)

2. Cohen^{PI}, C., & Sela^{PI}, A. (2007). Contests with Ties. *The B.E. Journal of Theoretical Economics*, Vol. 7, Iss. 1. (Contributions), Article 43. (Citations: GS – 39, ISI - 12, JCR: IF 0.39, Q4, 190/247, SJR: Q2, A)

3. Cohen^{PI}, C., Kaplan^{PI}, T., & Sela^{PI}, A. (2008). Optimal Rewards in Contests. *RAND Journal of Economics*, 39(2), 434-451. (Citations: GS – 91, ISI - 38, JCR: IF 1.375, Q1, 42/209, SJR: Q1, A*)
4. Cohen^{PI}, C., & Sela^{PI}, A. (2008). Allocation of Prizes in Asymmetric All-Pay Auctions. *European Journal of Political Economy*, 24(1), 123-132. (Citations: GS – 42, ISI - 15, JCR: IF 0.97, Q2, 112/305, SJR: Q1, A)
5. Cohen^{PI}, C., Shavit^{PI}, T. & Rosenboim^{PI}, M. (2012). The Over-Weighting of Unfair Tie in All-Pay Contest: An Experimental Study. *International Journal of Economic Theory*, 8(3), 301-311. (Citations: GS – 4, ISI - 1, JCR: IF 0.275, Q4, 282/333, SJR: Q2, B)
6. Cohen^{PI}, C., & Shavit^{PI}, T. (2012). Experimental Tests of Tullock's Contest with and without Winner Refunds. *Research in Economics*, 66(3), 263-272. (Citations: GS – 10, ISI - 6, SJR: Q3, B)
7. Rosenboim^{PI}, M., Shavit^{PI}, T., & Cohen^{PI}, C. (2013). Do bidders require a monetary Premium for Cognitive effort in an auction?. *The Journal of Socio-Economics*, 42, 99–105. (Citations: GS – 11, ISI - 7, JCR: IF 0.505, Q3, 240/333, SJR: Q1, B)
8. Cohen^{PI}, C., & Schwartz^{PI}, M. (2013). Minimizing Shirking in Auctions and Tournaments. *Theoretical Economics Letters*, Vol. 3(4), 197-201. (Citations: GS – 1)
9. Shavit^{PI}, T., Rosenboim^{PI}, M. & Cohen^{PI}, C. (2013). Does the Color of Feedback Affect Investment Decisions? *International Journal of Applied Behavioral Economics*, 2(3), 15-26. (Citations: GS - 9)
10. Cohen^{PI}, C., Pearlmutter^{PI}, D., & Schwartz^{PI}, M. (2017). A game theory-based assessment of the implementation of green building in Israel. *Building and Environment*, 125, 122-128. (Citations: GS – 70, ISI - 38, JCR: IF 4.539, Q1, 2/128, SJR: Q1)
11. Cohen^{PI}, C., Levi^{PI}, O. & Sela^{PI}, A. (2018). All-Pay Auctions with Asymmetric Effort Constraints. *Mathematical Social Sciences*, 97, 18-23. (Citations: GS – 4, JCR: IF 0.540, Q3, 365/542 SJR: Q2, A)
12. *Cohen^{PI}, C., Pearlmutter^{PI}, D., & Schwartz^{PI}, M. (2019). Promoting Green Building in Israel: A Game Theory-Based Analysis. *Building and Environment*, 163, 106227. (Citations: GS – 50, ISI –19, JCR: IF4.971, Q1, 4/134, SJR: Q1)
13. *Cohen^{PI}, C., Halfon^S, E., & Schwartz^{PI}, M. (2021). Trust between municipality and residents: A game-theory model for municipal solid-waste recycling efficiency. *Waste Management*, 127, 30-36. [Outstanding Article Award on Energy and Sustainability from the Vice President of Ben-Gurion University of the Negev]. (Citations: GS –39, ISI –8, JCR: IF 8.816, Q1, 36/279, SJR: Q1)

14. *Cohen^{PI}, C., & Nitzan^{PI}, S. (2021). Advantageous defensive efforts in contests. *Economics Bulletin*, 41(3), 2147-2157. (Citations: GS –1, SJR: Q3)
15. *Cohen^{PI}, C., Darioshi^S, R., & Nitzan^{PI}, S. (2021). Optimal favoritism and maximal revenue: A generalized result. *European Journal of Political Economy*, 102138. (Citations: GS –2, JCR: IF 2.366, Q2, 138/376, SJR: Q1, A)
16. *Baharad^S, R., Cohen^{PI}, C., & Nitzan^{PI}, S. (2022). Litigation with adversarial efforts. *International Review of Law and Economics*, 69, 106042. (Citations: GS –3, JCR: IF 1.216, Q3, 86/154, SJR: Q1)
17. *Cohen^{PI}, C. & Zax^{PI}, O. (2022). Human capital acquisition as a signaling device in promotion competition. *Metroeconomica*. (Citations: GS –1, JCR: IF 1.617, Q3, 227/376 , SJR: Q2)
18. *Machline^S, E., Pearlmutter^{PI}, D., Cohen^{PI}, C., & Schwartz^{PI}, M. (2023). COVID-19: a catalyst for revitalizing mixed-use urban centers? The case of Paris. *Building Research & Information*, 51(1), 39-55. (Citations: GS –2, JCR: IF 1.02, Q1, 29/193)
19. *Dabush^S, I., Cohen^{PI}, C., Pearlmutter^{PI}, D., Schwartz^{PI}, M., & Halfon^S, E. (2023). Economic and social utility of installing photovoltaic systems on affordable-housing rooftops: A model based on the game-theory approach. *Building and Environment*, 109835. *Building and Environment*. (Citations: GS –7, JCR: IF 7.1, Q1, 8/182)
20. *Cohen^{PI}, C., Rabi^S, I., & Sela^{PI}, A. (2022). Assortative Matching by Lottery Contests. *Games*, 13(5), 64. (Citations: GS –1, ISI –1, JCR: Q3, 390/572)
21. *Cohen^{PI}, C., Lagziel^{PI}, D., Levi^{PI}, O., & Sela^{PI}, A. (2023). The Role of the Second Prize in All-Pay Auctions with Two Heterogeneous Prizes. *Journal of Mathematical Economics*, 105, 102820. (JCR: IF 0.747, Q4, 99/108 ,SJR: Q2)
22. *Cohen^{PI}, C., & Rinot Levavi^S, L. (2023). A Game-Theory-Based Approach to Promoting Health Policy among Minorities. *International Journal of Environmental Research and Public Health*, 20(5), 4335. (Citations: GS –3, JCR: IF 4.614, Q1, 45/182 ,SJR: Q1)
23. **Cohen^{PI}, C., Rabi^S, I., & Sela^{PI}, A. (2023). Optimal Seedings in Interdependent Contests. *Annals of Operations Research*, 1-23. (Citations: GS –1, JCR: IF 4.820, Q2, 22/87 ,SJR: Q1)
24. **Rinot Levavi, L., Friedmann, E., Kalagy, T., & Cohen, C. (2023). Applying the SOR Framework to Mitigate Single-Use Plastic Tableware Consumption and Why Does it Work? Solving the Dissonance with an Extended SOR Framework. *Journal of Environmental Management* (Citations: GS –8, JCR: IF 8.7, Q1, 31/274 ,SJR: Q1)

25. **Cohen, C., Darioshi, R., & Nitzan, S. (2023). Multiple designer's objectives in business contests. *Economics & Politics*. (JCR: IF 1.5, Q2, 133/318 ,SJR: Q2).
26. **Cohen^{PI} C, Darioshi^S R, Nitzan^{PI} S. (2024). Think twice before attacking: Effort, restraint, and sanctions in war conflicts. *Journal of Economic Behavior & Organization*. (JCR: IF 1.4, Q2, 176/380 ,SJR: Q1).
27. **Tourgeman^S, M., Cohen^{PI}, C., & Rubin^{PI}, O. (2024). Preserving Competition and Economic Welfare in the PV Market. *Utilities Policy*. (JCR: IF 3.8, Q2, 53/182 ,SJR: Q1).
28. **Shitrit^S, M., Cohen^{PI}, C. (2024). Will the sun bring peace? Profiling the optimal mechanism for the construction of solar fields along the Israel–Gaza borders, based on the game-theory approach. *International Journal of Green Energy*. (JCR: IF 3.1, Q2, 20/78 , SJR: Q2).
29. **Cohen, C., Adam, K-M., Kalagy, T. (2025). Driving Effective Implementation of Mandatory Green Building Standards: A Game Theory Analysis of Stakeholder Strategies and Regional Implications. *Journal of Green Building* (JCR: IF 0.7, Q1, 8/97 ,SJR: Q1) (Forthcoming, 2025).
30. **Kalagy, T., Cohen, C., Halfon, E., & Doron, L. (2025). Optimizing Waste Separation in Traditional Minority Communities: A Game Theory Approach for Sustainable Municipal Waste Management. *Environmental Development*. (Citations: GS –1, JCR: IF 4.7, Q2, 93/358 ,SJR: Q1).
31. **Machline^S, E., Pearlmutter^S, D., Cohen^{PI}, C., & Schwartz^{PI}, M. The Impact of “Green” Building Certification on Housing Costs: The Israeli Example. *Journal of Green Building*. (Accepted for publication under minor revision). (JCR: IF 0.7, Q1, 8/97 ,SJR: Q2). (Forthcoming, 2025).
32. **Dabush^S, I., Battat^S, I., Cohen^{PI}, C., Doron^{PI}, L. (2025). Navigating the Electric Vehicle Revolution: Optimal Subsidy Allocation for Electric Vehicles and Charging Infrastructure. *Journal of cleaner production*. (JCR: IF 9.8, Q1, 24/358 ,SJR: Q1).
33. ** Chowdhury^{PI}, S., Cohen^{PI}, C., Darioshi^S, R., Nitzan^{PI}, S. Optimal Reimbursement Schemes in Contests. *Journal of Economic Behavior & Organization*. (Under Review).
34. Einav Cohen^S., Cohen^{PI}. Using Game Theory to Evaluate Regional Policy Approaches for Promoting Green Building under Budget Constraints. *Journal of Building Engineering* (Under Review).

* Since appointment

** Since seniority

• **Invited Lectures at Conferences & Seminar presentations at universities and institutions**

1. Cohen, C., Levi, O., & Sela, A. All-Pay Auctions with Asymmetric Effort Constraints. Theory and Evidence, Norwich, UK, June 2017.
2. Cohen, C., Pearlmutter, D., & Schwartz, M. A game theory-based assessment of the implementation of green building in Israel. Toward Greener Construction, The International Union of Area Studies, The Israeli Branch, Annual Conference, 2018, Ben-Gurion University of the Negev.
3. Cohen, C., Levi, O., & Sela, A. All-Pay Auctions with Asymmetric Effort Constraints. Controlling the Expense of Political Contests Using a Modified N-players Tullock's Model, ICPP 2019: International Conference on Public Policy, Amsterdam, The Netherlands.
4. Cohen, C., Rabi, I., & Sela, A. Assortative Matching Contests: XXIX European Workshop on Economic Theory -EWET 2020, Akko, Israel.
5. Cohen, C., Halfon, E., & Schwartz, M. Trust between municipality and residents: A game-theory model for municipal solid-waste recycling efficiency. Annual Conference on Science and the Environment. The Israeli Association of Ecology and Environmental Sciences Aspects of promoting environmental policy, 2021, Tel Aviv, Israel.
6. Cohen, C., Lagziel, D., Levi, O., & Sela, A. Conference on Mechanism and Institution Design, Singapore, July 2022 – The Role of the Second Prize in All-Pay Auctions with Two Heterogeneous Prizes.
7. Kalagy, T., Cohen, C., & Halfon, E. Examining the effectiveness of a culture-adapted model for policy advancement among the minority population in Israel: The case of waste recycling in ultra-Orthodox society. 50th Annual Conference on Science and the Environment, Tel Aviv, Israel, July 2022.
8. Dabush, I., Cohen, C., Pearlmutter, D., Schwartz, M., & Einat H. Economic and social utility of installing photovoltaic systems on affordable-housing rooftops: A game theory model. 50th Annual Conference on Science and the Environment, Tel Aviv, Israel, July 2022.
9. Kalagy, T., Cohen, C., & Halfon, E. Examining the effectiveness of a culture-adapted model for policy advancement among the minority population in Israel: The case of waste recycling in ultra-Orthodox society. 1st annual management conference of heads of local authorities in Israel, Ben-Gurion University of the Negev, November 2022.

10. Cohen, C., Halfon, E., & Schwartz, M. Trust between municipality and residents: A game-theory model for municipal solid-waste recycling efficiency. Academy leads knowledge, partnership and responsibility for sustainability. Goldman Sonnenfeldt School of Sustainability and Climate Change conference. Ben-Gurion University of Negev, May 2023.
11. Darioshi, R., Cohen, C., Nitzan, S. Think twice before attack: Strategic effort and restraint in a war contest. 9th Annual 'Contests: Theory and Evidence' Conference. The Centre for Economic Institutions and Business History, the Department of Economics, and the Department of Real Estate and Planning University of Reading, UK, June 2023.
12. Rabi, I., Cohen, C., Sela, A. An Algorithmic Analysis of Parallel Contests. 9th Annual 'Contests: Theory and Evidence' Conference. The Centre for Economic Institutions and Business History, the Department of Economics, and the Department of Real Estate and Planning University of Reading, UK, June 2023.
13. Cohen, C., Nitzan, S., Darioshi, R. Inevitable Contests. Presented by Cohen, at the 9th Annual 'Contests: Theory and Evidence' Conference. The Centre for Economic Institutions and Business History, the Department of Economics, and the Department of Real Estate and Planning University of Reading, UK, June 2023.
14. Darioshi, R., Cohen, C., Nitzan, S. Inevitable Contests. Presented by Cohen, at the 9th Annual 'Contests: Theory and Evidence' Conference. The Centre for Economic Institutions and Business History, the Department of Economics, and the Department of Real Estate and Planning University of Reading, UK, June 2023.
15. Dabush, I., Cohen, C., Doron, L. Strategic Analysis and Design of Implementable Policy Tools for Addressing the Electric Vehicles Challenge: A model based on the game-theory approach. Presented by Dabush, at 51st Annual Conference on Science and the Environment, Tel Aviv, Israel, July 2023.
16. Darioshi, R., Cohen, C., Nitzan, S. Think twice before attack: Strategic effort and restraint in a war contest. Presented by Cohen, at the 12th edition of the Oligo. Department of Economics University of Crete, Greece, June 2024.
17. Rinot Levavi, L., Friedmann, E., Kalagy, T., & Cohen, C. Applying the SOR Framework to Mitigate Single-Use Plastic Tableware Consumption and Why Does it Work? Solving the Dissonance with an Extended SOR Framework. Presented by Rinot Levavi, at 52nd Annual Conference on Science and the Environment, Beer Shev, Israel, July 2023.
18. Shitrit, M., Cohen, C., and Kalagy, T. Presented by Shitrit, at 52nd Annual Conference on Science and the Environment, Beer Shev, Israel, July 2023.

- **Invited Lectures**

1. Cohen, C., Darioshi, R., & Nitzan, S. Think twice before attacking: Quantity and quality of effort in a war contest. Bar-Ilan University, December 2022. [Invited Lecture].
2. Kalagy, T., Cohen, C., & Halfon, E. Examining the effectiveness of a culture-adapted model for policy advancement among the minority population in Israel: The case of waste recycling in ultra-Orthodox society. November 2021. The Israel Democracy Institute, Jerusalem, Israel [Invited Lecture].

- **Present Academic Activities**

Submitted for Publication

- Cohen, C., Rabi, I., & Sela, A. Assortative matching contests. Centre for Economic Policy Research.
- Cohen, C., Rabi, I., & Sela, A. Admission Policies in Parallel Contests
- Cohen, C., Rabi, I., & Sela, A. An Algorithmic Analysis of Parallel Contests
- Cohen, C., Rabi, I., & Sela, A. Reputation in Contests
- Rinot Levavi^S, L., Friedmann^{PI}, E., Kalagy^{PI}, T., & Cohen^{PI}, C. Modeling Sustainable Consumption: Integrating Social Networks, Awareness, and the Extended TPB to Reduce Single-Use Plastic Tableware
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- **Research Grants**

2021, Ministry of Welfare for research on the socio-economic impact of implementing solar systems in public housing, 60,000 ILS.

2022, Ministry of Energy for research on A practical model for the establishment of energy storage systems: Ultra-orthodox communities as a test case for establishment of microgrids in Israel, 138,550 ILS.