

DAN FRAGIADAKIS

ASSISTANT TEACHING PROFESSOR OF ECONOMICS AND STRATEGY
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PROFESSIONAL EXPERIENCE

Asst. Teaching Professor of Economics and Strategy at the Rady School of Management (2025 - present)

Teaching: Experiments in Firms (MGT 160), Managerial Economics (MGT 405)

Research: “Does an Individual Predict Opponents According to Cognitive Hierarchy?”, with Ada Kovaliukaite and David Rojo Arjona, submitted on 11/26/25 and currently under review at the Journal of Economic Behavior and Organization.

Service: Judge for Student ESG Project Showcase by UCSD’s [Sustainable Investment Group](#) (6/5/25, 11/24/25), [Rady Volunteer Day \(8/12/25\)](#)

Professional Development: Member of the UCSD Center for Faculty Success and Engagement’s [New Faculty Academy](#) Program

Adjunct Lecturer of Economics at the UC Berkeley, Stanford University and the SCU Leavey School of Business (2023 - 2025)

Teaching: Economics of Sports (SCU), Behavioral Economics (Berkeley and SCU), Game Theory (Stanford), Principles of Economics (Stanford)

Product Manager reporting to [James Biggs](#) on the Pricing, Monetization and Market Design team at Upwork Inc. (2021 - 2023)

Products: Owned [Boosted Proposals](#) (Upwork’s first auction-based ad unit) and the [Availability Badge](#), Upwork’s two paid tools for freelancers to gain more client engagement.

Tests and Launches: Drove the initial test of Boosted Proposals in 10/2021 and its general release in 03/2022. Spearheaded an initiative that increased Boosted Proposal bids 191%. Led the design and implementation of [Placebo Auctions](#) to continuously assess Boosted Proposals.

Asst. Professor of Economics at the Villanova School of Business (2018 - 2021)

Teaching: Behavioral Economics (Econ 4200 - 007), Experimental Economics (Econ 4210 - 001) and Game Theory (Econ 3138 - 001), all at the undergraduate level.

Research: Published “[Designing Mechanisms to Focalize Welfare-Improving Strategies \(2019\)](#)” with Peter Troyan in Games and Economic Behavior.

Service: Director of the [Laboratory for the Advancement of Interdisciplinary Research \(LAIR\)](#)

Assistant Professor of Economics at Texas A&M University (2014 - 2018)

Teaching: Games and Economic Behavior (Econ 459-500) to undergraduates and Behavioral Game Theory (Econ 659-600) to PhD students.

Research: Published "[Improving Matching under Hard Distributional Constraints \(2017\)](#)" with Peter Troyan in *Theoretical Economics*. Published "[Strategyproof Matching with Minimum Quotas \(2015\)](#)" with Atsushi Iwasaki, Petery Troyan, Suguru Ueda and Makoto Yokoo in *ACM Transactions on Economics and Computation*.

Service: PhD Advisor to Ada Kovaliukaite, Faculty Advisor for the [Texas A&M Economics Society \(TAMES\)](#)

WORKING PAPERS

1. "Who is Strategic?" with Dan Knoepfle and Muriel Niederle.
2. "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" with Alexander Brown.

EDUCATION

Stanford University (2008-2014) - PhD in Economics

2013-14 Stanford Institute for Economic Policy Research Ely Fellowship

2011-12 Outstanding Teaching Assistant Award

2010-11 Outstanding Teaching Assistant Award

UC Berkeley (2004-2008) - BA in Mathematics

2007-08 Phi Beta Kappa member

2004-08 Regents' and Chancellor's Scholar

2004-05 Edward Frank Kraft Scholarship

SKILLS

Product Development (JIRA), Data Analysis (Matlab, Looker, SQL and Excel), Market Design (Matching, Auctions), Experimental Design (A/B Testing), Language (native in English, advanced in French, conversational in Modern Greek)