

Zoe Pangalos

Senior Consultant



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Zoe Pangalos advises clients on mechanism design, auctions, and bidding strategy. She has extensive experience with the design and implementation of procurement auctions and has expertise in negotiation strategy and tactics across a wide range of direct and indirect procurement categories.

Ms. Pangalos specializes in game theory and behavioral economics. She leverages her academic background to help clients optimize the results of their negotiations and understand the psychological drivers of decision-making during negotiations.

Prior to joining NERA, Ms. Pangalos worked as a negotiation specialist within the procurement organization at a Dutch multinational conglomerate corporation, and as a management consultant. As a negotiation specialist, she designed and implemented auctions tailor-made to the specifics of numerous procurement categories, including plastic materials, professional services, freight, software licenses, contingent labor, and real estate and construction. She also designed and delivered negotiation trainings in game theory, auction design, and behavioral economics. Ms. Pangalos has helped clients and businesses throughout the Americas, Europe, and Asia-Pacific.

Education

MSc in economics, University of Amsterdam

BA in economics, Amherst College

BA in psychology, Amherst College

Practice Areas

Auctions

Communications, Media, and Internet

About NERA

NERA Economic Consulting (www.nera.com) is a global firm of experts dedicated to applying economic, finance, and quantitative principles to complex business and legal challenges. For over half a century, NERA's economists have been creating strategies, studies, reports, expert testimony, and policy recommendations for government authorities and the world's leading law firms and corporations. With its main office in New York City, NERA serves clients from more than 25 offices across North America, Europe, and Asia Pacific.