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Education

- 2014 HDR (Habilitation à Diriger des Recherches), University Toulouse 1 – Capitole,
Title: « Market Power in Vertically Related Markets »,
Committee: Bruno Jullien, Louis-Georges Soler, Patrick Rey (advisor), Lars Sorgard,
Mike Waterson.
- 2000 Ph.D. in Economics, University Panthéon-Sorbonne (Paris I),
Title: « Contributions à l'analyse de la puissance d'achat dans les relations verticales :
interactions stratégiques et marques de distributeurs »,
Committee: Michel Moreaux, Anne Perrot (advisor), Vincent Réquillart, Patrick Rey
and Antoine Soubeyran.

Main areas of research

Industrial Organization, Vertical Restraints, Competition Policy.

Positions

- 2007- Researcher, Toulouse School of Economics (GREMAQ, INRA)
2000-2007 Researcher, INRA ESR, Toulouse

Visiting positions

- 2011- Deutsches Institut für Wirtschaftsforschung (DIW), Berlin (5 months)
2003-2005 Economics Department, Warwick University, Coventry (23 months)

Grants and honors

- 2013-2017 ANR-DFG Grant (480.000 euros), Toulouse coordinator,
“Competition, Bargaining in Vertical Chains”, CBVC,
ALISS-INRA, University of Rennes (CREM), Toulouse School of Economics, University
of Düsseldorf (DICE).
- 2009-2011 ANR-DFG Grant (440.000 euros), French coordinator,
“Market Power in Vertically Related Markets”, MPinVRM,
Ecole Polytechnique, Toulouse School of Economics, DIW (Berlin), Humboldt
University (Berlin).
- 2006 Best Paper by a Younger Scholar, International Industrial Organization Society, for
“Multilateral Vertical Contracting with an Alternative Supply: The Welfare Effects of a
Ban on Price Discrimination”, in *Review of Industrial Organization*.

Research

Publications

- “Negative market value and loss leading”, with Shiva Shekhar, *Economics Bulletin*, 2019, 39(1), 94-103.
- “Collusion et possibilité d’entrée en aval dans une industrie verticalement intégrée”, with Eric Avenel, *Revue Economique*, 2018, 69(1), 5-28.
- “Private Label Positioning and Product Line”, *Frontiers of Economics in China*, 2017, 12(3), 480-513.
- “Buyer Power from Joint Listing Decision”, with Patrick Rey, *Economic Journal*, 2015, 125(589), 1677-1704.
- “One-stop Shopping as a Cause of Slotting Fees: A Rent-Shifting Mechanism”, with V. von Schlippenbach, *Journal of Economics & Management Strategy*, 2013, 22(3), 468-487.
- “Competition Policy in a Concentrated and Globalized Retail Industry”, with V. von Schlippenbach, *Applied Economics Quarterly*, 2008, 54(3), 183-202.
- “Is competition or collusion in the product market relevant for labour market?”, with F. Berges-Sennou, *Louvain Economic Review*, 2008, 74(3), 273-298.
- “Upstream market power and product line differentiation in retailing” with E. Avenel, *International Journal of Industrial Organization*, 2006, 24(2), 319-324.
- “Multilateral vertical contracting with an alternative supply: The welfare effects of a ban on price discrimination”, *Review of Industrial Organization*, 2006, 28(1), 63-80.
- “Incentive to encourage downstream competition under bilateral oligopoly”, *Economics bulletin*, 2005, 12(9), 1-5.
- “Le rôle de la formation continue sur la mobilité professionnelle : quelle différenciation spatiale ?”, with E. Cahuzac and C. Detang-Dessendre, *Formation-Emploi*, 2005, 89, 47-63.
- “Fidélité à la marque, fidélité à l’enseigne : une analyse des rapports de force entre producteurs et distributeurs”, *Economie Rurale*, 2004, 283-284, 3-15.
- “Relations verticales entre producteurs et distributeurs : puissance d’achat et marques de distributeurs”, with F. Berges-Sennou, *Economie Rurale*, 2003, 277-278, 192-205.
- “Les relations verticales”, with J. Philippe, in “Concurrence et réglementation”, Ed. A. Perrot, Economica, *Collection Economie et Statistique Avancées*, 1997.

Working papers and works in progress

- “On the countervailing power of large retailers when shopping costs matter”, with Shiva Shekhar, TSE, WP 17-771, 2017.
- “Supplier Fixed costs and Retail Market Monopolization”, with Vanessa von Schlippenbach and Christian Wey, TSE, WP 14-524, 2014.

- “Collusion and downstream entry in a vertically integrated industry”, with E. Avenel, Discussion Paper, CREM (University of Rennes), WP 2012-08, 2012; French version, “Collusion et possibilité d’entrée en aval dans une industrie verticalement intégrée”, TSE, WP 15-613, 2015.
- “Merger Efficiency and Welfare Implications of Buyer Power”, with Ö. Bedre, Discussion Paper, DIW (Deutsches Institut für Wirtschaftsforschung, Berlin), DP 1144, 2011.
- “A gatekeeper retailer: good for consumers, bad for rivals”, with Ö. Bedre, in progress.
- “Non-linear supply contracts and the effects of size discounts on retail prices”, with Ö. Bedre, in progress.
- “Buyer mergers and upstream competition”, mimeo, 2009.

Non-refereed journal articles and articles in the Press

- “La hausse du seuil de revente à perte, une fausse bonne idée”, écrit avec Marie-Laure Allain et C. Chambolle, Le Monde, Février 2018.
https://www.tse-fr.eu/sites/default/files/medias/2018-02-08-le_monde_eco_entreprise-09_fev_18-1000000053559015.pdf
- “Définir le prix payé à l’agriculteur à partir du coût de production soulève de grandes difficultés”, Le Monde, Novembre 2017.
[fr.eu/sites/default/files/medias/_definir_le_prix_paye_a_lagriculteur_a_partir_du_cout_de_production_souleve_de_grandes_difficultes_.pdf](https://www.tse-fr.eu/sites/default/files/medias/_definir_le_prix_paye_a_lagriculteur_a_partir_du_cout_de_production_souleve_de_grandes_difficultes_.pdf)
- “La loi LME, un cadeau pour les grandes enseignes”, L’expansion, n°759, 2011.
- “Les relations entre producteurs et distributeurs, une analyse économique et économétrique de mécanismes inflationnistes sur les prix de détail”, with C. Bonnet, C. Chambolle and P. Dubois, INRA Sciences Sociales, N°5-6, 2006.
- “L’analyse économique des marques de distributeurs”, with F. Bergès-Sennou, INRA Sciences Sociales, N°3, 2001.

Invited Seminars and Conference Presentations (2007-2018)

“On the countervailing power of large retailers when shopping costs matter”

- ASSET, Florence, 2018
- Workshop CBVC, DICE, Düsseldorf, 2017
- DIW, Berlin, 2017
- Competition Policy Conference, BECCLE, Bergen, 2017
- IIOC, Boston, 2017
- TSE Seminar, Toulouse, 2016

“Supplier Fixed costs and Retail Market Monopolization”

Previous title, “Ambiguous Effects of Consumer Protection Policies”

- Workshop on “Antitrust and Industrial Organization”, Shanghai University, 2016
- Workshop CBVC, Rennes, 2014
- Seminar DIW, Berlin, 2014
- Workshop OCAD, Toulouse, 2014
- Seminar DICE, Düsseldorf, 2014

“Buyer Power from Joint Listing Decision”

Workshop on Vertical Restraints, BECCLE, Bergen, 2013
Workshop Competition, Bargaining, in Vertical Chains, Düsseldorf, 2013
Transparency of Food Prices (TRANSFOP) conference, Toulouse, 2013
Seminar ALISS, Paris, 2012
Jornadas de Economía Industrial (JEI), Murcia, 2012
Seminar Agricultural Food and Industrial Organization, Toulouse, 2012

“Collusion and Downstream Entry in a Vertically Integrated Industry”

Workshop Revue Economique, Paris, 2015
Competition and Regulation European Summer School and Conf. (CRESSE), Chania, 2012
Seminar ALISS, Paris, 2011

“Gatekeeper retailer: Bad for competitors, Good for consumers”

Workshop Market Power in Vertically Related Markets, Berlin, 2010

“Consumer Shopping Costs as a Cause of Slotting Fees: A Rent-Shifting Mechanism”

Updated, **“One-Stop Shopping as a Cause of Slotting Fees: A Rent-Shifting Mechanism”**

Seminar DIW, Berlin, 2011
Workshop Market Power in Vertically Related Markets, Berlin, 2010
Seminar Antitrust and Economy, University of Minho (NIPE), 2010
Jornadas de Economía Industrial (JEI), Madrid, 2010
Association of Southern European Economic theorists (ASSET), Alicante, 2010

“Inefficient buyer merger to obtain size discounts”

Updated, **“Merger Efficiency and Welfare Implications of Buyer Power”**
Seminar Information Society and Competition, DIW, Berlin, 2009
Workshop Market Power in Vertically Related Markets, Toulouse, 2009
European Association for Research in Industrial Economics (EARIE), Ljubljana, 2009

“Non-linear supply contracts and the effects of size discounts on retail prices”

Association of Southern European Economic theorists (ASSET), Bogazici, 2009

“Buyer mergers and upstream competition”

Seminar Economic Theory, Milan, 2008
Seminar Market Power in Input Markets, Berlin, 2008
Seminar Agriculture and Food Industrial Organization, Toulouse, 2007
Seminar Economic Theory, Alicante, 2007
International Industrial Organization Conference (IIOC), Savannah, 2007
European Association for Research in Industrial Economics (EARIE), Valence, 2007
Association Française de Sciences Economiques (AFSE), Paris, 2007
Seminar Industrial Organization, University of Warwick, 2007

PhD Committee:

Isabel Teichmann, 2016, “Three topics in agriculture: Private quality standards, marketing channels, and biochar”, invited by Pio Baake (DIW, Berlin, Germany).

Borja Mesa Sanchez, 2011, “Essays on Industrial Organization”, invited by Joel Sandonis and Ramon Fauli-Oller (University of Alicante, Spain).

Master Thesis Advisor:

Shiva Shekhar, 2013, “Vertical Relations and Shopping Behaviour”. He has now finished his Phd, DICE (Düsseldorf), 2013-2017.

Refereeing

- Economic Journal (EJ), International Economic Review, International Journal of Industrial Organization (IJIO), Journal of Economics & Management and Strategy (JEMS), Journal of Industrial Economics (JIE), Canadian Journal of Economics, Review of Industrial Organization (RIO), The Manchester School, Economics Bulletin (EB)
- American Journal of Agricultural Economics (AJAE), European Review of Agricultural Economics (ERAE), Review of Agricultural and Environmental Studies, International Journal of Agricultural Resources, Governance and Ecology (IJARGE), Economie Rurale
- BE Journal of Economic Analysis and Policy, Journal of Industry, Competition and Trade (JICT), Metroeconomica, International Review of Economics, Evidence and Policy, German Economic Review

Department/University Service

Workshop organizer, "Market Power in Vertically Related Markets", Toulouse School of Economics, 16-17 March, 2009 and 28-29 June 2012; "Competition, Bargaining in Vertical Chains", Toulouse School of Economics, 16-17 March, 2016

Agricultural Food and Industrial Organization, Seminar organizer, Toulouse School of Economics, 2008-2009, 2009-2010, 2012-2013, 2013-2014.

EEA-ESEM Meeting (European Economic Association-European Meeting of the Econometric Society), member of the organizing committee, Toulouse School of Economics, 2014.

EARIE Conference (European Association for Research in Industrial Economics), member of the organizing committee, Toulouse School of Economics, 4-6 September, 2008.

Teaching

2014-	Toulouse School of Economics Industrial Organization (Master 1, IO, 2014-16; Master 2, ETE, Advanced IO, 2017-)
2007-2010	University of Tianjin (China), in coop. with Ecole Nationale d'Aviation Civile (ENAC) Basics in economics
2005-2017	Ecole Nationale d'Aviation Civile (ENAC), Toulouse Industrial Organization, Basics in economics