

François Salanié

CURRICULUM VITAE (Oct. 2020)

Born 1965 in Paris. Three children.

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Research Fields: Environmental Economics, Risk and Insurance, Contract Theory.

Position

INRAE Researcher (Directeur de Recherche, DR1) at the TSE-R team, Toulouse School of Economics (TSE.)

Associate Editor to the *Geneva Risk and Insurance Review* (since 2012), and to the *Journal of Public Economic Theory* (since 2016).

Past Responsibilities

Vice-President (2013-2019) of the French Association for Environmental and Resource Economics (FAERE), created in Toulouse (June 2013).

Director (2009- Dec.2015) and Deputy Director (January 2007-July 2009) of the LERNA, a research team with 25 TSE members, focusing on environmental economics.

Member of the Committee Program of the European Economic Association (2003, 2004, 2005) and EEA-ESEM (2006, 2007).

Member of the Commission de Spécialistes en Sciences Economiques (Recruitment Committee), Université Toulouse-I, 1995-2008; of the TSE Recruitment Committee (2008-2015).

Co-organizer (with Christian Gollier and Nicolas Treich) of the international conference IDEI-INRA «Environment, Finance and Corporate Behavior », May 31st-June 2nd, Toulouse, 2007. Chairman of the Scientific Committee of the European Group of Risk and Insurance Economists (EGRIE) for the 2006 Congress in Barcelone. Co-organizer (with Christian Gollier and Nicolas Treich) of the 2008 EGRIE conference in Toulouse. Local organizer with David Alary and Nicolas Treich for the EAERE conference, Toulouse, June 2013.

Formation

2006 : Directeur de Recherche, INRA-Toulouse.

2002 : Habilitation à diriger les recherches en Sciences Economiques, Université des Sciences Sociales de Toulouse. Committee : Jean Frayssé, Christian Gollier, Michel Le Breton, Michel Moreaux, Pierre Picard.

1992 : Chargé de Recherche, INRA-Toulouse.

1992 : Thèse de Doctorat en Economie, Université de Toulouse I, supervised by Jean-Charles Rochet.
Committee : Bernard Belloc, Patrick Bolton, Jean-Jacques Laffont, Jean-Charles Rochet, Jean Tirole.

1987 : DEA "Analyse et politique économique", Ecole des Hautes Etudes en Sciences Sociales, Paris, supervised by Roger Guesnerie.

1987 : Statisticien-Economiste, Ecole Nationale de la Statistique et de l'Administration Economique (ENSAE), Malakoff.

Publications (articles):

François Salanié and Nicolas Treich (2020), "Public and private incentives for self-protection", *The Geneva Risk and Insurance Review*, 45-2:104-113.

Andrea Attar, Thomas Mariotti and François Salanié (2020), "The social costs of side-trading", *The Economic Journal*, vol.130, n°630, 1608-1622.

Andrea Attar, Thomas Mariotti and François Salanié, « On Competitive Nonlinear Pricing », *Theoretical Economics*, 14(1), 2019, 297–343.

Andrea Attar, Thomas Mariotti and François Salanié (2019), « On a class of smooth preferences », *Economic Theory Bulletin*, 7-1: 37-57.

Pierre-André Chiappori, Bernard Salanié, François Salanié, and Amit Gandhi (2019), « From aggregate betting data to individual risk preferences », *Econometrica*, Jan., 87(1), 1-36.

Andrea Attar, Thomas Mariotti and François Salanié (2018), « Concurrence non-exclusive et sélection adverse », *Revue Economique*, 69(6), 1009-1023.

Andrea Attar, Thomas Mariotti and François Salanié (2014), "Non-Exclusive competition under adverse selection", *Theoretical Economics*, vol. 9, n°1, Jan., p. 1-40.

Stefan Ambec, Jean-Pierre Amigues, Arnaud Reynaud, et François Salanié, « Quels instruments pour la gestion quantitative de l'eau ? Une analyse économique », *Agronomie, Environnement et Sociétés*, vol. 2, n°2, 2012, p. 29-43.

Andrea Attar, Thomas Mariotti and François Salanié, "Non-Exclusive competition in the market for lemons", *Econometrica*, vol. 79(6), pages 1869-1918, Nov. 2011.

Pierre-André Chiappori, Amit Gandhi, Bernard Salanié, and François Salanié, « Identifying Preferences under Risk from Discrete Choices », *American Economic Review Papers and Proceedings*, 99-2, 356-362, May 2009.

François Salanié and Nicolas Treich, "Regulation in Happyville", *The Economic Journal*, vol.119, 537, pp. 665-679, April 2009.

Jérôme Pouyet, Bernard Salanié and François Salanié, « On competitive equilibria with asymmetric information », *Berkeley Electronic Journal of Theoretical Economics*, 2008, 8 (Topics): Article 13.

Bruno Jullien, Bernard Salanié and François Salanié, "Screening Risk-Averse Agents Under Moral Hazard: single-crossing and the CARA case", *Economic Theory* 30-1, 151-169, Jan. 2007.

Cécile Aubert, Philippe Bontems and François Salanié, « Le renouvellement périodique des contrats de concessions : le cas des services de l'eau », *Annals of Public and Cooperative Economics*, Vol.77, Issue 4, 495-520, Dec. 2006.

Pierre-André Chiappori, Bruno Jullien, Bernard Salanié, and François Salanié, « Asymmetric Information in Insurance: Some Testable Implications », *Rand Journal of Economics* 37-4, 783-798, Winter 2006.

Ingela Alger and François Salanié, "A theory of fraud and overtreatment in experts markets", *Journal of Economics & Management strategy* 15-4, 853-881, Dec. 2006.

François Salanié and Nicolas Treich, "Over-Savings and Hyperbolic Discounting", *European Economic Review* 50-6, 1557-1570, August 2006.

François Salanié and Nicolas Treich, « Régulation et perception des risques : Populisme ou paternalisme ? », *Risques*, 63, 135-38, 2005.

Katrin Millock and François Salanié, "Non-Point Source Pollution When Polluters Might Cooperate", *Topics in Economic Analysis & Policy*: Vol. 5: No. 1, Article 12. <http://www.bepress.com/bejeap/topics/vol5/iss1/art12>, 2005.

Philippe Mahenc and François Salanié, "Softening Competition Through Forward Trading", *Journal of Economic Theory* 116-2-, 282-293, June 2004.

Michel Lebreton and François Salanié, "Lobbying under Political Uncertainty », *Journal of Public Economics* 87-12, 2589-2610, Dec. 2003.

Bruno Jullien, Bernard Salanié and François Salanié, "Should more risk-averse agents exert more effort?", *The Geneva Papers on Risk and Insurance*, 24, 19-28, 1999.

Bruno Biais, Thierry Foucault and François Salanié, "Floors, dealer markets and limit order markets", *Journal of Financial Markets*, 1, pp. 253-284, 1998.

François Salanié and Alban Thomas, « Evaluer l'efficacité d'une régulation d'agents pollueurs », *Cahiers d'Economie et Sociologie Rurales*, 39/40, 15-35, 1996.

Chapters in Books:

Jean-Jacques Laffont and François Salanié, "Incentives and the search for unknown resources such as water", in *Frontiers in Water Resource Economics*, edited by Dolors Berga and Renan Goetz, Springer, New York, 2006.

François Salanié and Nicolas Treich, « Regulating an Agent With Different Beliefs », in *Frontiers in the Economics of Environmental Regulation and Liability*, edited by Marcel Boyer, Yolande Hiriart et David Martimort, *Ashgate Studies in Environmental and Natural Resource Economics*, Ashgate, pp. 93-102, avril 2006.

François Salanié and Alban Thomas, « Politique environnementale et régulation contractuelle : une approche économétrique appliquée aux Agences de l'eau », in *Régulation Environnementale : jeux, coalitions, contrats*, edited by Gilles Rotillon, Economica, 2002.

Working Papers

Matti Liski and François Salanié (2020), "Catastrophes, delays, and learning", TSE wp 20-1148.

Andrea Attar, Thomas Mariotti and François Salanié (2020), «Entry-Proofness and Discriminatory Pricing under Adverse Selection», TSE wp 17-788, second revision for the *American Economic Review*.

Andrea Attar, Thomas Mariotti and François Salanié (2019), "Regulating Insurance Markets: Multiple Contracting and Adverse Selection", TSE wp 19-1033, revision for the *International Economic Review*.

François Salanié and Nicolas Treich, "Option Value and Flexibility: a general theorem and applications", 2007.

François Bel, Anne Lacroix, François Salanié and Alban Thomas, «Evaluating the impact of CAP reforms on land use and the environment: a two-step estimation with multiple selection rules and panel data», mimeo Lerna 06.13.2006.

Cécile Aubert, Philippe Bontems and François Salanié, "Analyse économique des contrats de concession des services de l'eau", rapport pour le Ministère de l'Environnement et du Développement Durable, 247 pages (dont 105 pages d'annexes), 2006.

Cécile Aubert, Philippe Bontems and François Salanié, «La remise en cause des contrats de concession : le cas des services de l'eau », mimeo Lerna 05.18.182, 2005.

François Salanié, "On screening", 2004.

Christian Gollier and François Salanié, «On Portfolio Choices under Non-Exponential Discounting », 2003.

François Salanié and Nicolas Treich, "Regulating an Agent with Different Beliefs", mimeo Lerna 02-11-086, 2002.

Katrin Millock and François Salanié, "Collective environmental agreements: an analysis of the problems of free-riding and collusion", mimeo Lerna 01.14.061, 2001 and FEEM 108-00.

Héla Hadj Ali and François Salanié, "Getting Insurance Through Demand Rationing", mimeo Lerna 01-09-56, 2001.

Stéphane Couture and François Salanié, «Irrigation et engrais : les écarts à la taxation pigovienne », mimeo Lerna 00-05-039, 2000.

François Salanié and Alban Thomas, "Evaluating an Adverse Selection Model of Pollution Control, using French Individual Data", mimeo INRA-ESR de Toulouse 94-19D, 1994.

PhD students in Economics :

Héla Hadj Ali, defended in 2002 (July 12th) in Toulouse, «La commercialisation des vins en primeur ».

Mauricio Bermudez, defended in 2005 (June 21st) in Toulouse, «Accords volontaires et régulation de la pollution ».

Caroline Orset, defended in 2007 (December 12th) in Toulouse, « Incertitude scientifique et risques environnementaux ».

Dmytro Kylymniuk, defended in 2009 (September 14th) in Toulouse, « Three Essays on Time-Inconsistency ».

Klenio Barbosa, defended in 2010 (July 15th) in Toulouse, « Essays on Learning-By-Doing in Industrial Economics ».

Emre Aytimur, defended in 2010 (August 30th) in Toulouse, « Electoral Competition and Political Rent-Seeking ».

Oscar Valencia, defence July 12th, 2014, "Three Essays on Economic Growth and Information Frictions".

Roberto Sarkisian, defence July 9, 2020, "Essays on Contracting under Other-Regarding Preferences", co-supervised with Ingela Alger (TSE). Now at U. Tor Vergata, Roma.

Filippo d'Arcangelo, defence July 3, 2020, "Essays in Environmental Economics: Carbon Markets, Competitiveness and Common Pool Resources". Now at Economics Department, OECD, Paris.

Jacint Enrich Moia, TSE doctoral school, co-supervised with Sylvain Chabé-Ferret (TSE).

Teaching

Director of the Master (M2) « Environnement, Ressources Naturelles, Energie et Agriculture » (ERNEA), TSE Doctoral School, from 2006 to 2009.

Economics of risk and uncertainty (M2 ERNEA Toulouse), 1997-2005.

Water Economics (M2 ERNEA Toulouse), 1997-2005.

Environmental Economics (M2 ERNEA Toulouse), from 2006 to 2009.

Game Theory (Licence IUP, 1997-2001 and M1 TSE, since 2006).

Instruments for Economics and Ecology (M2 ERNA and DEEQA, since 2015).

Introduction to Economics (M2 ERNA), since 2016.

Micro-Economics I, Master 2 ETE, since 2020.

Research Grants :

Commissariat Général du Plan (1992-1994), Groupe Inter-Agences de l'Eau (1994-1995, 1998-1999), Contrat de Plan Etat-Région Rhône-Alpes (1999-2000), Ministère de l'Environnement (2000-2001, 2003-2006, 2006-2009), Agence de l'Eau Adour-Garonne (2011-2013), meta-programme INRA-Smash on pesticides (2015-2018).