

**Wilfried Sand- Zantman**

September 2020

Born January 1972

French Citizen

Marital life, 2 daughters (15 and 17)

ESSEC Business School

E-mail: [sand@essec.edu](mailto:sand@essec.edu)

### **CURRENT AND MAIN PAST POSITIONS**

- 2000-2002: Assistant Professor (*Maître de conférences*), Université de Nantes
- 2002-2006: Associate Professor (*Professeur des Universités*), Université Montpellier I
- 2006-2010: Associate Professor, Toulouse School of Economics
- 2010-2020: Full Professor, Toulouse School of Economics.
- 2014-2020: Visiting Professor, ESSEC Business School
- 2016-2019: Director of the TSE Ph.D. program.
- Since 2020: Full Professor of Economics, ESSEC Business School (on leave from TSE).

### **EDUCATION**

- Ph.D in Economics « l'Economie Politique de la Décentralisation » (supervisor J.J. Laffont), Université de Toulouse I (1995-2000)
- Visiting student at the LBS, London and at Nuffield College, Oxford (1997-1999)
- Doctoral Fellow at GREMAQ, Université de Toulouse I (1995-1997 and 1999)
- Master Degree in Mathematical Economics and Econometrics, Université de Toulouse I (1995).
- Diploma Degree in Economics and Statistics from ENSAE (1995)

### **RESEARCH INTERESTS**

Industrial Organization, Regulation, Economics of Information, Digital Economics.

## **DISTINCTIONS AND INVITATIONS**

- Ph.D. Scholarship from the Ministry of Higher Education (1995-1999).
- Award for doctoral teaching and research PEDR (2003-2007, 2007-2011, 2016-2019, 2019-2020).
- Award for Scientific Excellence, Université de Toulouse 1 Capitole, 2012-2015.
- ANR Grant on « Competition Policy and Regulation » (TSE, PSE, Université de Paris 1), local leader, 2013-16.
- 2013 Certificate of Reviewing Excellence for *International Journal of Industrial Organization*.
- Invited professor, University of Tor Vergata in Roma, 2013.
- Invited professor, Humboldt-Universität zu Berlin, 2014.

## **TEACHING ACTIVITIES**

- Contemporary Economic Problems (undergraduate level, Economics Students)
- Introduction to Economics (undergraduate level, Law Students)
- Microeconomics (undergraduate and graduate level, Business and Economics Students)
- Industrial Organization (undergraduate and graduate level, Economics Students)
- Applied Mathematics (graduate level, Economics Students)
- Business Economics (graduate level, Business Students)
- Economics of Contracts and Organizations (graduate level, Economics Students)
- International Trade (graduate level, Business and Economics Students)
- Law and Economics (graduate level, Law Students)
- Public Economics (graduate level, Economics Students)
- Regulation (graduate level, Economics Students)
- Theory of Incentives (graduate level, Economics Students)

## **TRAINING SESSIONS FOR CORPORATE SPONSORS**

- « Les instruments de promotion des énergies renouvelables », EDF, 2005.

- « Analyse économique du contrôle des prix », EDF, 2007.
- « Analyse des Marchés du gaz en Europe », EDF 2007.
- « La régulation incitative », EDF, 2007.
- « Analyse économique de la neutralité du net », France Telecom, 2008.
- « Le financement des infrastructures », France Telecom, 2009.
- « L'utilisation des données privées », France Telecom, 2010.
- « Analyse économique des ventes liées », France Telecom, 2011.
- « Les marchés bifaces », France Telecom 2011.
- « Analyse économique des PPP », France Telecom, 2012.
- « L'analyse économique des pratiques de fidélisation », France Telecom, 2012.
- « Analyse économique des concentrations », Orange, 2013.
- « Investissement et Concurrence », Orange, 2013.
- « L'économie des données personnelles », Orange, 2013.
- « Innovation, Propriété Intellectuelle et Anti-Trust», Orange, 2014.
- « Objectif et critères d'évaluation des autorités de concurrence», Orange, 2014.
- « Effets de Réseau et Concurrence », Orange, 2015.
- « L'Economie de l'Attention », Orange, 2015.
- « Fusion et Entrée », Orange 2015.
- « Accords Horizontaux, Fusion et Investissement », Orange 2017.
- « Marchés du Numérique et Valeur de l'Information », CNES, 2017.
- « Rationalité limitée, Concurrence et Protection du Consommateurs », Orange 2017.
- « Privacy : Quelques Développements Economiques Récents », Orange 2018.
- « La Mesure des Prix dans les télécoms », Orange 2018.
- « La Concurrence entre Plateformes », Orange 2019.

## **PhD. SUPERVISION**

Radolawa Nikolowa (2007, senior lecturer at *Queen Mary University London*); Vanessa Valero (2011, Lecturer at Loughborough, UK), David Sauer (2012, senior manager at *Deloitte&Touche*); Xingyi Liu (2014, Lecturer at Aston, UK); Alejandro Lombardi (2015,

Economist at Compass Lexecon, Buenos Aires); Rodrigo Montes (2016, economist at Compass Lexecon, Washington); José Heresi (2020); Sarah Lemaire (5<sup>th</sup> year).

### **HDR COMMITTEE**

Jérôme Pouyet (PSE, 2012), Catherine Bobtcheff (Toulouse, 2015), François Maréchal (Besançon, 2016), Andrew Rhodes (Toulouse, 2020).

### **ACADEMIC PUBLICATIONS (in English)**

1. «Constitutional Design and Regional Favoritism», *Journal of Public Economic Theory*, 4 (1), 2002, 71-93.
2. «Information Acquisition, Political Game and the Delegation of Authority», with J.J. Laffont, *European Journal of Political Economy*, 18 (3), 2002, 407-428.
3. «Economic Integration and Political Accountability», *European Economic Review*, 48, 2004, 1001-1025.
4. «Citizen Candidacy with Asymmetric Information», with G. Casamatta, *B.E. Journal in Theoretical Economics (Topics)*, Vol.5 (1), 2005.
5. «Signaling and the Design of Delegated Management for Public Utilities», with D. Martimort, *RAND Journal of Economics*, Vol. 37(4), 763-782, 2006.
6. «Contracting for an Innovation under Bilateral Asymmetric Information», with D. Martimort and J.C Poudou, *Journal of Industrial Economics*, Vol. 58, 324- 348, 2010.
7. «Public and private investment in Regulated Network Industries: Coordination and Competition issues», with B. Jullien and J. Pouyet, *Review of Network Economics*, Vol. 9, 2010.
8. «Dynamic Cooperation in local public good supply with imperfect monitoring» with G. Cheikbossian, *Annals of Economics and Statistics*, Vol. 101-102, 327-346, 2011.
9. «Contracting and Idea Disclosure in the Innovative Process», with D. Martimort and J.C. Poudou, *Annals of Economics and Statistics*, Vol. 101-102, 287-306, 2011.

10. «Solving Global Warming Problems: Beyond Markets, Simple Mechanisms May Help!» with D. Martimort, *Canadian Journal of Economics*, Vol. 46 (2), 2013.
11. «Termination Fees Revisited» with B. Jullien and P. Rey, *International Journal of Industrial Organization*, Vol. 31 (6), 738-750, 2013.
12. «A Mechanism Approach to Climate Agreements» with D. Martimort, *Journal of the European Economic Association*, Vol 14 (3), 669-718, 2016.
13. «An Offer You Can't Refuse: Early Contracting with Endogenous Threat» with B. Jullien and J. Pouyet, *RAND Journal of Economics*, Vol. 48 (3), 733-748, 2017.
14. « Entry and Merger Policy », with L. Jauniaux and Y. Lefouili, *Economics Letters*, Vol. 161, 124–129, 2017.
15. « Internet Regulation, Two-Sided Pricing, and Sponsored Data», with B. Jullien, *International Journal of Industrial Organization*, Vol. 58, 31-62, 2018.
16. «The Value of Personal Information in Online Markets with Endogenous Privacy», with R. Montes and T. Valletti. *Management Science*, Vol. 65, 1342-1362, 2019.
17. «The Economics of Platforms: A Theory Guide for Competition Policy», with B. Jullien, forthcoming in *Information Economics and Policy*.

### **ACADEMIC PUBLICATIONS (in French)**

1. « Choix Constitutionnel et Délégation Stratégique », *Revue d'Economie Politique*, 110 (5), sept.-oct. 2000, 683-700.
2. « Un Modèle de Citoyens-Candidats en Information Asymétrique » with G. Casamatta, *Revue Economique*, 53 (3), 2002, 537-544.
3. « Analyse Economique des Pratiques de Fidélisation », *Revue Française d'Economie*, Vol. XXVIII (3), 37-70, 2014.
4. « Accords Environnementaux : Le Marché Peut-il Réussir l'Arbitrage entre Incitations et Participation ? », with D. Martimort, *Revue Economique*, vol. 65 (4), 481-497, 2014.
5. « Quel Rôle pour les Acteurs Publics dans l'Incitation Privée aux Investissements ? », with B. Jullien and J. Pouyet, *Revue Economique*, vol. 69 (6), 985-1007, 2018.

## **NON ACADEMIC PUBLICATIONS**

1. « Décentralisation Croupion with G. Casamatta, *L'Expansion*, April 2004.
2. « Internet : Prévenir la Saturation», with B. Jullien, *La Tribune*, December 16<sup>th</sup> 2010.
3. « Public-Private Interplay in the telecom industry», *Communications and Strategies*, No. 91, 2013.
4. « Le marché mondial du carbone n'aura pas lieu», with D. Martimort, *LeMonde.fr*, July 2015.

## **SCIENTIFIC REPORTS AND POLICY PAPERS FOR CORPORATE SPONSORS**

1. « Analyse économique des contrats de concessions pour la distribution d'électricité », with Claude Crampes and M.-A. Plagnet, EDF, 2009.
2. « La Régulation des Monopoles », with Bruno Jullien, France Télécom, 2010.
3. « Net Neutralité : Développements Récents de la Littérature Economique » with Bruno Jullien, SFR, 2011.
4. « Report on the competitive situation of the Colombian mobile telecommunications market », with David Bardey and Bruno Jullien, Movistar-Telefonica (Colombia), 2011.
5. « Les Pratiques de Fidélisation », France Télécom, 2012.
6. « Competition and Investment: What Do We Know from the Literature? », with Jérôme Mathis, Orange, 2014.
7. « Welfare Standards in Competition Policy » with Jérôme Mathis, Orange, 2015.
8. « Network Effects » with Bruno Jullien, Orange, 2016.
9. « Enjeux Economiques de l'Industrie Spatiale », CNES, 2016.
10. « Cooperation between Firms for Infrastructures », Orange, 2017.
11. « Taxation in the Digital Economy », Orange, 2018.
12. « Price Measurement in Telecommunications », Orange, 2019.

## **CONFERENCES AND SEMINARS**

EEA1997, ESEM 1997, Jamboree ENTER (Tilburg, 1997), London Business School (1998) , EEA Meeting 1998, Université de Perpignan (2000), Université de Louvain (2000), Université de Cergy-Pontoise (2000), Université de Nantes (2000), EEA 2000, AFSE 2001, Université de Montpellier I (2004), JMA 2004, conférence IDEI-CORE (2004), ESEM 2004, conférence IDEI-IVE (2006), EARIE 2006, Université de Nantes (2007), EARIE 2007, EARIE 2008, Conférence TSE-IDEI on software industries (2009), Humboldt Universität Berlin (2009), AFSE 2009, Toulouse School of Economics (2009), Université Montpellier 1 (2009), Université Paris 1 (2009), Ecole-Polytechnique and LEI (2010), Econometric Society World Congress (2010), Tor Vergata University (2010), Paris School of Economics (2011), Congrès thématique de l'AFSE (2011), EARIE 2011, Telecom ParisTech (2011), Université de Besançon (2011), Thema (UCP and ESSEC, 2012), Toulouse Business School (2012), EARIE 2012, ICT Conference ParisTech (2012), Université de Rennes 1 (2012), Toulouse School of Economics (2012), EAERE 2013, EARIE 2013, University of Liege (2013), Imperial College London (2013), London IO Day (2013), ICT Conference Telecom ParisTech (2014), LABEX MME-DII (2014), ESEM 2014, EARIE 2014, Düsseldorf Institute for Competition Economics (2015), EARIE 2015, CREST-LEI (2015), Oslo Theory & Environment Workshop (2016), Université de Caen (2016), Northwestern Searle Center (2016), Université Paris-Dauphine (2016), African Meeting of the Econometric Society (2017), Université Nancy (2018), Université Paris-Dauphine (2018), TSE Digital Forum (2018), French Association of Law and Economics (2018), TSE Digital Economy Conference (2019), Université de Montpellier (2019), 11<sup>th</sup> Conference Telecom ParisTech of Digital Economics (2019).

## **REFEREE ACTIVITIES**

*American Economic Review - Annals of Cooperative and Public Economics - Annals of Economics and Statistics - B.E. Journal of Economic Analysis and Policy – Economic Journal - Environmental and Resource Economics- European Journal of Political Economy - European Economic Review – Information Economics and Policy - International Economic*

*Review - International Journal of Industrial Organization - Journal of Environmental Economics and Management - Journal of Economics and Management Strategy - Journal of Economic Theory - Journal of the European Economics Association - Journal of Industrial Economics - Journal of Institutional and Theoretical Economics - Journal of Law, Economics and Organization - Journal of Public Economic Theory - Journal of Public Economics - Management Science - Rand Journal of Economics - Review of Economic Studies - Revue Economique - Revue Française d'Économie - Theoretical Economics.*

### **MAIN ADMINISTRATIVE AND SCIENTIFIC POSITIONS**

- Vice-Dean, Faculté de Sciences Economiques, Université de Montpellier I (2004-2006).
- Chair of the Organizing Committee EARIE 2008 Conference.
- Member of the Scientific Council, Université de Toulouse 1 Capitole (2008-2012).
- Member of the *European Association for Research in Industrial Economics* (EARIE) Executive Committee (2010-2012 and 2013-2015).
- Director of the TSE Master Program *Economics of Markets and Organizations* (2007-2009 and 2015-2016).
- Reviewer for the ANR (2012), HCRES (2015), and SNSF (2018).
- Associate Editor *Information Economics and Policy* and *Revue Française d'Économie*.
- Member of the French National Council of Universities CNU (2016-19).
- Director of the *Toulouse School of Economics Doctoral Program* (2016-19).
- Director of the TSE Master Program *Economic Theory and Econometrics* (2018).
- Board member (Conseil d'Administration) of the Université de Toulouse 1 Capitole (2019-2020).
- Board member of the French Gambling Commission, Autorité Nationale des Jeux (2020-2022).