

## **Sand-Zantman Wilfried**

Born January 1972

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### **CURRENT AND PAST POSITIONS**

Full Professor, Toulouse School of Economics

Research Director at the IDEI

Visiting Professor, ESSEC Business School

Director of the TSE Doctoral School

Associate Professor, Toulouse School of Economics (2006-2010).

Associate Professor, Université Montpellier I (2002-2006).

Assistant Professor, Université de Nantes (2000-2002).

### **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 (December 1997-September 1998) and at Nuffield College,  
Oxford (October 1998-March 1999).

Doctoral Fellow at GREMAQ, Université de Toulouse I (1995-1997 and 1999).

Master in Mathematical Economics and Econometrics, Université de Toulouse I (1995).

Diploma Degree in Economics and Statistics from ENSAE (1995).

### **TEACHING ACTIVITIES**

Industrial Organization (undergraduate and graduate levels), Microeconomics (undergraduate and graduate levels), Public Economics (graduate level), Regulation (graduate level), Contract Theory (graduate and PhD levels), Law and Economics (graduate level).

### **RESEARCH INTERESTS**

Industrial Organization, Contract Theory, Regulation and Public Economics.

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

«Constitutional Design and Regional Favoritism», *Journal of Public Economic Theory*, 4 (1), 2002, 71-93.

«Information Acquisition, Political Game and the Delegation of Authority», with J.J. Laffont, *European Journal of Political Economy*, 18 (3), 2002, 407-428.

«Economic Integration and Political Accountability», *European Economic Review*, 48, 2004, 1001-1025.

«Citizen Candidacy with Asymmetric Information», with G. Casamatta, *B.E. Journal in Theoretical Economics (Topics)*, Vol.5 (1), 2005.

«Signaling and the Design of Delegated Management for Public Utilities», with D. Martimort, *RAND Journal of Economics*, Vol. 37(4), 763-782, 2006.

«Contracting for an Innovation under Bilateral Asymmetric Information», with D. Martimort and J.C Poudou, *Journal of Industrial Economics*, Vol. 58, 324- 348, 2011.

«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.

«Dynamic Cooperation in local public good supply with imperfect monitoring» with G. Cheikbossian, *Annals of Economics and Statistics*, Vol. 101-102, 327-346, 2011.

«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.

«Solving Global Warming Problems: Beyond Markets, Simple Mechanisms May Help!» with D. Martimort, *Canadian Journal of Economics*, Vol. 46 (2), 2013.

«Termination Fees Revisited» with B. Jullien and P. Rey, *International Journal of Industrial Organization*, Vol. 31 (6), 738-750, 2013.

«A Mechanism Approach to Climate Agreements» with D. Martimort, *Journal of the European Economic Association*, Vol 14 (3), 669-718, 2016.

«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.

« Entry and Merger Policy », with L. Jaunaux and Y. Lefouili, 2017. Forthcoming in *Economics Letters*.

«The value of personal information in online markets with endogenous privacy» , with R. Montes and T. Valletti, WP TSE, 2015. Forthcoming in *Management Science*.

## **ACADEMIC PUBLICATIONS (in french)**

«Choix Constitutionnel et Délégation Stratégique», *Revue d'Economie Politique*, 110 (5), sept.-oct. 2000, 683-700.

«Un modèle de citoyens-candidats en information asymétrique» with G. Casamatta, *Revue Economique*, 53 (3), 2002, 537-544.

«Analyse Economique des Pratiques de Fidélisation», *Revue Française d'Economie*, Vol. XXVIII (3), 37-70, 2014.

«Accords Environnementaux: Le Marché Peut-il Réussir l'Arbitrage entre Incitations et Participation?», with D. Martimort, *Revue Economique*, vol. 65 (4), 481-497, 2014.

« Quel Rôle pour les Acteurs Publics dans l'Incitation Privée aux Investissements?», with B. Jullien and J. Pouyet, forthcoming in *Revue Economique*.

## **WORK IN PROGRESS**

« Internet Regulation, Two-Sided Pricing, and Sponsored Data», with B. Jullien, WP TSE, 2015. R&R (2<sup>nd</sup> Round) in *International Journal of Industrial Organization*.

## **NON ACADEMIC PUBLICATIONS**

«Décentralisation croupion», with G. Casamatta, *L'Expansion*, April 2004.

«Internet : Prévenir la Saturation», with B. Jullien, *La Tribune*, December 16<sup>th</sup> 2010.

«Public-Private Interplay in the telecom industry», *Communications and Strategies*, No. 91, 2013.

«Le marché mondial du carbone n'aura pas lieu», with D. Martimort, *LeMonde.fr*, July 2015.

## **CONFERENCE AND SEMINARS**

EEA Meeting 1997, ESEM 1997, Jamboree ENTER (Tilburg, 1997), London Business School (1998), EEA Meeting 1998, Université de Perpignan (2000), Université de Louvain (Belgique, 2000), Université de Cergy-Pontoise (2000), Université de Nantes (2000), EEA Meeting 2000, Congrès de l'AFSE 2001, Université de Montpellier I (2004), Journées de Microéconomie Appliquée 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), Congrès de l'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 in Roma (2010), Paris School of Economics (2011), Congrès thématique de l'AFSE (2011), EARIE 2011, Telecom Paris Tech (2011), Université de Besançon (2011), Thema (Univ. Cergy et ESSEC, 2012), Toulouse Business School (2012), EARIE 2012, ICT Conference Telecom Paris (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), DICE (2015), EARIE (2015), CREST-LEI (2015), Oslo Theory & Environment Workshop (2016), Université de Caen (2016), Northwestern Searle Center (2016), Université Dauphine (2016), African Meeting of the Econometric Society (2017).

## **PhD. SUPERVISION**

Radolawa Nikolowa (2007, lecturer *Queen Mary University London*); Vanessa Valero (2011, researcher at ETH Zurich), David Sauer (2012, consultant at *Deloitte&Touche*); Xingyi Liu (2014, Post-doc at Würzburg University); Alejandro Lombardi (2015, economist at OFCOM); Rodrigo Montes (2016, economist at Compass Lexecon Washington); José Heresi (4<sup>th</sup> year); Sarah Lemaire (2<sup>nd</sup> year).

## **PhD. COMMITTEE**

D. Benitez (Toulouse, adv. C. Crampes), E. Panova (Toulouse, adv. J. Tirole), S. Ollier (Lyon, adv. J.L. Rullière), F. Leyme (Toulouse, adv. M. Moreaux), F. Touya (Pau, adv. D. Martimort), Y. Zang (Toulouse, adv. C. Crampes and B. Villeneuve), L. Rangel (Toulouse, adv. C. Crampes), A. Loeper (Toulouse, adv. J. Crémer), E. Chong (Paris XI, adv. S. Saussier), N. Drouard (Telecom Paris, adv. M. Bourreau), L. Xiao (Montpellier, adv. G. Cheikbossian), C. Saavedra (Ecole Polytechnique, adv. R. Laraki and J.P. Ponsard), A. Ennasri (Montpellier, adv. M. Willinger), S. Li (Toulouse, adv. D. Martimort), M. Arve (Toulouse, adv. D. Martimort), E. Gunay (Toulouse, adv. D. Martimort), X. Yin (Toulouse, adv. D. Martimort), M. Laffont

(Toulouse, adv. C. Crampes), L. Zi (Toulouse, adv. E. Auriol), A. d'Annunzio (Toulouse, adv. B. Jullien), A. Veiga (Toulouse, adv. J. Crémer), M. Petulowa (Montpellier, adv. E. Baranes), F. Jeanjean (Montpellier, adv. E. Baranes), S. Hours (Montpellier, adv. J.C. Poudou), E. Lorenzon (Bordeaux, adv. N. Carayol).

### **REFEREE ACTIVITIES**

*American Economic Review - Annals of Cooperative and Public Economics - Annals of Economics and Statistics - B.E. Journal of Economic Analysis and Policy – Economica - Environmental and Resource Economics- European Journal of Political Economy - European Economic Review - International Economic Review - International Journal of Industrial Organization (with Excellence Referee Award 2013) - 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'Economie - Theoretical Economics.*

### **MAIN ADMINISTRATIVE ACTIVITIES**

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).  
Director of the Master Program *Economics of Markets and Organizations*, Toulouse School of Economics (2007-2009 and 2015-2016).  
Associate Editor *Information Economics and Policy* and *Revue Française d'Economie*.  
Director of the TSE doctoral Program (2016-)