

MAARTEN CHRISTIAAN WILHELMUS JANSSEN

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NATIONALITY | DATE, PLACE OF BIRTH

Dutch | Breda – The Netherlands, September 19, 1962

MARTIAL STATUS

married, two children

EDUCATION

1986 – 1990	PhD in Economics, from Groningen University (The Netherlands)
1982 – 1987	MSc in Philosophy of Economics, Groningen University (The Netherlands)
1980 – 1986	MSc in Econometrics, Groningen University (The Netherlands), cum laude

PROFESSIONAL EXPERIENCE

2008 – now	Professor of Microeconomics, University of Vienna
2008 – 2010	Economic Advisor to the Board of the Dutch Competition Authority (NMa) (temporary, part-time)
2007 – 2025	Free lance Senior academic consultant Competition Economists Group
2005 – 2007	Free lance senior consultant Charles Rivers Associates
2004 - 2008	Director Tinbergen Institute, The Netherlands
2001	Visiting Professor, Université Pantheon-Sorbonne (Paris I)
1998 – 2022	Visiting Research Professor, Higher School of Economics, Moscow (temporary, part-time, not every year)
1997 - 2008	Professor of Microeconomics, Erasmus University Rotterdam
1992 - 1997	Associate Professor of Microeconomics, Erasmus University Rotterdam
1993	Adjunct Professor of Economics, Duke University (U.S.A.)
1991 – 1992	Visiting Assistant Professor at the Department of Economics, Université Catholique de Louvain (Belgium)
1990 - 1992	Assistant Professor of Microeconomics (50%) and Economic Methodology (50%), Erasmus University Rotterdam
1989	Visiting Scholar at Duke University (U.S.A.)
1986 - 1990	Research Assistant (AIO), Department of Econometrics, Groningen University

HONORS AND LARGER RESEARCH GRANTS

2024	Research Grant "Steering Online Search using Big Data", Austrian Science Foundation (FWF), 372 K€, period 2024-2028
2021	PI for Research Grant "Pricing in imperfectly competitive markets" (FWF), 1.3 M€, period 2021-2026 (joint with Daniel Garcia, Eeva Mäuring, Philipp Schmidt-Dengler and Christine Zulehner)
2019	Distinguished Visiting Austrian Chair Professor at Stanford, 2023
2017	Elected Fellow of the Center for Economic Policy Research (CEPR), London
2017	Honorary Doctorate ("Honoris Causa"), Higher School of Economics, Moscow

2017	Research Grant "Information Acquisition, Diffusion and Disclosure in Markets", Austrian Science Foundation (FWF), 358 K€, period 2018-2020
2015	Research Grant "Vienna Graduate School of Economics", to continue the PhD program at the University of Vienna, Austrian Science Foundation (FWF), 1.67 M€, period 2017-2020
2014	Research Grant "Information and Consumer Search", Austrian Science Foundation (FWF) 92 K€, period 2015-2017
2014	Elected Foreign Member of the Royal Holland Society of Sciences and Humanities
2014	Research Grant "Understanding Combinatorial Clock Auctions", Jubiläumfonds Österreichische Nationalbank 100 K€, period 2014-2017
2009	Nominated for Global Competition Review's 2015 list of leading competition economists
2009	Research Grant "Vienna Graduate School of Economics", to start a PhD program in Vienna, Austrian Science Foundation (FWF) 2.192 M€, period 2010-2015
2003	Research Grant "The Evolution and Stability of Social Norms and Conventions", Wiener Wissenschaft und Technologie Fund (WWTF) 451 K€, period 2010-2014 Honorary Promotor at Erasmus University Rotterdam of Thomas Schelling (Doctor "honoris causa"), who later received the Nobel Prize in Economics in 2005

INVITED LECTURES AND KEYNOTE SPEECHES

2025	Invited Lecture EARIE (Valencia)
2024	Theory and Policy for the Digital Economy, University of Durham (UK)
2019	Keynote Lecture Workshop on IO and Competition Policy at the University of International Business and Economics (UIBE, Beijing)
2018	Invited Lecture EARIE (Athens)
2018	Keynote Address Industrial Organization workshop, University of St. Gallen
2017	Honorary Keynote Lecture, Higher School of Economics Annual Conference, Moscow
2015	Keynote lecture: Chinese Industrial Organization conference, Hangzhou
2014	Invited Lecture Consumer Search workshop, University of Mannheim
2014	Invited Lecture Berlin IO Day
2013	Invited Lecture ESEI conference on Market Design, Zürich
2012	Invited Lecture Competition Law Conference (The Hague)

SIGNIFICANT MANAGEMENT POSITIONS

2024 – now	Director Graduate Program in Economics, University of Vienna
2013 – 2014	Head of the Department of Economics, University of Vienna
2010 – 2018	First Director of the Vienna Graduate School of Economics
2004 – 2008	Director Tinbergen Institute, Graduate school in economics in the Netherlands
2004 – 2006	Science Committee, Faculty of Economics, Erasmus University Rotterdam
2003 – 2004	Director Third Party Funded Research, Erasmus University Rotterdam
2001 – 2004	Head of the Department of Economics, Erasmus University Rotterdam
2001 – 2004	Board Member, Netherlands Network of Quantitative Economics (NAKE)
1999 – 2004	Member International Research Council Higher School of Economics, Moscow
1997 – 2002	Member of the Research Council, Tinbergen Institute
1996 – 1997	Member of Faculty Board, Erasmus University Rotterdam

PUBLICATIONS

My research concentrates on the following areas:

- Consumer Search
- Auctions
- Adverse Selection and Signaling
- Coordination Games and Focal Points
- Miscellaneous Topics in Industrial Organization and Competition Policy
- Economic Methodology

BOOKS

- | | |
|------|---|
| 2004 | <p><i>Auctioning Public Assets: Analysis and Alternatives</i> (Editor), Cambridge University Press, Cambridge, 2004.</p> <p>(Chinese translation published by Shanghai University of Finance and Economics Press, 2008; reviewed in <i>World Economy</i>, 2005; <i>Australian Journal of Agricultural and Resource Economics</i>, 2005)</p> |
| 1993 | <p><i>Microfoundations: A Critical Inquiry</i>, Routledge, London, 1993 (Reviewed in <i>Economic Journal</i>, 1994; <i>De Economist</i>, 1995; <i>Journal of Economic Methodology</i>, 1996; <i>Economics and Philosophy</i>, 1996).</p> |

JOURNAL ARTICLES

- | | |
|------|---|
| 2025 | <p>'Search Platforms: Big Data and Sponsored Positions', with Thomas Jungbauer, Marcel Preuss and Cole Williams, conditionally accepted by <i>The Economic Journal</i>.</p> <p>'Unobserved Wholesale Contracts', with Santanu Roy, <i>Journal of Industrial Economics</i> (forthcoming).</p> <p>'Sharing Price Announcements', with Vladimir Karamychev, <i>Games</i> 16 (13), https://doi.org/10.3390/g16020013</p> |
| 2024 | <p>'Influencing Search', with Cole Williams, <i>Rand Journal of Economics</i> 55 (3), pp. 442-462. https://doi.org/10.1111/1756-2171.12475</p> <p>'Information Acquisition and Diffusion in Markets', with Atabek Atayev, <i>International Economic Review</i> 65 (2), pp. 729 – 53. https://doi.org/10.1111/iere.12672</p> <p>'Consumer Search and Product Returns in E-Commerce', with Cole Williams, <i>American Economic Journal: Micro</i> 16 (2), pp. 387–419. https://www.aeaweb.org/articles/pdf/doi/10.1257/mic.20230040</p> |
| 2023 | <p>'Dynamic Pricing with Uncertain Capacities', with Daniel Garcia and Radostina Shopova, <i>Management Science</i> 69 (9), pp. 5275-5297. https://doi.org/10.1287/mnsc.2022.4613</p> <p>'Incumbency Advantages: Price Dispersion, Price Discrimination and Consumer Search at Online Platforms', with Klaus Gugler, Sven Heim, and Mario Liebensteiner, <i>Journal of Political Economy: Micro</i> 1 (3), pp. 517-556. https://doi.org/10.1086/725335</p> <p>'Discriminatory Trade Promotions in Consumer Search Markets', <i>Marketing Science</i> 42 (2), pp. 401-422, with Edona Reshidi. https://doi.org/10.1287/mksc.2022.1380</p> |

2022	<p>'Regulating Product Communication', <i>American Economic Journal: Microeconomics</i> 14 (1), pp. 245-83, with Santanu Roy. https://doi.org/10.1257/mic.20190187</p> <p>'Regulating Recommended Retail Prices', <i>IJIO</i> 85, 102872, with Edona Reshidi. https://doi.org/10.1016/j.ijindorg.2022.102872</p>
2020	<p>'Beliefs and Consumer Search in a Vertical Industry', <i>Journal of the European Economic Association</i> 18 (5), pp. 2359–2393, with Sandro Shelegia. https://doi.org/10.1093/jeea/jvz046</p> <p>'Vertical contracts in search markets', <i>International Journal of Industrial Organization</i> 70, May 2020, 102527. https://doi.org/10.1016/j.ijindorg.2019.102527</p> <p>'Searching for Service', <i>American Economic Journal: Micro</i> 2020, 12, pp. 188-219, with Tony Ke. https://doi.org/10.1257/mic.20180315</p>
2019	<p>'On the Clock of the Combinatorial Clock Auction', <i>Theoretical Economics</i> 14 (4), pp. 1271-1308, with Bernhard Kasberger.</p> <p>'On the Effects of Suggested Prices in Gasoline Markets', <i>Scandinavian Journal of Economics</i> 121, pp. 676-705, with Riemer Faber.</p>
2018	<p>'Consumer Search and Retail Channel Management', <i>International Journal of Industrial Organization</i> 2018 (58), pp. 162-182, with Daniel Garcia.</p>
2017	<p>'Non-reservation Price Equilibria and Consumer Search', <i>Journal of Economic Theory</i> 2017 (172), pp. 120-162, with Alexei Parakhonyak and Anastasia Parakhonyak.</p> <p>'The Double Diamond Paradox', <i>American Economic Journal: Microeconomics</i> 2017 (9), pp. 63-99, with Daniel Garcia and Jun Hunda.</p> <p>'Bargaining in Spectrum Auctions: A Review of the German Auction in 2015', <i>Telecommunications Policy</i>, 2017 (41), pp. 325-340, with Martin Bichler and Vitali Gretschko.</p> <p>'Mystifying but Not Misleading: When does Political Ambiguity Not Confuse Voters?', <i>Public Choice</i> 2017 (172), pp. 501–524, with Mariya Teteryatnikova.</p> <p>'Raising rivals' cost in multi-unit auctions?', <i>International Journal of Industrial Organization</i> 2017 (50), pp. 473–490, with Vladimir Karamychev.</p>
2016	<p>'Spiteful bidding and gaming in combinatorial clock auctions', <i>Games and Economic Behavior</i> 2016 (100), pp. 186-207, with Vladimir Karamychev.</p> <p>'Horizontal Product Differentiation: Disclosure and Competition', <i>Journal of Industrial Economics</i> 2016 (64), pp. 589–620, with Mariya Teteryatnikova.</p>
2015	<p>'Consumer Search and Double Marginalization', <i>American Economic Review</i> 2015 (105): 1683-1710, with Sandro Shelegia.</p> <p>'Competition, Disclosure and Signaling', <i>Economic Journal</i> 2015 (125), pp. 86-114, with Santanu Roy.</p>
2014	<p>'Consumer Search Markets with costly Re-visits', <i>Economic Theory</i> 2014 (55), pp. 481-514, with Alexei Parakhonyak.</p>

- 2013 'Price Matching Guarantees and Consumer Search', *International Journal of Industrial Organization* 2013 (31), pp. 1-11, with Alexei Parakhonyak.
- 2012 'Oligopolistic Competition in Price and Quality', *Games and Economic Behavior* 2012 (75), pp. 120-38, with Andrei Dubovik.
- 2011 'Oligopolistic markets with sequential search and production cost uncertainty', *Rand Journal of Economics* 2011 (42), pp. 444-470, with Paul Pichler and Simon Weidenholzer.
'Auctions with Flexible Entry Fees', *Games and Economic Behavior* 2011 (72), pp. 594-601, with Vladimir Karamychev and Emiel Maasland.
- 2010 'Do Auctions select Efficient Firms?', *Economic Journal* 2010 (120), pp. 1319-1344, with Vladimir A. Karamychev.
'Signaling Quality Through Prices in an Oligopoly', *Games and Economic Behavior* 2010 (68), pp. 192-207, with Santanu Roy.
'Simultaneous Pooled Auctions with Multiple Bids and Preference Lists', *Journal of Institutional and Theoretical Economics* 2010 (166, no. 2), pp. 286-298, with Vladimir A. Karamychev and Emiel Maasland.
- 2009 'Auctions, Aftermarket Competition and Risk Attitudes', *International Journal of Industrial Organization* 2009 (27), pp. 274-85, with Vladimir A. Karamychev.
'Going Where the Ad Leads You: On High Advertised Prices and Searching Where to Buy', *Marketing Science* 2009 (28), pp. 87-98, with Marielle Non.
- 2008 'Triple Play: How do we Secure Future Benefits?', *Telecommunications Policy* (2008) 32, pp. 735-43, with Ewa Mendys.
'Early Mover Advantages; An Empirical Analysis of European Mobile Phone Markets', *Telecommunication Policy* 2008 (32), pp. 246-61, with Govert E. Bijwaard and Emiel Maasland.
'Advertising and Consumer Search in a Duopoly Model', *International Journal of Industrial Organization* 2008 (26), pp. 354-71, with Mariëlle C. Non.
- 2007 'Selection Effects in Auctions for Monopoly Rights', *Journal of Economic Theory*, 2007 (134), pp. 576-82, with Vladimir Karamychev.
'The Evolution of Market Shares With Repeated Purchases and Heterogeneous Network Effects', *Journal of Evolutionary Economics* 2007 (17), pp. 551-77, with Ewa Mendys.
- 2006 ''Auctions as Coordination Devices', *European Economic Review*, 2006 (50), pp. 517-32.
'On the Strategic Use of Focal Points in Bargaining Situations', *Journal of Economic Psychology*, 2006 (27), pp. 622-34.
'Stable Service Patterns in Scheduled Transport Competition', *Journal of Transport Economics and Policy*, 2006 (40), pp. 135-60, with Peran van Reeve.
- 2005 'Multi-store Competition: Market Segmentation or Interlacing?', *Regional Science and Urban Economics*, 2005 (35), pp. 700-714, with Vladimir Karamychev and Peran van Reeve.

- 'Truly Costly Sequential Search and Oligopoly Pricing', *International Journal of Industrial Organisation*, 2005 (23), pp. 451-66, with José-Luis Moraga and Matthijs Wildenbeest).
- 'Dynamic Insurance Contracts and Adverse Selection'. *Journal of Risk and Insurance*, 2005 (72), pp. 45-59, with Vladimir Karamychev.
- 2004 'Strategic Pricing, Consumer Search and the Number of Firms'. *Review of Economic Studies*, 2004 (71:4), pp.1089-1118, with José-Luis Moraga.
- 'On Durable Goods Markets with Entry and Adverse Selection', *Canadian Journal of Economics*, 2004 (37:3), pp. 552-589 with Santanu Roy.
- 'The price of a price. On the crowding out and in of social norms'. *Journal of Economic Behavior and Organization*, 2004 (55:3), pp.377-395, with Ewa Mendys.
- 2003 'Cooperation and Coordination'. *Brain and Behavioural Sciences*, 2003 (26), pp. 165-66.
- 2002 'Dynamic trading in a durable good market with Asymmetric Information', *International Economic Review*. 2002 (43), pp. 257-282, with Santanu Roy.
- 'Bertrand Competition under Uncertainty', *Journal of Industrial Economics*, 2002 (50), pp. 11-21, with Eric Rasmusen.
- 'Cycles and Multiple Equilibria in the Market for Durable lemons', *Economic Theory*, 2002 (20), pp. 579-601, with Vladimir Karamychev.
- 'Catching Hipo's: screening, wages and competing for a job', *Oxford Economic Papers*, 2002 (54), pp. 321-33.
- 'Continuous time trading in markets with adverse selection'. *HSE Economic Journal* (Moscow), 2002, pp.446-473, with Vladimir Karamychev.
- 2001 'On the Principle of Coordination', *Economics and Philosophy*, 2001 (17), pp. 221-234.
- 'Rationalizing Focal Points', *Theory and Decision*, 2001 (50), pp. 119-148.
- 1998 'Price as a Signal of Illegality', *International Review of Law and Economics*, 1998 (18), pp. 51-60, with Peran van Reeve.
- 1997 'Non-exclusive Conventions and Social Coordination', *Journal of Economic Theory*, 1997 (77), pp. 34-57, with Sanjeev Goyal.
- 'Cooperation in a modified Version of the Finitely Repeated Prisoners' Dilemma Game', *Journal of Economic Behavior and Organization*, 1997 (32), pp. 613-9, with Joeri Gorter and Sjoerd van de Meerendonk.
- 1996 'Can we Rationally Learn to Coordinate?', *Theory and Decision*, 1996 (40), pp. 29-49, with Sanjeev Goyal.
- 'The Price of Land and the Process of Expropriation', *De Economist*, 1996 (144), pp. 63-77, with Christian Gerth, Lonneke Jansen and Marinka Niehoff.
- 1995 'On the Dominance Solvability of Large Cournot Models', *Games and Economic Behavior*, 1995, pp. 297-321, with Tilman Börgers.

- 'The Emergence and Stability of Institutions: introduction and overview' and 'Editorial', *Journal of Economic Behavior and Organization*, 1995 (28), pp. 155 and 157-159, with Claude Ménard.
- 'Dynamic Coordination Failures and the Efficiency of the Firm', *Journal of Economic Behavior and Organization*, 1995 (28), pp. 223-239, with Sanjeev Goyal.
- 1993 'Sociology in the Economic Mode'. *Theory and Decision*, 1993, pp. 73-81.
- 1991 'The Alleged Necessity of Microfoundations'. *Journal of Macroeconomics*, 1991 (4), pp. 619-639.
- 'What is this Thing Called Microfoundations?'. *History of Political Economy*, 1991 (4), pp. 687-712.
- 'Why Friedman's Non-monotonic Reasoning Defies Hempel's Covering Law Model', *Synthese*, 1991 (2), pp. 255-284, with Yao-Hua Tan.
- 1990 'Seasonal and Regional Differences in Agricultural Supply Response', *European Review of Agricultural Economics*, 1990 (4), pp. 407-420, with Dirk Perthel.
- 'Coordinating Unions, Wages and Employment', *De Economist*, 1990 (3), pp. 321-339, with Jan Jacobs.
- 1989 'Individualistic Foundations for General Equilibrium Theory; A Consideration of Some Game Theoretic Approaches', *Recherches Economiques de Louvain*, 1989 (4), pp. 425-46.
- 'Price Changes Resulting from Taxes and Subsidies in Leontief Models', *Economicko-Matematicky Obzor*, 1989, pp. 390-5, with Gerard Sierksma.
- 'Stratification of General Equilibrium Theory; A Synthesis of Reconstructions', *Erkenntnis* 30, 1989, pp. 183-205, with Theo A.F. Kuipers.
- 'Structuralist Reconstructions of Classical and Keynesian Macroeconomics', *Erkenntnis* 30, 1989, pp. 165-181.

WORKING PAPERS | WORK IN PROGRESS

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- | | |
|---|--|
| 1 | 'Bilateral learning Before Trading?', with Santanu Roy, <i>CEPR Discussion Paper</i> No. DP 20786, submitted. |
| 2 | 'Dual Learning: How and How Much Can Platforms Learn from Searching Consumers? ', with Eva Mauring, <i>CEPR Discussion Paper</i> No. DP20381. |
| 3 | 'Multi-product Firms and Refunds', with Sebastian Ertner, <i>CEPR Discussion Paper</i> No. DP20711, submitted. |
| 4 | 'Optimally Informative Rankings and Consumer Search', with Thomas Jungbauer, Marcel Preuss and Cole Williams, <i>CEPR Discussion Paper</i> No. DP20868, submitted. |

Older papers:

- 5 'On Mergers in Consumer Search Markets', *TI Discussion Paper* 07-054/1, with José-Luis Moraga.
- 6 'Mergers in Bidding Markets', *TI Discussion Paper* 13-012, with Vladimir Karamychev.

CONTRIBUTIONS TO BOOKS, ENCYCLOPEDIA, REVIEW ARTICLES, PROCEEDINGS, ETC.

- 2017 'Budget Constraints in Combinatorial Clock Auctions', in M. Bichler and J. Goeree (eds.) *Handbook of Spectrum Auction Design*, Cambridge University Press, 2017, with Vladimir Karamychev and Bernhard Kasberger, pp. 320-337.
- 2008 'Microfoundations' in S. Durlauf and L. Blume (eds.). *The New Palgrave Dictionary of Economics*. MacMillan, 2008.
- 2007 'Consumer Search and Internet Markets', in E. Brousseau and N. Curien (Eds.) *Internet and Digital Economics*, Cambridge University Press, 2007, pp. 460-83, with José-Luis Moraga and Matthijs Wildenbeest.
- 2004 'Allocation Mechanisms and Post-Allocation Interaction' in M. Janssen (Ed.). *Auctioning Public Assets: Analysis and Alternatives*, Cambridge University Press, 2004, with Benny Moldovanu, pp. 130-44.
 'Introduction' in M. Janssen (Ed.). *Auctioning Public Assets: Analysis and Alternatives*, Cambridge University Press, 2004, pp. 1-15.
- 2002 'Imitation of Co-operation in Prisoner's Dilemma Games with Some Local Interaction' in C. Hommes et al. (Eds.), *Equilibrium, Markets and Dynamics*, 2002, Springer-Verlag, pp. 293-306.
- 2000 Review of D. Spulber, 'Market Microstructure Intermediaries and the Theory of the Firm', *De Economist*, 2000, Vol.148-2, pp. 277-9.
- 1999 Review of M. Majumdar, 'Organizations with Incomplete Information. Essays in Economic Analysis, A Tribute to Roy Radner'. *De Economist*, 1999, Vol. 147-4, pp. 541-542.
- 1998 'Focal Points', in P. Newman (ed.). *The New Palgrave of Economics and the Law* vol. II, MacMillan, 1998, pp. 150-5.
 'Microfoundations', in J. Davis, W. Hands and U. Mäki (eds.). *The Handbook of Economic Methodology*, Edward Elgar, 1998, pp. 307-10.
 'Aggregation', in J. Davis, W. Hands and U. Maki (eds.). *The Handbook of Economic Methodology*, Edward Elgar, 1998, pp. 1-6.
 'Individualism and Equilibrium Coordination in Games', in R. Backhouse, D. Hausman, U. Mäki and A. Salanti (eds.). *Crossing Boundaries: Case studies in Economic Methodology*, MacMillan, 1998, pp. 1-35.
- 1997 'Note on F. Vega-Redondo, Evolution, Games and Economic Behaviour', *Economic Journal*, 1997, pp. 1946.

- 'Microfoundations of Macroeconomics', in T. Cate (ed.). *An Encyclopedia of Keynesian Economics*, Edward Elgar, 1997, pp. 424-7.
- 1995 Review of C. Bicchieri, 'Rationality and Coordination', *Economic Journal*, 1995, pp. 1032-1034.
- 1994 'Economic Models and Their Applications', in B. Hamminga, N. de Marchi (eds.). *Idealization in Economics*, Amsterdam: Rodopi, 1994, pp. 101-116.
- 1993 Review of C. Bicchieri and M. Dalla Chiara (eds.). 'Knowledge, Belief and Strategic Interaction'. *Economic Journal*, 1993, pp. 1557-9.
Review of A. Vercelli, 'Foundations of Macroeconomics: Keynes and Lucas', *Economics and Philosophy*, 1993, pp. 195-200.
- 1992 Comment on C. Bicchieri 'Two kinds of Rationality' in N. de Marchi (ed.), *Post-Popperian Methodology of Economics*, Dordrecht: Kluwer 1992, pp. 195-201.
Review of A. Hirsch and N. de Marchi, Milton Friedman: 'Economics in Theory and Practice', *De Economist*, 1992, pp. 271-3.
Review of S. Roy, 'Philosophy of Economics', *De Economist*, 1992, pp. 140-2.
- 1991 'Friedman's Stance Towards Economic Orthodoxy', *Methodus*, 1991, pp. 148-153.
Comment on R. Backhouse in M. Blaug en N. de Marchi (eds.), *Appraising Modern Economics: Studies in the Methodology of Scientific Research Programmes*, Edward Elgar, 1991, pp. 427-32.
'Methodological Individualism and the Role of Aggregation', in *LMPS IX Abstracts*, Uppsala, 1991.
- 1987 'Utilistic Reduction of the Macroeconomic Consumption Function' in *LMPS-VIII Abstracts 5*, Moscow, 1987, pp. 386-90.

PUBLICATIONS IN DUTCH

- 2019 'Meer concurrentie om het spoor genereert negatieve netwerkeffecten', *ESB* 104(4778S), pp. 42-47.
'Drie scenario's voor de toekomst op de rails', met Bert van Wee, *ESB* 104(4778S), pp. 6-9.
- 2016 'Marktordening', *ESB* 3 maart 2016, pp. 166-171 (met Eric van Damme en Maarten Pieter Schinkel), reprinted in *ESB* (2016), *De Canon van de Economie*, SDU uitgevers. Onderwerp van column van Wouter Gelijn in *Financieel Dagblad*, 3 maart 2016.
- 2014 Column 'Economie in de Rechtbank', *Markt & Mededinging*, november 2014, p. 179-180.
Column 'Regulering, Veiling en Nieuwkomers', *Markt & Mededinging* 17 (1), maart 2014, pp. 26-27.

- 2013 Column 'Financiële taakstelling voor ACM', *Markt & Mededinging* 16 (3), juni 2013, pp. 88-89.
- 2012 'Overnames in Biedmarkten', *Markt & Mededinging* 15 (1), maart 2012, pp. 4-9.
- 2011 'Politieke inmenging in veiling telecomfrequenties', *ESB* 14 oktober 2011, pp. 609-610.
- 2010 'Mededingingstoezicht en de economische crisis' *ESB* februari 2010, nr. 4579 (met Jarig van Sinderen), reprinted in A. Jolink (red.), 2010, *Ooggetuigen van de Crisis*, SDU uitgevers.
- 2009 'Over het Borgen van Publieke Belangen in de Zorg: De rol van Markten en Toezicht', *Pre-Adviezen voor de Nederlandse Vereniging van Staatshuishoudkunde* 2009 (met Krijn Schep en Jarig van Sinderen), pp. 157-77.
 'Veilinglessen uit het verleden voor de nieuwe frequentie-veiling' *ESB* 17 april 2009 (met Barbara Veronese).
 'Fusies van Ziekenhuisfusies: Het beoordelingskader van de NMa', *Markt & Mededinging* april 2009, pp. 44-53 (met Krijn Schep en Jarig van Sinderen)
 'Een coördinerende werking van adviesprijzen', *ESB* 23 januari 2009, pp. 38-41 (met Riemer Faber).
- 2006 Column in *ESB Dossier Marktwerving (4500s)* December 2006, p. 80.
 'Over Asymmetrie en Regulering in de Mobiele Gespreksafgiftemarkt', *ESB*, 16 juni 2006 (met Ewa Mendys).
- 2005 'Het Strategisch Effect van Dreigingen' *ESB*, 21 October 2005 (met Eric van Damme).
 'Telecommunicatie: the winner takes it all?' *ESB Dossier Tien jaar mededingings- en reguleringsbeleid, D12-D14*, 30 juni 2005.
- 2003 'Thomas Schelling, een strategisch denker', *ESB*, 31 October 2003.
 'Een wetenschapper in de beleidswereld', *ESB Dossier*, 31 October 2003.
 'Lobbyen in de polderether', *ESB* 13 June 2003, pp. 267.
- 2001 'De Draad Kwijt?' Onderzoek naar de Gang van Zaken rond de Nederlandse UMTS-veiling, 2001, with Arie Ros and Nico van der Windt.
 Publiek – private samenwerking bij combinatie projecten, 2001, *CPB-document* 2002, (with Marcel Canoy, Ben Vollaard).
 'Concurrentie en Internetgebruik'. *Maandschrift Economie* 2001, vol. 65, with José Luis Moraga, pp. 283-301.
- 2000 'Internetmarkten: wie profiteert?' *Economisch-Statistische Berichten*, 2000, 85, pp. 944-7, with José Luis Moraga.
- 1999 'Over Economisch Beleid en Micro-Economische Theorie'. In K. Vos en V. Timmerhuis (ed.) *Gedragwetenschappen in Context*. Den Haag: SDU-uitgevers, 1999, pp. 173-188.

- 1998 'Werkloosheid en Inkomensongelijkheid', 1998. *Economisch-Statistische Berichten* 83, pp. 761-2, with Henry Makansi and Rupert Morrison.
- 1993 'Economie en Sociologie'; in S. Brakman, H. Garretsen, S. Kuipers (eds.). *Met Jan Pen in Debat*, Amsterdam University Press, 1993, pp. 7-29.
'Eco Homo', *Intermediair*, July 1993.
- 1991 'Coördinatie en Gemeenschappelijke Kennis', in *Samenspel: Opstellen aangeboden aan Prof. dr. G.F. Pikkemaat*, Wolters-Noordhoff, 1991, pp.41-53.
'De relatie tussen Micro- en Macro-economie', *Economenblad*, 27 februari 1991.
- 1986 'Enkele Aspecten van een Reductie van Macro- tot Micro-economie' in *Reductionisme en Holisme in de Economische Wetenschap*, Studium Generale R.U.G. 1986.

OTHER SCIENTIFIC ACTIVITIES

❖ Organisation of Conferences and International Seminar Series

- Organisation of Conference 'Thirty Years after the Market for Lemons'. Tinbergen Institute, (June 1999).
- Organisation of the conference *Individual Rationality and Social Norms*, Tinbergen Institute Rotterdam, (June, 1993).
- Organisation of the conference *The Emergence and Persistence of Institutions II* (with Claude Ménard), (December, 1992), Louvain-la-Neuve.
- Organisation of the conference *The Emergence and Persistence of Institutions* (with Claude Ménard and Michel de Vroey), (June, 1991), Louvain-la-Neuve (Belgium).
- 'The Frictionless Economy', Tinbergen Institute, (June 2001).
- Co-Organizer of seminar series *Unfinished Manuscripts*, (Spring 2004).
- Co-Organizer of *Reading group on Auctions*, (Spring 2004).
- Co-Organizer of *Information, Search Costs, and Competition* (Rotterdam, June 2007)
- Co-Organizer of *Austrian Economic Association* Conference (Vienna, May 2010)
- Organizer of Workshop on *Incentives and Social Effects in Organizations and Markets* (Rotterdam, March 2011)
- Co-Organizer of Workshop on *The Evolution and Consequences of Social Preferences* (Vienna, September 2011)
- Co-Organizer of *IV Conference on Economics of Advertising* (Moscow, June 2011)
- Scientific Program Committee Member EARIE 2011
- Organizer of *III Conference on Economics of Search and Switching Cost* (Moscow, June 2012)
- Organizer of *IV Conference on Economics of Search and Switching Cost* (Moscow, May 2013)
- Co-Organizer of *VII Conference on Economics of Advertising* (Vienna, June 2014)
- Organizer Workshop *The Evolution of Social Norms and Conventions* (Vienna, August/September 2015)
- Organizer Workshop *Auction Design* (Vienna, August 2016)

- Organizer of *VIII Conference on Economics of Search and Switching Cost* (Vienna, May 2017)
- Co-Organizer of *IX Conference on Economics of Search and Switching Cost* (Pompeu Fabra, Barcelona, June 2018)
- Co-Organizer of *X Conference on Economics of Search and Switching Cost* (UCLA, Los Angeles, June 2019)
- Co-Organizer of online *Consumer Search Seminars 2020-2022* (with Simon Anderson (Virginia) and Jose-Luis Moraga (Amsterdam))
- Co-Organizer of *XI Conference on Economics of Search and Switching Cost* (NYU Stern, New York, September 2022)
- Co-Organizer of *XII Conference on Economics of Search and Switching Cost* (Tinbergen Institute, Rotterdam, June 2023)
- Co-Organizer of *XIII Conference on Economics of Search and Switching Cost* (Özyeğin University, Istanbul, June 2024)
- Co-Organizer of *XIV Conference on Economics of Search and Switching Cost* (CUHK and HKU, Hong Kong, June 2025)

❖ Principal Supervisor of PhD. Research (promoter)

- Vladimir Karamychev, *Dynamic Adverse Selection Models*, (graduated 2002: first job Erasmus University)
- Peter Marks, *Association between Games* (graduated 2002: first job Erasmus University)
- Ewa Mendys, *Essays in Network Externalities* (graduated 2003: first job in consultancy)
- Peran van Reeve, *Competition in Transportation Sectors* (graduated 2003: first job Erasmus University)
- Emrah Aydinonat, *Invisible Hand Mechanisms* (graduated 2004: first job University of Ankara, now at University of Helsinki)
- Rob van der Noll, *Essays on Internet and Information Economics* (graduated 2006: first job RBB Economics, now at the Dutch Competition Authority)
- Stefano Fico, *Imperfect Information Processing in Economics* (graduated 2007: first job Europe Economics)
- Matthijs Wildenbeest, *Consumer Search and Oligopolistic Pricing* (graduated 2007: first job University of Indiana)
- Marielle Non, *Essays on Consumer Search and Interlocking Directorates* (graduated 2008: first job University of Groningen)
- Riemer Faber, *Prices and Price Setting* (April 2010: first job CPB Netherlands Bureau for Economic Policy Analysis, now at CRA)
- Alexei Parakhonyak, *Essays on Consumer Search, Dynamic Competition and Regulation* (June 2010: first job Higher School of Economics, now at University of Oxford)
- Ferdinand Rauch, *Firms in Competitive Markets* (September 2010: first job London School of Economics, now at University of Oxford)
- Andrei Dubovik, *Economic Dances for Two (and Three)* (December 2010: first job CPB Netherlands Bureau for Economic Policy Analysis)
- Nick Vikander, *Essays on Teams and the Social side of Consumption* (March 2011: first job University of Edinburgh, now at University of Copenhagen)

- Bart Voogt, Essays on Consumer Search and Dynamic Committees (June 2012: first job Consultancy)
- Martin Obradovits. Essays on Industrial Organization (June 2014: first job University of Frankfurt, now at University of Innsbruck)
- Julian Kolm, Essays on Banking and Bargaining (September 2014: first job, Wirtschaftsuniversität Wien)
- Jun Honda, Essays on Consumer Search and the Bandwagon Effect (June 2015: first job University of Frankfurt, now at University of Innsbruck)
- Bernhard Kasberger, Essays on Auction Design (June 2018, first job at University of Oxford, now at University of Konstanz)
- Anton Sobolev, Essays on Consumer Search (September 2018, first job at University of Mannheim)
- Atabek Atayev, Essays on Consumer Search (July 2020, first job at ZEW Mannheim)
- Edona Reshidi, Essays on Vertical Markets with Consumer Search (July 2020, first job at Bank of Canada, now at the IMF)
- Sabayasachi Das, Essays on Price/Quality Competition (July 2020, first job at Sberbank Vienna, now at BAWAG Group)
- Boris Knapp, Essays on Information Provision and Consumer Protection (June 2023, first job at Corvinus University Budapest)
- Radostina Shopova, Essays on Imperfect Competition (October 2023, first job at Bulgarian Academy of Sciences)
- Current Student: Sebastian Ertner.

❖ Referee for

American Economic Journal: Microeconomics, American Economic Review, The B.E. Journal of Economic Analysis & Policy, Brain and Behavioral Sciences, Bulletin of Economic Research, Canadian Journal of Economics, Dialogue, Econometrica, Economic Inquiry, Economic Journal, Economics Letters, Economics and Philosophy, Economic Theory, European Journal of Operations Research, European Journal of Political Economy, European Economic Review, European Review of Agricultural Economics, Games and Economic Behavior, History of Political Economy, International Journal of Industrial Organisation, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economic Methodology, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of Econometrics, Journal of Institutional and Theoretical Economics, Journal of the European Economic Association, Journal of Media Economics, Journal of Political Economy, Management Science, Manchester School, Philosophy of Science, Quarterly Journal of Economics, Rand Journal of Economics, Recherches Economiques de Louvain, Review of Economic Studies, Routledge, Theoretical Economics.

❖ Jury Member for PhD theses at

- European University Institute (Florence), University of Helsinki, University of East Anglia, University of Amsterdam, Erasmus University Rotterdam, Free University of Amsterdam, University of Groningen. University of Tilburg.

❖ Member Editorial Board

- *Journal of Economic Behavior and Organization* (2002 - 2007).
- *Journal of Economic Methodology* (1993 - 2007), Book Review Editor (1995 - 1997).
- Guest editor *Journal of Economic Behavior and Organization*, Special Issue on The Emergence and Stability of Institutions, October 1995.

❖ Scientific Program Committee Member EARIE 2012 – 2018.

❖ Founding member Erasmus Competition and Regulation Institute (ECRI, (2002).

❖ Tinbergen Institute Research Fellow (1992 – 2011).

TEACHING EXPERIENCE

My principal teaching experience is in Microeconomics, Industrial Organization and Game Theory. I have taught these subjects at different levels and at different places.

IN VIENNA

2009	Social Norms and Conventions (PhD course)
2009	Auctions and Market Structure (PhD course)
2008 – 11, 2015	Game Theory (MSc course, Fall 2008-11)
2008, 2011	Information Issues in Markets (PhD course)
2008 – 12, 2017-24	Theory of Industrial Organization (MSc course)
2013, 2021 - 2023	Industrial Organization (BSc course, Spring 2013)
2013 – 14	Applied Microeconomic Theory (MSc course)
2015 – 18	Game Theory and Decision Theory (BSc. course)
2016	Consumer Search (PhD course)
2018 – 2023	Methodology of Economics (BSc. course)
2020 - 2024	Modeling in Economics (Interdisciplinary MSc. Course with Prof. Tarja Knuuttila)

IN ROTTERDAM

2007	Competition Policy, BSc course
2004 – 2007	Industrial Organization, MSc course.
2004 – 2005	Auctions and Market Structures, MSc course.
2002 – 2007	Game Theory. Graduate Course, Tinbergen Institute.
1994, 1999 – 2010	Microeconomic Theory. Graduate Course, Tinbergen Institute.
2002 – 2004	Industrial Organization (in PhD program in Law and Economics), Rotterdam.
2000	Games, Strategy and Markets, Seminar in Economics.
2000	Managerial Economics, Rotterdam School of Management.
1998 – 2000	Strategy and Game Theory, MBA course, Rotterdam School of Management.
1997 – 1999	Foundations of Game Theory, Erasmus Institute of Philosophy and Economics.
1995 – 1997	Theory of Industrial Organization. Tinbergen Institute, Rotterdam.
1993 – 1999	Game Theory, Seminar in Economics.
1991 – 2003	Intermediate Microeconomics.
1990 – 1992	Advanced Courses in Economic Methodology, Department of Philosophy.

ELSEWHERE

2016	Mini Course on Consumer Search, University of Cambridge (UK)
2011 – 2013	MSc course Recent Developments in Economics of Information, HSE Moscow.
2011 – 2014	PhD course on Scientific Writing, Presenting and Research, HSE Moscow.
2001	Information, Institutions and adverse selection, Sorbonne (Paris).
2001	Adverse Selection: Recent developments, Netherlands Network of Quantitative Economics (PhD Program).
1999	Central European University, Budapest (Hungary)
1998	Coordination problems, Netherlands Network of Quantitative Economics (PhD Program).
1994 – 2005	Game Theory, Higher School of Economics, Moscow.
Fall 1993	Microeconomic Principles, Duke University, USA.
February 1994	Intermediate Microeconomics, Higher School of Economics, Moscow.
1992	Guest Lectures on Game Theory, Econometric Institute, Groningen.

