

Ansökan om forskningsmedel

Datum
2026-01-30

Observera att ansökan och bilagor endast ska skickas elektroniskt till konkurrensverket@kkv.se.

1 Sökande (huvudansvarig för projektet)

| | |
|--|-------------------------------|
| Namn * | Malin Arve |
| Universitet/högskola eller motsvarande | Institution eller motsvarande |
| Centre for Applied Research at NHH (SNF) | |
| Postadress | Postnr och ortsnamn |
| Helleveien 30 | 5045 Bergen |
| Telefonnummer | E-post |
| | |

* Huvudansvarig för projektet är ansvarig för att uppgifterna som lämnas i ansökningsblanketten är korrekta.

2 Anslagsförvaltare

| | |
|--|---------------------|
| Universitet/högskola eller motsvarande | Institution |
| Centre for Applied Research at NHH (SNF) | |
| Postadress | Postnr och ortsnamn |
| Helleveien 30 | 5045 Bergen |
| Telefonnummer | |
| +47 55959500 | |

3 Projektbeskrivning

| | |
|---|---|
| Projekttitel | |
| Bargaining Over Portfolios: Must-Stock Products, Outside Options, and Competition Policy | |
| Projektets relevans för Konkurrensverket (högst 240 tecken) | |
| Provide new and relevant information about market behavior allowing competition authorities to assess the effects to vertical practices. | |
| Projektet avses starta/startade, datum | Projektet beräknas vara slutfört, datum |
| 2026-10 | 2027-10 |
| Sammanfattning på svenska av projektets syfte, betydelse och genomförande (högst 1 000 tecken). | |
| The project aims to develop a theoretical framework for business-to-business negotiations when suppliers and retailers bargain over portfolios of products that combine must-stock items with products facing credible outside options. Its goal is to understand how multi-product negotiations shape wholesale pricing, bargaining power, tying and bundling incentives, and contract design. The project is important because most existing bargaining models abstract from portfolio negotiations, despite their prevalence in real markets. It is highly relevant for competition policy, as authorities frequently assess vertical practices involving must-stock arguments and portfolio effects, illustrated by cases involving Coca-Cola, PepsiCo, and pay-TV markets. The project will employ standard Nash bargaining frameworks and allow for downstream competition to analyze these issues. | |

Bifoga även en utförligare projektbeskrivning (svenska eller engelska, ca 10 A4-sidor) som bilaga till denna ansökan.

4 Kostnadsredovisning

Observera att den högsta tillåtna arbetstiden för disputerad forskare, docent och professor är 75 procent av heltid. För doktorand, forskningsassistent eller liknande är den högsta tillåtna arbetstiden 85 procent av heltid.

| Projektår 1 | | | | | |
|--|-----------------|--------------------|--------------------------------------|-------------------------------|------------------------------------|
| Personalnamn och akademisk titel (bifoga CV) | | Månadslön (brutto) | Anställningstid i projektet, månader | Arbetstid i procent av heltid | Lönekostnad inkl. sociala avgifter |
| Namn | Akademisk titel | | | | |
| | Professor | 109 385 | 3 | 13 % | 64 762 |
| | Professor | 109 385 | 3 | 13 % | 64 762 |
| | Professor | 109 385 | 3 | 13 % | 64 762 |
| | | | | | |
| | | | | | |
| | | | | | |
| Summa lönekostnader inkl. sociala avgifter | | | | | 194 286 |
| Summa övriga kostnader (hämtas från tabell 4a) | | | | | |
| Summa förvaltningskostnader inklusive lokalhyra | | | | | 135 714 |
| Total kostnad inklusive sociala avgifter och förvaltningsavgifter | | | | | 330 000 |

| Projektår 2 | | | | | |
|--|-----------------|--------------------|--------------------------------------|-------------------------------|------------------------------------|
| Personalnamn och akademisk titel (bifoga CV) | | Månadslön (brutto) | Anställningstid i projektet, månader | Arbetstid i procent av heltid | Lönekostnad inkl. sociala avgifter |
| Namn | Akademisk titel | | | | |
| | Professor | 114 854 | 10 | 2 % | 29 441 |
| | Professor | 114 854 | 10 | 2 % | 29 441 |
| | Professor | 114 854 | 10 | 2 % | 29 441 |
| | Professor | 114 854 | 10 | 5 % | 94 210 |
| | | | | | |
| | | | | | |
| Summa lönekostnader inkl. sociala avgifter | | | | | 182 533 |
| Summa övriga kostnader (hämtas från tabell 4a) | | | | | 60 000 |
| Summa förvaltningskostnader inklusive lokalhyra | | | | | 127 467 |
| Total kostnad inklusive sociala avgifter och förvaltningsavgifter | | | | | 370 000 |

| Projektår 3 | | | | | |
|--|-----------------|--------------------|--------------------------------------|-------------------------------|------------------------------------|
| Personalnamn och akademisk titel (bifoga CV) | | Månadslön (brutto) | Anställningstid i projektet, månader | Arbetstid i procent av heltid | Lönekostnad inkl. sociala avgifter |
| Namn | Akademisk titel | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| Summa lönekostnader inkl. sociala avgifter | | | | | |
| Summa övriga kostnader (hämtas från tabell 4a) | | | | | |
| Summa förvaltningskostnader inklusive lokalhyra | | | | | |
| Total kostnad inklusive sociala avgifter och förvaltningsavgifter | | | | | |

4a Redovisning övriga kostnader

Maxbelopp för övriga kostnader per år är 25 000 kronor. Ifall detta belopp överskrider ska detta motiveras särskilt i ansökan.

| | År 1 | År 2 | År 3 |
|-------------------------|------|--------|------|
| Material och utrustning | | | |
| Resor | | 60 000 | |
| Andra kostnader | | | |
| Summa | | | |

5 Kostnadssammanfattning (anges i kronor) för nu sökt anslag

| |
|---------------------------------|
| Total projektkostnad 700 000 |
|---------------------------------|

| Därav söks från | | Tidigare erhållna anslag från | |
|-----------------------------|----------------------------|-------------------------------|------------------------|
| Konkurrensverket 700 000 | Annan anslagsgivare * 0 | Konkurrensverket | Annan anslagsgivare ** |

| | | |
|-------------------------|-------------------------|-----------------|
| * Anslagsgivarens namn | Ansökan inlämnad, datum | Sökt belopp |
| ** Anslagsgivarens namn | Ansökan beviljad, datum | Beviljat belopp |

6 Övriga projekt som samtidigt kommer att ledas av huvudansvarig

| |
|--------------|
| Projekttitel |
|--------------|

OBS! Namn och institution på personer som beviljas forskningsbidrag kommer att publiceras på Konkurrensverkets webbplats. Om en ansökan om forskningsbidrag skickas in till Konkurrensverket innebär det ett medgivande till att dina personuppgifter registreras och behandlas av Konkurrensverket samt att uppgifter om namn och institution för beviljade bidrag publiceras på webbplatsen.

Bargaining Over Portfolios: Must-Stock Products, Outside Options, and Competition Policy

1. Relevance of the project

In supplier–retailer relationships, wholesale prices are typically determined through business-to-business negotiations. A standard analytical approach models these negotiations as Nash bargaining, where outcomes depend on negotiation skills, patience, the ability to withstand delay, and on the availability of outside options for retailers.

A key limitation of much of the existing bargaining literature is that it abstracts from the multi-product nature of supplier–retailer relationships (as in the classical articles by Katz, 1987, and O’Brien, 2014). However, large suppliers typically bargain over portfolios that combine products which retailers regard as indispensable (“must-stock” items) with others for which credible outside options exist, such as private labels or alternative brands. Well-known examples include suppliers such as the Coca-Cola Company or Procter & Gamble, whose portfolios mix iconic brands with a broad range of more contestable products.

This portfolio structure is central for understanding competitive effects in vertical relationships. When negotiations span multiple products with different degrees of substitutability, the trading relationship remains mutually valuable even if the retailer has a strong outside option for some products. As a result, outside options, bargaining power, and contractual design interact in ways that are not captured by single-product models.

The purpose of the project is to analyze how multi-product negotiations shape market outcomes and competitive concerns when suppliers sell both must-stock products and products for which retailers have viable outside options. We aim to study the implications of such negotiations for incentives to engage in tying or bundling strategies, the scope for price discrimination between must-stock and non–must-stock products, and the design of socially and privately efficient contract structures (e.g., the degree of detail in price–quantity specifications).

The project is directly relevant for, and focuses on, competition policy. Competition authorities routinely assess vertical practices in industries where negotiations are portfolio-based and where must-stock arguments play a central role. A recurring policy question is whether portfolio negotiations discipline supplier market power or whether strategies such as tying and whether

bundling reinforce that power by weakening retailers' effective outside options. The project seeks to clarify when multi-product negotiations mitigate competitive concerns and when they amplify them.

A well-known illustration is the European Commission's case against the Coca-Cola Company (TCCC) in 2004. In announcing the settlement, the Commission stated that Coca-Cola would no longer require customers who wished to buy only its best-selling brands (e.g., Coca-Cola regular or Fanta Orange) to also purchase other Coca-Cola products (such as Sprite or Vanilla Coke), nor condition rebates on commitments to buy the broader portfolio or reserve shelf space for the full group of products. A parallel concern arises in the US pay-TV market: Cablevision's 2014 complaint against Viacom alleged that access to highly valued channels was tied to the carriage of less popular ones (Inderst et al., 2025).

From January to April 2024, Carrefour—one of Europe's largest grocery retailers—temporarily removed several (but not all) PepsiCo products from its shelves in response to a dispute over proposed wholesale price increases. Notably, some brands (such as Cheetos and 7Up) were delisted, while more “must-stock” items like Pepsi remained available (Maloney and Schechner, 2024). A similar portfolio dynamic emerged in spring 2025, when negotiations between the Coca-Cola Company and ICA, Sweden's largest grocery retailer, broke down after Coca-Cola sought higher wholesale prices. ICA refused and responded by not stocking the company's full range, while stressing that removing Coca-Cola entirely was not feasible; instead, it framed a substantial reduction as a first step to increase pressure: “It's a way to put pressure on their policy of raising prices.” (Heimersson, 2025).

By developing a theoretical framework that explicitly accounts for multi-product negotiations with heterogeneous outside options, the project aims to contribute to a more precise understanding of vertical restraints, tying, and buyer power in competition policy.

2. Project description and methodology

Most of the literature on vertical contracting and channel coordination studies single-product suppliers negotiating with one or more retailers. While this literature has yielded important insights into the role of outside options and bargaining power, it offers limited guidance for environments where negotiations concern product portfolios. A notable exception is Inderst et

al. (2025), who analyze a two-product supplier offering take-it-or-leave-it contracts and show that tying can arise as a profitable strategy in the presence of retailer outside options.

The proposed project builds on this literature by focusing on negotiated outcomes in multi-product settings. This allows for the analysis of new questions concerning how bargaining power is transmitted across products, how wholesale prices are structured within a product portfolio, under what conditions tying or bundling strategies are credible and stable, and whether such strategies raise competition policy concerns.

Methodologically, the project will employ standard bargaining frameworks commonly used in industrial organization, including Nash bargaining and allow for downstream competition (as in Fors et al., 2025), thereby capturing key strategic interactions relevant for competition policy analysis.

3. Project participants

Project owner:

- SNF (Center for applied research at NHH)
Helleveien 30
5045 Bergen
Norway

Project administrator:

- Magne Angelshaug (Magne.Angelshaug@snf.no)

Project manager:

- Malin Arve (Malin.Arve@nhh.no)

Project participants:

- Professor **Malin Arve** (NHH), PhD from the Toulouse School of Economics in 2011. Arve's areas of expertise are contract theory and industrial organization. She has published in e.g., American Economic Review, Review of Economic Studies, Journal of Public Economics, and Scandinavian Journal of Economics.
- Professor **Øystein Fors** (NHH), Dr.oecon from NHH in 2003. Fors' areas of expertise are industrial organization and competition policy. He has published in e.g., Management Science, RAND Journal of Economics, Economic Journal and International Economic Review.

- Professor **Hans Jarle Kind** (NHH), Dr.oecon from NHH in 1999. Kind's areas of expertise are industrial organization, R&D and international economics. He has published in e.g. Economic Journal, RAND Journal of Economics, Marketing Science, and Journal of Public Economics.
- Professor **Greg Shaffer** (University of Rochester), PhD from Princeton University in 1989. Shaffer's main research area is industrial organization, marketing, and antitrust economics. He has published in e.g., American Economic Review, Journal of Political Economy, Management Science, Economic Journal, RAND Journal of Economics and Marketing Science.

4. Output

We will develop a theoretical framework that will form the basis for one academic paper. We will present the paper and its results at international conferences and, if feasible, also at the Swedish Competition Authority's Pros and Cons conference. We aim to circulate the study as a working paper during the project period to ensure early visibility, and to submit it to a leading peer-reviewed journal toward the end of the project period.

5. Project period and budget

The project will start in October 2026 and end in October 2027.

We estimate research costs (including social costs and overhead) to be SEK 330 000 in 2026 and 370 000 in 2027. Note that travel costs are high to allow for at least one trip for Greg Schaffer from Rochester University (USA) to Scandinavia (to Bergen to work on the project and, if teaching permits, to Stockholm to attend the Pros and Cons conference). Further details for the cost distribution are provided in the application form.

In total, we thus apply for SEK 700 000.

References

Katz, M. L. 1987. "Welfare effects of third-degree price discrimination in intermediate good markets," *American Economic Review*, 77(1), 154-167.

European Commission (2004), "Commission Close to Settle Antitrust Probe into Coca-Cola Practices in Europe", Press release, IP/04/1247, 19nd October 2004. ec.europa.eu/commission/presscorner/detail/en/ip_04_1247

Foros, Ø., H.J. Kind and G. Shaffer (2025), "Nash-in-Nash Bargaining with Price-Setting Firms: Contracts, Profits, and the Role of Slotting Fees", Discussion Paper NHH, <https://openaccess.nhh.no/nhh-xmlui/bitstream/handle/11250/3213076/DP%2017.pdf?sequence=1&isAllowed=y>, Revise and resubmit *Management Science*.

Heimersson, A. (2025), "Coca-Cola och Ica i Prisbråk" [Coca-Cola and ICA in a price dispute], *Expressen*. February 4, 2025, [Coca-cola och Ica i prisbråk](#)

Inderst, R., F. Griem and G. Shaffer (2025), "Bundling and Line Extensions in Distribution Channels," *Management Science*, 71(7): 6184-6203.

Maloney, J. and S. Schechner (2024), "PepsiCo and Carrefour End Food Fight, Returning Snacks and Drinks to Shelves", *Wall Street Journal*, April 23, 2024, [PepsiCo and Carrefour End Food Fight, Returning Snacks and Drinks to Shelves - WSJ](#)

O'Brien, D. 2014, "The Welfare Effects of Third-Degree Price Discrimination in Intermediate Good Markets: The case of Bargaining", *RAND Journal of Economics*, Vol. 45 (2014), pp. 92-115.

Curriculum vitae – Malin Arve

Role in the project Project manager Project participant

PERSONAL INFORMATION

| | | | |
|---------------------------|---|------|--------|
| Family name, First name: | Arve, Malin | | |
| Date of birth: | 13.08.1982 | Sex: | Female |
| Nationality: | Swedish | | |
| URL for personal website: | https://www.nhh.no/en/employees/faculty/malin-arve/ | | |

EDUCATION

| | |
|-----------|--|
| 2011 | PhD in Economics: “Dynamic Issues in Procurement and Contract Theory”; Toulouse School of Economics, France; Dissertation date: 15.11.2011 |
| 2004-2007 | Magistère d’Economiste-Statisticien, University of Toulouse, France |
| 2005-2007 | Master, Mathematical Economics and Econometrics, Toulouse School of Economics, France |
| 2002-2005 | Licence d’Econometrie (2004) and DEUG Mathématiques Appliquées et Sciences Sociales (2002-2004), University of Toulouse 1, France |

POSITIONS

Current Position

| | |
|-------|---|
| 2023- | Professor, Dept. Business and Management Science, NHH, Norway |
|-------|---|

Previous positions held

| | |
|-----------|---|
| 2021-2025 | Vice Rector for Research, NHH, Norway |
| 2020-2021 | Vice Rector for Academic Affairs, NHH, Norway |
| 2018-2023 | Associate Professor, Dept. Business and Management Science, NHH, Norway |
| 2015-2017 | Assistant Professor, Dept. Business and Management Science, NHH |
| 2011-2015 | Postdoctoral Researcher, Dept. of Economics, University of Mannheim, Germany |
| 2010-2011 | Junior Lecturer, University of Toulouse 1 Sciences Sociales, France |
| 2007-2010 | PhD candidate, Toulouse School of Economics, France |
| 2007 | Economic Research Analyst, Reserve Bank of New Zealand, Wellington, New Zealand |
| 2006 | Intern, Eurostat, the European Commission, Luxembourg |
| 2005 | Intern, Directorate for Cooperation and Development, OECD, Paris, France |

FELLOWSHIPS, AWARDS AND PRIZES

| | |
|-------|---|
| 2017 | Ingvar Wedervang Young Researcher Award, awarded every 5th year to a NHH researcher below the age of 40 for their contribution in terms of top-level research |
| 2017- | Affiliated member, CESifo, Munich, Germany |
| 2015- | Invited Professor, Paris Center for Law and Economics, University Paris 2, France |

MOBILITY

| | |
|------|---|
| 2019 | Temporary researcher, Life risk research center, Doshisha University, Japan |
| 2017 | Visiting researcher, CESifo, Munich, Germany |
| 2009 | Visiting researcher, Hausdorff Research Institute for Mathematics, Univ. of Bonn, Germany |

PROJECT MANAGEMENT EXPERIENCE

| | |
|-----------|--|
| 2025 | <i>Exclusive vs. Non-Exclusive Media Content</i> , project leader, 700 000 NOK, Norwegian Competition Authority |
| 2021-2024 | <i>ENGAGE.EU R&I</i> , local project leader, 2.1 million EUR, Science with and for Society in Horizon 2020 |
| 2021-2024 | <i>ENGAGE.EU</i> European University Alliance, local project leader (2021), local work package leader (2021-), 7.8 million EUR, Erasmus+ |
| 2021-2021 | <i>CHALLENGE: Meeting the Challenge to Change the Culture</i> , principal investigator, 1 200 000 NOK, Norwegian Research Council |
| 2020-2023 | <i>Media competition and media policy</i> , project participant, 9 860 000 NOK, NFR KULMEDIA |
| 2019-2020 | <i>Between predation and bid rigging: Competition issues in procurement markets</i> , principal investigator, 1 400 000 NOK, Norwegian Competition Authority |
| 2018-2020 | <i>Who are innovators?</i> , principal investigator, 60 000 NOK, Edgar J. Johannessens fond |

SUPERVISION OF GRADUATE STUDENTS AND RESEARCH FELLOWS

| | | | |
|-------|-----|----------|--|
| 2018- | 2 | PhD | Dept. Business and Management Science, NHH, Norway |
| 2015- | 50+ | Master's | Dept. Business and Management Science, NHH, Norway |

TEACHING ACTIVITIES

| | |
|------------|--|
| 2023-2026 | Course responsible – Modules on microeconomics, NHHE EMBA |
| 2019-2020 | Course responsible - Innkjøpsledelse (Master), NHH |
| 2017-2019 | Lecturer - R&D and Intellectual Property (Master), NHH |
| 2015-2019 | Course responsible - Economics of Public Procurement, NNHE/Høgskolen i Molde, Norway |
| 2015- 2018 | Course responsible - Auctions and Procurement (Master), NHH |
| 2013-2014 | Course responsible - Contract Theory (Bachelor), University of Mannheim, Germany |
| 2013-2014 | Course responsible - Seminar on Topics in Contract Theory (Bachelor), Univ. of Mannheim, Germany |
| 2012 | Course responsible - Seminar on Public-Private Partnerships (Bachelor), Univ. of Mannheim, Germany |
| 2009 | Course responsible - Macroeconomics (Magistère d'Économiste-Statisticien), Univ. of Toulouse, France |
| 2007-2010 | Teaching assistant - Microeconomics (Bachelor), Univ. of Toulouse, France |

ORGANISATION OF MEETINGS

| | |
|------------|---|
| 2022 | Organiser, Workshop on From Bid Rigging to Zero Pricing, NHH ~15 participants |
| 2022 | Organiser, Contracts and Organisations, NHH, ~25 participants |
| 2021 | Organiser, EARIE 2021, ~350 participants |
| 2019 | Organiser, 2 nd meeting of the Nordic Initiative for Corporate Economics; 30 participants |
| 2018 | Organiser, Taxation and Regulation in the Digital Economy, NHH; 30-40 participants |
| 2016-2018 | Organiser, Center for Business Economics (CBE) weekly seminar, NHH; ~15 participants |
| 2016-2019 | Organiser, Workshop on Corruption; ~15-20 participants |
| 2014 | Organiser, Mannheim Law and Economics Forum, monthly seminar; ~15 participants |
| 2013 | Organiser, Workshop on Procurement and Contracts, Bad Homburg; 20 participants |
| 2012, 2014 | Organiser, SFB Transregio-15 "Governance and the Efficiency of Economic Systems" meeting, Mannheim, Germany; 55 participants in 2012 and 59 in 2014 |

| | |
|-----------|---|
| 2011 | Organiser, Toulouse School of Economics Student Conference; ~60 participants |
| 2007-2009 | Student organiser, PhD Workshop on THEoretical and applied Studies on Incentives (THESIS), Toulouse School of Economics, France; 10-15 participants |

INSTITUTIONAL RESPONSIBILITIES

| | |
|-----------|---|
| 2025 | Member of PhD evaluation committee for Samielle Drake, Umeå University, Sweden, and for Juan Ivars, Sciences Po, France |
| 2023 | Member of PhD programme evaluation committee, NTNU, Norway |
| 2023 | Member of PhD evaluation committee for Thomas McKay, BI, Norway |
| 2021- | Program manager for the PhD programme at NHH |
| 2018-2021 | Head of Center for Business Economics (CBE) |
| 2019 | Member of PhD evaluation committee for Katarina Erikson, Linnaeus University, Sweden |
| 2019 | Head of PhD evaluation committee for Mai Nguyen-Ones, NHH, Norway |
| 2018-2020 | Coordinator of the Master profile "Business Analysis and Performance Management" at NHH, approx. 500 students |
| 2017 | PhD committee for Arne Rogde Gramstad, Dept. of Economics, Univ. of Oslo |
| 2016-2019 | Hiring committees: Malmö University, 2024; UiT The Arctic University of Norway, 2017; NHH, 2016, 2017 and 2019. |

COMMISSIONS OF TRUST

| | |
|-----------|--|
| 2025-2026 | Member of Scientific Committee European Meetings of the Econometric Society |
| 2022- | Associate Editor Journal of Public Procurement |
| 2018- | Member of editorial board, Journal of Industry, Competition and Trade |
| 2011- | Referee: Econometrica, Economic Journal, Economic Letters, International Journal of Industrial Organization, Journal of Economics, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Mathematical Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Public Procurement, RAND Journal of Economics, Review of Economics Studies, Scandinavian Journal of Economics, ... |
| 2016- | Scientific evaluation: National Science Foundation (US), Swedish Competition Authority |

Other commissions of trust - in business, organisations or public life

| | |
|------------------|---|
| 2025- | Board member, Hanken School of Economics, Finland |
| 2015-2017, 2025- | Board member, NHH Norwegian School of Economics |
| 2024-2025 | Member, Regelrådet (Norwegian Better Regulation Council) |
| 2024-2025 | Member, expert committee for the revision of the law on defence and security procurement, Ministry of Defence, Norway |
| 2023- | Board member, University Toulouse Capitole, France |
| 2022-2024 | Member, national expert committee for the revision of public procurement law (Anskaffelsesutvalget) |
| 2022-2025 | Member, Fagutvalget, Econa, Norway |
| 2021-2024 | Head of the board, Stiftelsen SNF, Norway |
| 2019- | Board Member, SNF AS, Norway |
| 2018-2021 | Board member, Stiftelsen SNF, Norway |
| 2017- | Member of Rådet för forskningsfrågor, Swedish Competition Authority |
| 2017- | Board member, Anskaffelsesakademiet (chairwoman 2019-2021) |
| 2009-2011 | Board member of the Gremaq (TSE) "Conseil du Laboratoire" |

Track record

PEER-REVIEWED PUBLICATIONS

- I. Partnerships and Mergers when Size Matters (with Øystein Foros and Hans Jarle Kind, NHH), accepted, **Review of Industrial Organization**.
- II. Auctioning Long-Term Projects under Financial Constraints (with David Martimort, Toulouse School of Economics), **Review of Economic Studies**, 2025, 92(5), 2793-827.
- III. Guarantees of Origin and the Electricity Market (with Mette Bjørndal, Endre Bjørndal, Mario Blazquez de Paz and Isabel Hovdahl, all NHH), **Scandinavian Journal of Economics**, 2025.
- IV. The value of screening tools in cartel cases (with Armando J.G. Pires, Ronny Gjendemsjø, Ignacio Herrera Anchustegui and Frode Skjeret), **European Competition Journal**, 2024, 1, 211-230.
- V. Committee Preferences and Information (with Claudine Desrieux, University Paris 2), **Journal of Industry, Trade and Competition**, 23, 243-260.
- VI. Optimal Procurement and Investment in New Technologies under Uncertainty (with Gijsbert Zwart, University of Groningen), **Journal of Economic Dynamics and Control**, 2023, 147, 104605.
- VII. *Who drops out of entrepreneurship? An experiment during the Covid-19 lockdown* (with Claudine Desrieux and Romain Espinosa), **Managerial and Decision Economics**, 2023, 44(2), 698-715.
- VIII. *Level-k Models Rationalize Overspending in Contests* (with Marco Serena), **Games**, 2022, 13(3), 45.
- IX. *Bidding Competition on the Norwegian market for road maintenance* (with Armando J.G. Pires and Frode Skjeret), **Journal of Transport Economics and Policy**, 2022, 56(4), 464-487.
- X. *Wasteful Procedures?* (with Takakazu Honryo), **Journal of Economics and Business**, 2022, 122, 106068.
- XI. *Access-price structure and entrants' build-or-buy incentives in mobile markets* (with Øystein Foros and Hans Jarle Kind), **Journal of Regulatory Economics**, 2022, 61, 67-87.
- XII. *The Role of Budget Constraints in Sequential Elimination Tournaments* (with Olga Chiappinelli, DIW Berlin), **Scandinavian Journal of Economics**, 2021, 123(4), 1059-1087.
- XIII. *Dynamic Procurement under Uncertainty: Optimal Design and Implications for Incomplete Contracts* (with David Martimort, EHESS-PSE), **American Economic Review**, 2016, 106(11), 3238-3274.
- XIV. *Long-Term Contracts, Irreversibility & Uncertainty*, **Journal of Public Economic Theory**, 2016, 18, 764-785.
- XV. *Procurement and Predation: Dynamic Sourcing from Financially Constrained Suppliers*, **Journal of Public Economics**, 2014, 120, 157-168.

SCANDINAVIAN PEER-REVIEWED PUBLICATIONS

- I. *Markedseffekt av miljøkrav i offentlige anskaffelser* (with Mads Greker), in Public Procurement Pathways: Sustainability Edition, **Cappelen Damm Forskning**, 2025.
- II. *Sätt betyg på leverantörerna! Ökad effektivitet med ratingsystem i offentlig upphandling* (with Sofia Lundberg, Mats A Bergman and Lars Henriksson), **SNS Analys**, 2024.
- III. *Offentlig upphandling – i gränlandet mellan ekonomi och juridik* (with Sofia Lundberg, Mats A Bergman and Lars Henriksson), **SNS Konjunkturrådets rapport 2022**.
- IV. *Plattformsökonomi og finans*, **Magma**, 2019, 8, 80-86.

WORKING PAPERS AND WORK IN PROGRESS

- *Environmental Concerns and Competition in Public Procurement* (Claudine Desrieux, University Paris 2)
- *Delegation in Teams* (Takakazu Honryo, Doshisha University)
- *Management and Organizational Behavior under Asymmetric Information* (with Takakazu Honryo, Doshisha University)
- *Underrepresentation, Quotas and Stigma: A dynamic argument for reform* (with Justin Valasek, NHH)
- *Business-to-Business Negotiations with Outside Options* (with Øystein Foros, NHH, Hans Jarle Kind, NHH, and Greg Schaffer, University of Rochester)
- *Channel Coordination on Exclusive vs. Non-Exclusive Content under Endogenous Consumer Homing* (with Ole Kristian Dyskeland and Øystein Foros, NHH)

INVITED SEMINAR PRESENTATIONS

- 2025: Norwegian Defence Research Establishment (Oslo)
- 2024: BECCLE, Umeå University
- 2023: NHH, Oslo Metropolitan University, University of Barcelona
- 2022: SNS (Stockholm), University of Uppsala, NHH
- 2021: Fagseminar Kåånomics (Stavanger)
- 2020: Frischsenteret (Oslo), University of Naples (postponed), LEMMA/University Paris 2 (postponed)
- 2019: ESSEC/University Paris – Cergy Pontoise, University of Liverpool, Contract Theory Workshop Japan, Doshisha University
- 2018: Frankfurt School of Finance & Management, BI, University Paris 2, University Carlos III Madrid
- 2017: University of Oslo, Humboldt Universität zu Berlin, Max Planck Institute (Munich)
- 2016: HEC Montréal, University of Konstanz, Ecole Polytechnique/CREST, Umeå University, Statens väg- och transportforskningsinstitut (VTI, Stockholm)

INTERNATIONAL PEER-REVIEWED CONFERENCE PRESENTATIONS

- 2025: Berkeley-Padova-Paris Workshop in Organizational Economics, Workshop on the Economics of Public Procurement, BECCLE, Nordic Public Policy Symposium
- 2023: Nordic IO meeting
- 2020: FIBE
- 2019: Auctions, competition, regulation & public policy; 19th Annual Conference of the Society for the Advancement of Economic Theory, Nordic IO meeting, FIBE
- 2018: CESifo Area Conference in Applied Microeconomics; Auctions, competition, regulation & public policy; Markets & Policy Douro Meeting
- 2017: APET, EEA-ESEM, 2nd meeting of the French Association for Law & Economics
- 2016: EEA-ESEM, EARIE, Nordic IO Meeting, International Meeting in Law & Economics

OUTREACH ACTIVITIES AND POPULAR WRITING

- 2024: "Grønne offentlige anskaffelser fra et økonomisk perspektiv" (invited speaker, Anbud365-konferansen), "Er grønne offentlige anskaffelser et hinder for god konkurranse?" (seminar at The Norwegian Agency for Public and Financial Management (DFØ)), "Spillet før anbudet" (presentation and panel discussion, Bergen Chamber of Commerce)
- 2022: "Inför ett betygssystem för offentliga upphandlingar" (DN Debatt), "Megaprojekt, et akademisk perspektiv" (invited speaker, Entreprisedagen i Vest), #PolyPod om offentlige anskaffelser (podcast)
- 2021: Kåånomics panel discussion "En velferdsprofitørs bekjennelser", "Mirakelmiddelet offentlige innkjøp" (DN)
- 2020: "Hvordan kunne nobelprisen i økonomi gå til noe så sært som auksjonsteori?" (BT)
- 2019: Speaker at Vårkonferansen, NHH; "Gode innkjøp – eller bare billigere telefoni?", Dagens Næringsliv (DN), BECCLE seminar at the University of Bergen «Om hvorfor og hvordan man kan stimulere til lokal deltagelse i anskaffelsesprosesser», DN; "Permanent pengebruk på tynt grunnlag", DN, "Elbuss-satsing kan koste oss fremtidens løsninger", DN, "La små bedrifter få konkurrere på like vilkår", Bergens Tidende (BT)
- 2018: Invited speaker at Equinor's Procurement Strategy Workshop; Seminar on "Kostnadsutvikling: Kostnader, usikkerhet, indekser og insentiver", Skyss; Invited speaker at Innkjøpsforum (Yearly conference for procurement in the university and university college sector); NHH Jentekveld and Åpen dag (NHH outreach events to high school students)
- 2017: Invited speaker at Anskaffelsesdagen (Yearly event organized by the private sector, Bergen); "Sjøppelbransjen rett på dunken", DN; "Mot jordskjelv i fransk politikk", BT; "Høy pris for lojalitet", DN

CURRICULUM VITAE

ØYSTEIN FOROS

Department of Business and Management Science
NHH Norwegian School of Economics

Mobile: +47 917 50 707

E-mail: oystein.foros@nhh.no

Homepage: <https://www.nhh.no/en/employees/faculty/oystein-foros/>

EDUCATION

- 2003: Dr. oecon. (PhD), NHH
 - 1996: MSc Economics (Høyere avdeling), NHH
 - 1993: Master of Business and Economics (Siviløkonom), Norwegian School of Management (BI)
-

CURRENT POSITION

- Professor, Department of Business and Management Science, NHH Norwegian School of Economics, June 2008–
-

PREVIOUS POSITIONS

- 2004–2008: Associate Professor, Department of Economics, Norwegian School of Economics and Business Administration (NHH)
 - 2004: Postdoctoral Fellow, Department of Accounting, Auditing and Law, Norwegian School of Economics and Business Administration (NHH)
 - 2000–2003: PhD, Department of Economics, Norwegian School of Economics and Business Administration (NHH)
 - 2002–2004: Senior Research Scientist, Telenor R&D, Oslo, Norway (20% position)
 - 1996–2002: Research Scientist, Telenor R&D, Oslo, Norway
 - 1998–2000: Research Advisor, Centre for Applied Research at NHH (SNF) (20% position)
 - 1994–1996: Research Scholar, Department of Economics, NHH (50% position)
-

VISITING RESEARCHER

- Fall 2003: WZB, Berlin
- Spring 2006: University of York, Department of Economics
- October 2007: Manchester Business School

MAIN FIELDS OF STUDY

Industrial Organization; Business Economics; Competition Policy

REFEREE ACTIVITY

Rand Journal of Economics; Economic Journal; Quarterly Journal of Economics; Management Science; Journal of Political Economy; International Economic Review; International Journal of Industrial Organization; American Economic Journal: Microeconomics; Journal of the European Economic Association; Journal of Industrial Economics; Economics Letters; Scandinavian Journal of Economics; Journal of Economics and Management Strategy; Journal of Regulatory Economics; Marketing Science; Review of Industrial Organization; Regional Science and Urban Economics; Information Economics and Policy; European Journal of Operational Research; Economics Bulletin; Telecommunications Policy; International Journal of the Economics of Business; Swedish Economic Policy Review; Japanese Economic Review; Samfunnsøkonomen

AWARDS

- Telenor Research and Innovation Prize (2007): NOK 250,000 (with Bjørn Hansen)
 - Best Article, Samfunnsøkonomen (2014): with Erling J. Hjelmeng and Hans Jarle Kind
-

PUBLICATIONS

Refereed Articles in English

1. "Stricter margin squeeze regulation to achieve non-discrimination in digital markets". Co-authors: Arne Rogde Gramstad and Bjørn Hansen, *Information Economics and Policy*, forthcoming.
2. "Decentralized versus Centralized Competitive Pricing when Size Matters". Co-authors: Malin Arve and Hans Jarle Kind, *Review of Industrial Organization*, forthcoming
3. "Size-based wholesale price discrimination with ex-ante investments into alternative sourcing". Co-authors: Charlotte B. Evensen, Atle Haugen, and Hans Jarle Kind, *Journal of Industrial Economics*, 2025, 73(3), 480-497.
4. "The influence of media attention on retail price competition". Co-authors: Derek Clark and Hans J. Kind, *Economics Bulletin*, 2025, 45(1), 177-187
5. "Endogenous multihoming and network effects: PlayStation, Xbox, or both?". Co-authors: Hans J. Kind and Frank Stähler, *Management Science*, 2024
6. "The choice of pricing format: Firms may choose uniform pricing over personalized pricing to induce rivals to soften competition". Co-authors: Hans Jarle Kind and Mai Nguyen-Ones. *Information Economics and Policy*, 2024, 66, 101079
7. "Multihoming and market expansion: Effects on media platforms' pricing and content creation incentives". Co-authors: Ole K. Dyskeland. *Economic Letters*, 2023, 232, 111327.

8. "Co-operative investment by downstream rivals: Network sharing in telecom markets". Co-authors: Bjørn Hansen and Thibaud Verge. *Journal of Regulatory Economics*, 2023, 64, 34–47.
9. "The Norwegian Telenor case-a 'mobile' test for abuse?". Co-author: Erling J. Hjelmeng, *European Competition Law Review*, 2022(8).
10. "Access price structure and entrant build-or-buy incentives in mobile markets". Co-authors: Malin Arve and Hans Jarle Kind, *Journal of Regulatory Economics*, 2022, 61, 67-87.
11. "Coordinate to obfuscate? The role of prior announcements of recommended prices". Co-author: Mai Nguyen-Ones, *Economics Letters*, 2021, 198.
12. "The Effects of a Day-off from Retail Price Competition: Evidence on Consumer Behavior and Firm Performance in Gasoline Retailing", Co-authors: Mai Nguyen-Ones and Frode Steen, *International Journal of the Economics of Business*, 2021, 28(1), 49–87.
13. "The importance of consumer multi-homing (joint purchases) for market performance: mergers and entry in media markets", Co-authors: Simon P. Anderson and Hans J. Kind. *Journal of Economics and Management Strategy*, 2019, 28, 125-137.
14. "Tax-free digital news?", Co-authors: Hans Jarle Kind and Timothy Wyndham, *International Journal of Industrial Organization*, 2019, 66, 119-136.
15. 'Competition for advertisers and for viewers in media markets' Co-authors: Simon P. Anderson and Hans J. Kind. *The Economic Journal*. 128(1), 2018, 34–54.
16. "Apple's Agency Model and the Role of Most-Favored-Nation Clauses", Co-authors: Hans Jarle Kind and Greg Shaffer, *RAND Journal of Economics*, 48(3), 2017, 673-703.
17. "Competition, product quality, and multi-purchasing", Co-authors: Simon P. Anderson and Hans J. Kind, *International Economic Review*, 58(1), 2017, 183-210.
18. "Raising rivals' costs or improving efficiency? An exploratory study of managers' views on backward integration in the grocery market", Co-authors: Hanna Skjervheim Bernes, Isabel Marie Flo, and Hans Jarle Kind. *Journal of Revenue and Pricing Management*. 2019, 18(1), 65-75.
19. "Merger policy and regulation in media industries", Ch. 6, (with Hans Jarle Kind and Lars Sørsgard). In *Handbook of Media Economics*, Simon P. Anderson, David Strömberg and Joel Waldfogel (Eds.), 2015, North Holland.
20. "Empirical evidence on the relationship between mobile termination rates and firms' profit". Co-authors: Kjetil Andersson and Bjørn Hansen, *Scandinavian Journal of Economics*, 118(1), 2016, 129- 149.
21. "On the choice of royalty rule to cover fixed costs in input joint ventures". Co-authors: Kenneth Fjell and Hans Jarle Kind, *International Journal of the Economics of Business*, 22(3), 2015, 393-406.
22. 'Vertical Control and Price Cycles in Gasoline Retailing', Co-author: Frode Steen, *Scandinavian Journal of Economics*, 115(3), 2013, 640-661.
23. 'Ad Pricing by Multi-Channel Platforms: How to Make Viewers and Advertisers Prefer the Same Channel?', Co-authors: Hans J. Kind and Guttorm Schjelderup, *Journal of Media Economics*, 25(3), 2012, 133-146.
24. 'Media market concentration, advertising levels, and ad prices', Co-authors: Simon P. Anderson, Hans J. Kind and Martin Peitz, *International Journal of Industrial Organization*, 30(3), 2012, 321-325.
25. "Mergers and Partial Ownership", co-authors: Hans Jarle Kind and Greg Shaffer, *European Economic Review*, 55(7), 2011, 916-926.
26. "Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption", Co-authors: Hans J. Kind and Greg Shaffer, *International Journal of Industrial Organization*, 29(2), 2011, 179-186.
27. "Foreclosure in contests", Co-authors: D.J. Clark and J.Y Sand, *Public Choice*, 148(1-2), 2011,

215-232.

28. "Customer ignorance, price cap regulation, and rent-seeking in mobile roaming", Co-authors: Terje Ambjørnsen and Ole C. Wasenden, *Information Economics and Policy*, 23(1), 2011, 27-36.
 29. "Endogenous Average Cost Based Access Pricing". Co-authors: Kenneth Fjell and Debashis Pal, *Review of Industrial Organization*, 36(2), 2010, 149-162.
 30. "Price-dependent profits sharing as a channel coordination device", Co-authors: Kåre P. Hagen and Hans J. Kind, *Management Science*, 55(8), 2009, 1280-1291.
 31. "Text and voice: Complements, substitutes or both?", Co-authors: Kjetil Andersson and Frode Steen, *Industrial and Corporate Change*, 18(6), 2009, 1231-1247.
 32. "Entry may increase network providers' profit". Co-authors: Hans Jarle Kind and Jan Yngve Sand, *Telecommunications Policy*, 33(9), 2009, 486-494.
 33. "Slotting Allowances and Manufacturers' Retail Sales Effort" Co-authors: H.J. Kind and J.Y. Sand, *Southern Economic Journal*, 76(1), 2009, 266-282
 34. "Domestic regulation and international trade", Co-authors: Hans Jarle Kind and Lars Sørsgard, *Journal of Industry, Competition and Trade*, 9(1), 2009, 1-16.
 35. "Do slotting allowances harm retail competition?", Co-author: H.J. Kind, *Scandinavian Journal of Economics*, 110(2), 2008, 367-384.
 36. "Access regulation and strategic transfer pricing". Co-author: Kenneth Fjell, *Management Accounting Research*, 19(1), 2008, 18-31.
 37. 'Managerial incentives and access price regulation'. Co-authors: Hans Jarle Kind and Lars Sørsgard, *European Journal of Law and Economics*, 23(2), 2007, 117-133.
 38. "Price Strategies and Compatibility in Digital Networks", *International Journal of the Economics of Business*, 14(1), 2007, 85-97.
 39. "Strategic Regulation Policy in the Internet". Co-authors: Hans Jarle Kind and Lars Sørsgard, *Journal of Regulatory Economics*, 30(1), 2006, 63-84.
 40. "Are Interactive TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects". Co-authors: Kjetil Andersson and Kenneth Fjell. *Review of Industrial Organization*, 25, 2004, 295-316.
 41. 'Do Internet Incumbents Choose Low Interconnection Quality'. Co-authors: Hans Jarle Kind and Jan Yngve Sand. *Information Economics and Policy*, 17(2), 2005, 149-164.
 42. 'Strategic Investments with Spillovers, Vertical Integration and Foreclosure in the Broadband Access Market.' *International Journal of Industrial Organization*, 22(1), 2004, 1-24.
 43. 'The Broadband Access Market: Competition, Uniform Pricing and Geographical Coverage.' Co-author: Hans Jarle Kind. *Journal of Regulatory Economics*, 23(3), 2003, 215-235.
 44. 'Demand-side Spillovers and Semi-Collusion in the Mobile Communications Market". Co-authors: Bjørn Hansen and Jan Yngve Sand, *Journal of Industry, Competition and Trade*, 2(3), 2002, 259-278.
 45. 'Access Pricing, Quality Degradation, and Foreclosure in the Internet.' Co-authors: Hans Jarle Kind and Lars Sørsgard. *Journal of Regulatory Economics* 22 (1), 2002, 59-83.
 46. "Competition and Compatibility among Internet Service Providers". Co-author: Bjørn Hansen, *Information Economics and Policy*, 2001, 13(4), 411-425.
 47. "Connecting customers and disconnecting competitors - The facility-based firms' strategy towards virtual operators". Co-author: Bjørn Hansen. *Journal of Network Industries*, 2, 2001, 207-230
 48. "Damaging Network Subscription". Co-authors: Sissel Jensen and Jan Y. Sand. *Communications & Strategies*, 33, 1999, 37-58.
-

Other Publications in English

49. "When or where to buy under regular under saw-tooth gasoline price cycles", Co-authors: Mai Nguyen-Ones and Frode Steen. VOXEU.org. October 2018. <https://voxeu.org/article/when-or-where-buy-under-saw-tooth-gasoline-price-cycles>
 50. "Media platforms chasing 'exclusive eyeballs'", Co-authors: S.P. Anderson and H.J. Kind, 15 August 2018, VOXEU.org. <https://voxeu.org/article/valuing-exclusive-eyeballs>
 51. "The media market and the battle for increasingly rare exclusive eyeballs". Co-authors: Simon P. Anderson and Hans J. Kind. LSE Business Review, March 6th, 2018
 52. "Does Apple's agency model raise eBook prices?" (with Hans Jarle Kind and Greg Shaffer), VOXEU.org., 15. November, 2013.
 53. "The interplay between competition and cooperation: Market players' incentives to create seamless networks", Co-author: Bjørn Hansen (Telenor), *Teletronikk*, 104(2), 2008, 124-132.
 54. "The SMS Bandwagon in Norway: What made the market?", Co-authors: Kjetil Andersson and Frode Steen, Andersson. In J. Müller and B. Preissl (Eds.), *Governance of Communication Networks*, (Springer), 2006.
 55. "Norwegian radio broadcasting: From monopoly to competitive homogeneity?", Co-authors: H.J. Kind and H. Østbye. In L. Sørgard (ed), *Competition and welfare: The Norwegian Experience*, The Norwegian Competition Authorities, 2006.
 56. "Competition, Complementarity and Compatibility in the Internet", Doctorial dissertation (dr. oecon), NHH, January 2003.
 57. 'National and Global Regulation of the Market for Internet Connectivity.' Co-author: Hans Jarle Kind. In Thorsten Wichman (ed.): *Economics and the Internet: Proceedings from the Third Berlin Internet Economics Workshop*, Berlecon Research, 2001, 33-45.
 58. 'The Internet Market Structure: Implications for National and International Regulation.' Co-author: Hans Jarle Kind. *Teletronikk* 96 (2); 2000, 45-59.
 59. 'Interconnection and Competition Between Portals Offering Broadband Access.' Co-author: Bjørn Hansen. *Teletronikk* 96 (2); 2000, 26-37.
-

Refereed Articles in Norwegian

60. "Moms og media". Co-author: Hans J. Kind. *Samfunnsøkonomen*, nr. 1, 2026.
61. "Boken og havresekken". Co-author: Hans J. Kind. *Samfunnsøkonomen*, nr. 3, 2024.
62. "Dagligvaremarkedet: Hvordan påvirker forbrukerjournalistikk som VGs matbørs priskonkurransen?". Co-authors: Halvar Helgø and Thea Kilstad, *Magma*, August, 2022.
63. «Mer informasjon om rivalenes priser, mindre konkurranse». Co-authors: Richard Friberg, Hans J. Kind, Frode Steen, *Samfunnsøkonomen*, nr 5, 2022.
64. «Prissignalisering og forbudet mot konkurransebegrensende samarbeid, Co-author: Erling J. Hjelmeng. *Tidsskrift for forretningsjus*, 2021, 27(2), 183-210.
65. «Konkurranse om melkebøndene», Co-authors: Erling J. Hjelmeng og Hans J. Kind. *Samfunnsøkonomen*, September 2020.
66. "Størrelsesbasert prisdiskriminering i dagligvaremarkedet: Teori og terreng. Co-author: Hans J. Kind, *Samfunnsøkonomen*, November, 2019.
67. "Individuelle priser – et fangens dilemma for dagligvarekjedene?". Co-authors: H.J. Kind og F. Steen, 2017, *Magma*, 4, 2017.
68. «Fastpris på bøker», Co-authors: H.J. Kind and E.J. Hjelmeng, *Samfunnsøkonomen*, May 2014,
69. «Fastpris – med fokus på bokbransjen». Co-author: H.J. Kind. *Praktisk økonomi & finans*, 2012, 28(4), 67-76.

70. "Konkurransopolitikk i turbulente tider", *Magma*, 12(7), 2009.
 71. "Virker konkurranse-loven prisdrivende?" Co-author: E. Hjelmeng, *Økonomisk Forum*, Nr. 1, 2006.
 72. "Angrep er det beste forsvar? Svar til Mads Magnussen og Lars Sørgard, Konkurransetilsynet", Co-author: E. Hjelmeng, *Økonomisk Forum*, Nr. 4, 2006.
 73. 'Hva gjør teleselskapene i innholdsmarkedene?', Co-authors: Kjetil Andersson, Haakon F. Bratsberg, Bjørn Hansen, Ole C. Wasenden., *Norsk Medietidsskrift*, 11(2), 2004, 122-145.
 74. 'Konkurranse og regulering innen Internett.' Co-author: Hans Jarle Kind. *Norsk Økonomisk Tidsskrift*, 116 (2), 2002; 149-167.
 75. "Asymmetrisk regulering innen telekommunikasjon." Co-author: Jan Yngve Sand. *Norsk Økonomisk Tidsskrift*, 113, 1999; 137-156.
 76. "Telemarkedet: Nye regulatoriske utfordringer" (English title: The telecom market: New regulatory challenges"). Co-author: Jan Y. Sand. *Sosialøkonomen*; 1997
-

Other Publications in Norwegian

77. «Strategisk skreddersøm av produkter og priser», Co-authors: Hans Jarle Kind and Mai Nguyen-Ones, *Praktisk økonomi & finans*, 2019, 35(1).
 78. "Innkjøpspriser i dagligvaremarkedet", Co-author: Hans Jarle Kind, *Samfunnsøkonomen*, nr 4, 2018.
 79. "NRK disiplinere TV2 og TVNorges reklamelyst", Co-author: Hans Jarle Kind, *Samfunnsøkonomen*, 7, 2010
 80. 'Bredbånd – til alle?' (English title: Broadband – to everyone?) Co-authors: Lars Sørgard and Hans Jarle Kind. In Helge Godø (ed): *IKT etter dotcom-boblen*. Gyldendal Akademisk, 2003; 190- 210.
 81. 'Hvem vinner når tele og media møtes? Aksessleverandørenes strategiske utfordringer.' Co-authors: Hans Jarle Kind and Lars Sørgard. In: Svein Ulset (ed.): *Fra summetone til informasjonsportal*. SNF Årbok, 2001, 93- 113.
 82. 'IKT-næringen: Integrasjon, konkurranse eller vennskap?' (English title: 'The ICT industry (information and communications technology): Integration, Competition or Friendship?') Co-authors: Hans Jarle Kind and Lars Sørgard. *Magma*, 3(4); 2000, 19-30.
 83. 'Elektronisk Handel -tumbleplass for tiggutter?' Co-author: Bjørn Hansen. *Magma*, 3(1); 2000
 84. 'Naturlige grenser for teleselskaper?' Co-authors: Svein Ulset. *Magma*, 1(5); 1998.
-

WORKING PAPERS (Work in Progress)

- "Nash-in-Nash Bargaining with Price-Setting Firms: Contracts, Profits, and the Role of Slotting Fees". Co-authors: Hans Jarle Kind and Greg Shaffer. *Revise and resubmit Management Science*.
- "Mixing and Matching: endogenous multi-homing in ad-financed media competition". Co-authors: Simon P. Anderson and Hans J. Kind
- "Less is more in bilateral channel coordination? Linear wholesale pricing may outperform more complex contracts". Co-authors: Hans Jarle Kind and Greg Shaffer.
- "Channel Coordination on Exclusive vs. Non-Exclusive Content under Endogenous Consumer Homing". Co-authors : Malin Arve and Ole Kristian Dyskeland.
- "Multiproduct business-to-business negotiations". Co-authors: Malin Arve Hans Jarle Kind and Greg Shaffer

“Media attention and price competition: Evidence from Norwegian grocery retailing”. Co-authors: Richard Friberg, Hans Jarle Kind, Greg Shaffer, Frode Steen
“Third-party price information and the battle to be cheapest”. Co-authors: Derek J. Clark and Hans Jarle Kind

CONFERENCES, SEMINARS, AND TALKS

47th Annual Meeting of the Norwegian Association of Economists, “Mixing and Matching: endogenous multi-homing in ad-financed media competition”, NHH Norwegian School Economics, November 24-25, 2025.

NORIO 14th, “Nash-in-Nash Bargaining with Price-Setting Firms: Contracts, Profits, and the Role of Slotting Fees”, NHH Norwegian School Economics, June 12-13, 2025.

Media Business 2024-2024 (Kampanje), “Debatt: Medieselskapene flykter fra børsen – er stiftelser redningen for norske mediehus?”, Oslo, October 30, 2024.

NORIO 13th, “Competition for heterogenous advertisers: Endogenous multihoming on both side of the market”, Helsinki Graduate School of Economics, June 11-12, 2024.

Arendalsuka. “Er det medienes ansvar å fortelle om svenske priser?», 15. august, 2023

NORIO XII, “Media attention and price competition: Evidence from Norwegian grocery retailing”, Stockholm School of Economics, June 12-13, 2023.

«Momsfritak versus direkte støtteordninger», seminar NHH SNF BAHR, Oslo, March 16, 2023

Arendalsuka, seminar Reitan Retail. «Konkurransopolitikk i norsk dagligvare - A tale of lost opportunities?», (with Erling Hjelmeng og Hans Jarle Kind), Arendal, 18 August, 2022.

BAHR/Rema 1000, «Konkurransopolitikk i norsk dagligvare - A tale of lost opportunities?», (with Erling Hjelmeng og Hans Jarle Kind), Oslo, 31 May, 2022.

«Fusjoner og konkurranse i digitale markeder», seminar NHH SNF BAHR, Oslo, May 23, 2022

Nærings- og fiskeridepartementet, «Teori og terreng i dagligvaremarkedet», Seminar om konkurransen i dagligvaremarkedet, Oslo, May 10, 2022

Beccle, «Størrelsesbasert prisdiskriminering – et problem?» Seminar om prisregulering dagligvarer, Bergen, May 6, 2022.

Konkurranseskjennemnda, «Konkurransetilsynets vedtak i DNBs oppkjøp av Sbanken: Rettslige og økonomiske vurderinger», for BAHR/DNB, (with Erling Hjelmeng og Hans Jarle Kind, February 9, 2022.

Webinar on competition in Norwegian markets, Riksrevisjonen, October 26, 2021.

NHH FOOD, Oslo. «Gjør VGs matbørs maten billigere?», September 16, 2021.

Det årlige konkurranserettskurset, Juristenes utdanningscenter. «Dom i saken mot Telenor om misbruk av dominerende stilling», September 16, Oslo.

Webinar on increased regulatory risk for Orkla in its core Norwegian market, Kepler Cheuvreux, “Size-based price discrimination in the Norwegian grocery market”, January 27, 2021.

Meeting of the Norwegian Association for Economists, «Incremental pricing when size matters”, January 7-8, 2021, University of Bergen

Konkurransetilsynet, “Access Competition and co-operation in mobile telecom markets”, October 28, 2020, webinar.

Telenor, Oslo. «Incremental pricing when size matters”, October 19, 2020.

Nærings- og fiskeridepartementet. «Dagligvareleverandørenes prisdiskriminering», May 8, 2020, webinar.

Den digitaliserte økonomien, Seminarserie: Perspektivmeldingen 2020. “Hva om Google lå bak betalingsmur?”, December 12, 2019, Finansdepartementet, NHH, og Konkurransetilsynet

Workshop on the Economics of Fixed Book Price Systems, “Industrywide laws vs. vertical agreements: The effects of different institutional setups”, Justus-Liebig Univeritat, Giessen, November 14-15, 2019.

Nærings- og fiskeridepartementet, Oslo. «Størrelsesbasert prisdiskriminering i dagligvaremarkedet: Årsaker og virkninger», Oslo, September 24, 2019.

Nærings- og fiskeridepartementet, Oslo. «Seminar om prisdiskriminering i dagligvaremarkedet», August 29, 2019

ITS 2019, “Access price structure and entrants’ build or buy incentives in mobile markets”, Helsinki, June 16-18, 2019.

NORIO XI, “Personalized pricing disables rivals to soften competition”, Stockholm School of Economics, June 10-11, 2019

Kommunal- og moderniseringsdepartementet. «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse», June 6, 2019.

NHO Service og Handel, Oslo, “Innkjøpspriser og konkurranse i dagligvaremarkedet”, May 10, 2019.

Fagseminar ved NHH, CBE, Oslo, “788 millioner i gebyr til Telenor for å ha bremsset utbyggingen av et tredje mobilnett”, May 8, 2019.

NHH CFO Forum, Oslo. “Er algoritmene de nye frimurerne, som møtes i hemmelige rom?”, May 7, 2019.

NHH FIBE. «Does exogenous asymmetry in size among retailers induce input price discrimination?», January 3, 2019.

Konkurransetilsynet, Bergen. «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse», December 12, 2018.

EFTA Surveillance Authority (ESA). The market for residential broadband. Remarks to Nkom’s draft decision, November 21, 2017.

Beccle, Bergen, Seminar “Fastprisavtalen for bøker”. October 23, 2018.

EFTA Surveillance Authority (ESA). The market for residential broadband: Market definition and assessment of significant market power, October 8, 2017.

Arendalsuka 2018. Debatt: Dagligvaremarkedet - høyest priser og dårligst utvalg. Må det være sånn?, NHO Service og Handel, August 16, 2018.

Nkom, Lillesand. «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse», June 7, 2018.

Nærings- og fiskeridepartementet, Oslo. «Asymmetriske innkjøpspriser dagligvaremarkedet», May 23, 2018

Civita/Rema1000, Oslo. «Asymmetriske innkjøpspriser dagligvaremarkedet», May 9, 2018

Telenor, seminar, Oslo, “Nettnøytralitet og mediemangfold”, December 15, 2017.

Lunsmøte med Sigve Brekke, CEO Telenor, NHH, October 3, 2017. «Kan vi lære av Telenors Columbi-egg (1. gen. app store) for å unngå destruktiv priskonkurranse?»

Seminar Center for Business Economics, NHH. Paper presented “Competition when big data allow for personalized pricing and product customization”, September 25, 2017.

Workshop on “Competition and Bargaining in Vertical Chains”, 19th–20th June 2017, DICE Düsseldorf. Paper presented: “Upstream partnership among competitors when size matters”

Nettnøytralitetsforum, Nkom, Oslo, June 9, 2017. “Nettnøytralitet og mediemangfold”

NHH FOOD 2017, Oslo. “Personlig prising – et fangens dilemma?”, March 22, 2017.

Forskermøte 2017, Samfunnsøkonomene, Høyskolen i Oslo. Paper presented: “Price effects in two-sided media mergers”. January, 2017.

NHH Forum Norgesgruppen, October 2016. “When size matters”.

The Economics of Platforms Workshop, April 7-8, 2016, ESMT European School of Management and Technology GmbH. Paper presented: “Apple’s agency model and the role of RPM and MFN clauses”.

NHH seminar, Geilo, February 2016. Paper presented: Paper presented: «Picking a partner among competitors when size matters»

Nettnøytralitet og konkurranserett – rettslige, økonomiske og tekniske perspektiver, Workshop, Institutt for privatrett, UiO, January 12, 2016, “Net-neutrality – a few questions”

The Future of Books, Workshop, Toulouse School of Economics, 6th January 2016, “Does it matter who decide prices?”

Seminar Telenor, October 2015, Bergen, Paper presented: “Competition law and regulatory powers” (with Erling J. Hjelmeng)

NHH Telenor Workshop on telecommunication economics, October 2015, Bergen, Paper presented: «Congestion rather than competition?»

EARIE 2015, August 2015, Munich, Paper presented: «Picking a partner among competitors when size matters»

BECCLE seminar om dagligvaremarkedet, Oslo, May 2015, “Sliding doors: Ica+Coop”

1st annual BECCLE Competition Policy Conference, April 2015, Bergen. Paper presented: «Picking a partner among competitors when size matters»

Royal Economic Society Annual Conference 2015, April 2015, Manchester. Paper presented: «Picking a partner among competitors when size matters»

Telenor, March 2015, Paper presented: «Picking a partner among competitors when size matters» Den norske Forleggerforening, Oslo, March 2015, “Who should decide the price on books?”.

FIBE 2015, January 2015, Paper presented: «Picking a partner among competitors when size matters» Telenor, Oslo. January 2015. “Should Apple or MNOs decide retail prices?”

Telenor, Oslo. December 2014. «Jean Tirole: The science of understand and taming powerful firms»

NRKs rolle i det nye mediebildet, konferanse NHH/SNF, November 2014, «NRKs rolle: Mangfold i finansieringskilder gir mangfold i innhold?»

Markedsstruktur i mobilmarkedet, konferanse NHH/SNF, October 2014, «Regulering av terminering og tilgang»

BECCLE, October 2014. Paper presented: «Picking a partner among competitors when size matters»

Telenor, August 2014, Paper presented: “Apple’s agency model and the role of resale price maintenance”

NORIO, University of Oslo, June 2014, Paper presented: “Apple’s agency model and the role of resale price maintenance”

Oslo Economics, March 2014, Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

TV2, Litteraturhuset i Bergen, “Digitale innholdstjenester: Delegering av prisbeslutninger, January 2014.

FIBE 2014, January 2014, Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

“4th Workshop on the Economics of ICTs”, March 2013, Evora, Portugal. Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

BECCLE, September 2013, Bergen. Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

“EARIE 2013”, September 2013, Evora, Portugal. Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

“EARIE 2011”, September 2011, Stockholm, Sweden. Paper presented: “Hotelling competition with multi-purchasing”

“FIBE 2011”, January 2011, Bergen, Norway. Paper presented: “Hotelling competition with multi-purchasing”

Telenor (internal seminar), 7 December 2011, Paper presented: “Hotelling competition with multi-purchasing”

Hansa Borg Bryggerier, Bergen, 20th January , 2010, Kontroll over adgang til kundene og knapp hylleplass: Leverandører vs detaljister i det norske dagligvaremarkedet.

Telenor (internal seminar), 25 October 2009, ” Kampen om plass på mobilskjermen - paralleller fra dagligvarebransjen?”

Digital TV-distribusjon: Marked og regulering, NHH-Forbrukerrådet, Oslo, 23 November 2009, ”Regulatoriske utfordringer med åpne nett”

Telenor Forum, Workshop, NHH, 30 October 2009, Paper presented: “Comparing mergers and partial ownership arrangements”

The University of Bergen, Department of information science and media studies, Departmental seminar, 21 October, 2009, “Kampen om nettborgere”

Lehmkuhlkonferansen NHH, 25. september 2009, ”Næringslivsfinansiert forskning innen telekommunikasjon og media”.

Kulturdepartementet, 17 April, 2009, “Finansieringskilder og mediemangfold”

FIBE 2009, January 2009, Bergen, Norway. Paper presented: “Price-dependent profits sharing as a channel coordination device”

Verdikt-conference, NFR, Bergen. November 2008, Paper presented: “The interplay between competition and cooperation: Market players’ incentives to create seamless networks”

EARIE, Toulouse, September 2008. Paper presented: “Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption”.

“FIBE 2008”, 3-4 January 2008, Bergen, Norway. Paper presented: “Gasoline prices jump on Mondays: An outcome of aggressive competition?”

Telenor Research and Innovation Price Lecture, 29 November, 2007, Paper presented: “Price-dependent profits sharing as an escape from the Bertrand Paradox”.

EARIE, Valencia, September 2007. Paper presented: “Price-dependent profits sharing as an escape from the Bertrand Paradox”.

Telenor R&I, Oslo, 23 November 2006. Paper presented: “Price-dependent profits sharing as an escape from the Bertrand Paradox”.

EARIE, Amsterdam, September 2006. Paper presented: “Do slotting allowances harm retail competition?”.

The University of York, Department of Economics, Departmental seminar, 7 June, 2006, Paper presented: “Do slotting allowances harm retail competition?”

Norwegian Post and Telecommunication Authority, 16 May 2006. “Regulation of termination charges in the Norwegian mobile market”

The Norwegian Competition Authorities, 9 February 2006. “Virker konkurranseloven prisdrivende?”

“FIBE 2006”, 5-6 January 2006, Bergen, Norway. Paper presented: “Text and voice: Complements, substitutes or both?”.

“CoCombine conference”, University of Cambridge, Churchill College, 10-11 December 2005. Paper Presented: “Welfare effects of one-sided regulation when internationally traded complements are unregulated”.

“KIM, NFR” 24 November 2005, “The SMS Bandwagon in Norway: What made the market?”

“EARIE”, Porto, 1-4 September 2005. Paper presented: ‘Managerial incentives and access price regulation’

The Norwegian Competition Authorities, 30 August 2005. "Concentration in the Norwegian Mobile Market"

"Workshop on telecommunication regulation", Norwegian School of Economics and Business Administration, 18 August 2005. "Concentration in the Norwegian Mobile Market"

The University of Bergen, Department of Economics, Departmental Seminar, 20 January, 2005, "Slotting Allowances" (Hylleprising)

"FIBE 2005", 6-7 January 2005, Bergen, Norway. Paper presented: "The SMS Bandwagon in Norway: What made the market?"

Norwegian Post and Telecommunication Authority, 4. October 2004. Paper presented: "The SMS Bandwagon in Norway: What made the market?"

"4th ZEW Conference on the Economics of Information and Communication Technologies", 2-3 July, Mannheim, Germany. Paper presented: "Price Strategies and Compatibility in Digital Networks",

"Workshop on Accounting and Economics", 17-19 June 2004, Frankfurt, Germany. Paper presented: 'Managerial incentives and access price regulation'

Helsinki School of Economics, Departmental Seminar, 4 June, 2004, Helsinki, Finland. Paper presented: 'Managerial incentives and access price regulation'

Leangenkollenkonferansen 2004 (Saki), NFR, 2 June, 2004. Paper presented: "The SMS Bandwagon in Norway: What made the market?"

"FIBE 2004", 8-9 January 2004, Bergen, Norway. Paper presented: 'Managerial incentives and access pricing: The non-discrimination principle as a tool to make integrated firms aggressive?'

Norwegian School of Economics and Business Administration, Department of Economics, Departmental Seminar, 16 December 2003, Bergen, Paper presented: 'Managerial incentives and access pricing: The non-discrimination principle as a tool to make integrated firms aggressive?'

Telenor, 27 October, 2003, Oslo, Norway. Presentation: "The non-discrimination principle in the new regulatory framework"

"Nordic Workshop in Industrial Organization", 30-31 May, 2003, Copenhagen Business School, Denmark. Paper presented: "Price Strategies and Compatibility in Digital Networks"

"Workshop on Internet Economics", University of Copenhagen, Department of Economics, 25-26 April 2003, Copenhagen, Denmark. Presented: "Are TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects"

Telenor, 6 March 2003, Oslo, Norway. Presented: "Are TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects"

"The 25th National Research Conference for Economists", 7-8 January 2003, Bergen, Norway. Presented: "Price Competition and Interconnection Quality in the Market for Digital Network Services".

"FIBE, 2003", 9-10 January 2003, Bergen, Norway. Presented: 'Price Competition and Interconnection Quality in the Market for Digital Network Services'.

"EARIE", 5-8 September 2002, Madrid, Spain. Presented: 'Price Competition and Interconnection Quality in the Market for Digital Network Services'.

"FIBE, 2002", 8-9 January 2002, Bergen, Norway. Presented: "International Complementarities in the Internet: Should Local Access Prices be Regulated?"

The Norwegian University of Science and Technology (NTNU), Department of Economics. Departmental Seminar. Trondheim, Norway, 16 November 2001. Presented: "International Complementarities in the Internet: Should Local Access Prices be Regulated?"

"EARIE", 30 August - 2 September 2001, Dublin, Ireland. Presented: 'Strategic Investments with Spillovers, Vertical Integration and Foreclosure in the Broadband Access Market'.

“Nordic Workshop on ICT related Research”. Institute for Research and Business Administration, SNF, Bergen, 7-8 June 2001. Presented: ‘Strategic Investments with Spillovers, Vertical Integration and Foreclosure in the Broadband Access Market’.

“International Week”, 15 March 2001, NHH, Bergen. Presented: :”The Internet Market Structure: Implication for National and Global Regulation”.

“Computers at the Crossroads: Information Society and Beyond”. The Norwegian University of Science and Technology, Trondheim, 12-13 February 2001. Presented:”The Internet Market Structure: Implication for National and Global Regulation”.

“EARIE”, 7-10 September 2000, Lausanne. Presented: ‘Access Pricing, Quality Degradation, and Foreclosure in the Internet.’

Telenor, Oslo, Norway, 12 May, 2000, Presented: “Connecting customers and disconnecting competitors - The facility-based firms’ strategy towards virtual operators”

Telenor, Oslo, Norway, 4 February, 2000, Presented: ‘The Internet Market Structure: Implications for National and International Regulation.’

Norwegian Research Center for Computers and Law (UiO)/Telenor R&D, seminar, 30 November 1999, Oslo. Presented: “Competitive strategies for digital information services”.

“EARIE”, 5-7 September, 1999, Turin, Italy. Presented: “Competition and Compatibility among Internet Service Providers”.

Telenor R&D (Tirsdagskollokvium), 24 November, 1999, Kjeller. Presented: ”Pricing in the Internet”

“The 21th National Research Conference for Economists”, 4-5 January 1999, Oslo, Norway. Presented: “Competition and Compatibility among Internet Service Providers”.

Institute for Research and Business Administration, SNF, 28 January 1999, Bergen. Presented: “Competition and Compatibility among Internet Service Providers”.

Institute for Research and Business Administration, SNF, 30 October 1998, Bergen. Presented: “Pricing in the Internet”.

“The 4th Norwegian Conference in Telecommunications Economics”, SNF/Telenor, 12-13 March 1998, Oslo. Presented. “Damaging Network Subscription”.

“The 20th National Research Conference for Economists”, 5-6 January 1998, Molde, Norway. Presented: “Damaging Network Subscription”.

University of Tromsø, 10 June 1997, Tromsø, Norway, Presented: “Damaging Network Subscription”.

CONSULTANCY

Consultancy on the grocery market (“prisjeggersaken”). In cooperation with Hans Jarle Kind and Greg Shaffer. For SCHJØDT/REMA 1000, January 2026-

Consultancy in the truck cartel case. In cooperation with Kenneth Fjell. For Haavind/Posten, March-October, 2024.

Consultancy on the grocery market (“prisjeggersaken”). In cooperation with Hans Jarle Kind and Greg Shaffer. For BAH/REMA 1000, December 2020-May 2025.

Consultancy Den norske Forleggerforening, April-May 2023

Consultancy on the grocery market on input price discrimination. In cooperation with Erling Hjelmeng and Hans Jarle Kind. For BAH (Oda and REMA 1000), May 2022-November 2022.

Advisors on the following documents written by BAH:

«Forslag til midlertidig forskrift om usaklig prisdiskriminering i dagligvaremarkedet: Utredning av behovet for supplering av konkurranseloven og forslag til midlertidig forskrift med merknader»

«Dagligvareleverandørenes prisdiskriminering: En gjennomgang av den konkurransepolitiske diskusjon og Konkurransetilsynets praksis under dagens konkurranselov (2004–2022)»

Consultancy on the grocery market (input price discrimination) In cooperation with Hans Jarle Kind and Greg Shaffer. For BAHR/REMA 1000, 2018-2022.

Consultancy on the proposed merger DNB-Sbanken. In cooperation with Erling Hjelmeng and Hans Jarle Kind. For BAHR/DNB, November 2021-February 2022.

Consultancy on the merger Schibsted (Finn) and Nettbil. For Wiersholm/Schibsted, November 2021-February 2022.

Consultancy in the truck cartel case. In cooperation with Kenneth Fjell. For Haavind/Posten, February-October, 2022.

Consultancy on the book market. In cooperation with Frode Steen. For Arntzen de Besche/Bonnier Books, January-May, 2021.

Consultancy on the TV market. In cooperation with Hans Jarle Kind. For BAHR/Viasat, September, 2020

Konkurranse i meierimarkedet – bra for forbruker og bonde. Co-authors: Erling Hjelmeng og Hans Jarle Kind. Analysis for Q-Meieriene. November 2020.

Kommentarer i Landbruksdirektoratets rapport «Utredning om særskilt distribusjonstilskudd i prisutjevningsordningen for melk», Co-authors: Erling Hjelmeng og Hans Jarle Kind. Analysis for Q-Meieriene. June 2020.

Konkurranse i meierimarkedet: Hvordan gi bonden reelle alternativ for salg av melk?, Co-authors: Erling Hjelmeng og Hans Jarle Kind. Analysis for Q-Meieriene. May 2020.

Kommentarer til Oslo Economics' utredning for Norgesgruppen «Konsekvenser av et forbud mot prisdiskriminering i det norske dagligvaremarkedet, Co-author: Hans Jarle Kind. Analysis for BAHR/Rema1000. December, 2019.

Noen kommentarer til Bjørn Olav Johansen og Odd Rune Straume, «Effektene av diskriminerende innkjøpspriser i det norske grossistmarkedet for dagligvarer», skrevet på oppdrag fra Konkurransetilsynet, Co-author: Hans Jarle Kind. Analysis for BAHR/Rema1000. December, 2019.

Går vi mot duopol eller danske tilstander i det norske dagligvaremarkedet? Størrelsesbasert prisdiskriminering: Årsaker og konsekvenser. Co-author: Hans Jarle Kind. Analysis for BAHR/Rema1000. August 2019.

Tilleggsnotat til «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse». Co-author: Hans Jarle Kind. Analysis for Telenor. April 2019.

Asymmetriske innkjøpspriser i dagligvaremarkedet: En vurdering av konsekvensene av et forbud mot prisdiskriminering fra dominerende leverandør. Co-author: Hans Jarle Kind. Analysis for BAHR/Rema1000. July 2018.

Does exogenous asymmetry in size among retailers induce input price discrimination?. Co-authors: Hans Jarle Kind and Greg Shaffer. Analysis for BAHR/Rema1000. July 2018.

Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse. Co-author: Hans Jarle Kind. Analysis for Telenor. May 2018.

Consultancy on sector-specific regulation in the telecommunication market. In cooperation with Hans Jarle Kind, 2016-. For Telenor.

Consultancy for Den norske Forleggerforening, January 2018.

Konkurranseforholdene i meierisektoren. Co-authors: Erling J. Hjelmeng and Hans J. Kind. Analysis for Q-Meieriene, July 2017.

Consultancy for MEF Maskinentreprenørenes Forbund 2017.

Markedssvikt i nyhetsproduksjon: Er statsstøtte til en lineær reklamefinansiert allmennkringkaster et velegnet virkemiddel?, Co-author: Hans Jarle Kind, analysis for Discovery Networks. October 2016

Consultancy on the price effects in media mergers. In cooperation with Simon P. Anderson and Hans Jarle Kind, 2016, Prepared for Oslo Economics/Berlingste Tidene

Consultancy on the effects of TV 2's purchase of C More. In cooperation with Hans Jarle Kind, 2015, for TV 2. Prepared for TV2

Consultancy on the merger between TeliaSonera and Tele 2. In cooperation with Hans Jarle Kind, 2014. Prepared for Konkurransetilsynet.

“Kommentarer til rapporten «Utredning av forholdet mellom reguleringen av bokbransjen og EØS-konkurranseretten». Co-author: Hans Jarle Kind, analysis for Den norske Forleggerforening and Bokhandlerforeningen, December, 2014.

“Noen kommentarer til PTs prinsipper for marginskvisiteter i marked 15», analysis for Tele2, March 2014.

«Retail pricing, vertical control and competition in the Swedish gasoline market», Co-author: Frode Steen, prepared for The Swedish Competition Authority, November 2013.

«Fastpris på bøker: Bransjeomfattende eller frivillig?», Co-author: Hans Jarle Kind, March 2012, analysis for Den norske Forleggerforening.

Medlem medieeierskapsutvalget, Kulturdepartementet.

”3 eller 2.75 mobilnett i Norge? Co-author: Frode Steen, October 2011, analysis for Tele2/Network Norway.

”Noen kommentarer til samfunnsøkonomisk lønnsomhet av et tredje mobilnett i Norge”, Co-authors: Kenneth Fjell and Frode Steen, November 2010, analysis for Tele2/Network Norway.

”Tilgangsregulering i det norske mobilmarked: ikke-diskriminering og regnskapsmessig skille”, Co-authors: Kenneth Fjell and Frode Steen, November 2010, analysis for Tele2/Network Norway.

”Regulering av tilgang i det norske mobilmarked”, Co-author: Frode Steen, April 2010, analysis for Tele2/Network Norway.

”The Norwegian mobile market: How to achieve more facility-based competition”, Co-author: Frode Steen, November March 2010, analysis for Tele2/Network Norway.

”Kampen om nettborgere: Økonomisk analyse av Blink versus Netby”, Co-author: Kenneth Fjell and Frode Steen, February 2010, analysis for DB Medielab.

”Konkurrerende betalings-TV-tilbud til RiksTV i det digitale bakkenettet”, Co-author: Frode Steen, December 2008, analysis for BÅHR.

”Hvorfor og hvordan sikre utbyggingen av et tredje mobilnett i Norge?”, Co-author: Frode Steen, November 2008, analysis for Tele2/Network Norway

“Call termination regulation: One size fits all?”, October 2008, Co-author: Frode Steen, analysis for Tele2 Sverige AB

“Do first-mover advantages call for asymmetric regulation in the Norwegian mobile market?”, Co-author: Frode Steen, July 2008, analysis for Tele2 Norge/Network Norway.

“SMP-analysis of the Swedish market for call termination on mobile networks”, July 2007, Co-author: Frode Steen, analysis for Tele2 Sverige AB

“Regulation of call termination in the Norwegian mobile market” September 2005, Co-author: Frode Steen, analysis Tele2 Norge AS

“Identifying SMP-providers in the Swedish market for call termination on fixed networks”, June , analysis for Tele2 Sverige AB

- "Ikke-diskriminering - myndighetenes medisin til telemarkedet"* Co-authors: Kjetil Andersson, Haakon F. Bratsberg, Bjørn Hansen, Jan Yngve Sand, Ole Christian Wasenden. , Telenor R&D Report 25/03
- "Aktivitet i nabomarkeder – hva gjør teleselskapene i innholdsmarkedene?"*. Co-authors: Kjetil Andersson, Haakon F. Bratsberg , Bjørn Hansen, Ole Christian Wasenden. , Telenor R&D Report 23/02
- "Markedsanalyse av det norske telekommunikasjonsmarkedet"*. Co-authors: Kjetil Andersson, Bjørn Hansen, Synnøve Istad, Ole Christian Wasenden. , Telenor R&D Report 14/02
- "Survival of the fittest or the fastest? Dokumentasjon fra prosjektet 'Bredbånd – konkurransebetingelser og forretningsmessige muligheter ved alternative teknologivalg,"*. Co-authors: Kjetil Andersson, Kenneth Fjell, Tommy S. Gabrielsen, Kåre P. Hagen, Bjørn Hansen, Øystein Myrvold, Borgar T. Olsen, Robert Pettersen, Lars Sørgard, Steinar Vagstad , Telenor R&D N 14/01
- "Telenor – bare lave priser? Drøfting av Telenors rabattstruktur utfra et bedriftsøkonomisk og samfunnsøkonomisk perspektiv"*. Co-authors: Kenneth Fjell, Kåre P. Hagen, Lars Sørgard, SNF Report 23/99
- "Problemstillinger for videre forskning på prising av teletjenester"*. Co-authors: Kenneth Fjell, Tommy S. Gabrielsen, Kåre P. Hagen, Lars Sørgard, Steinar Vagstad. SNF Report 27/99
- "Competing ISPs' incentives to increase interconnection quality"*. Co-author: Bjørn Hansen. Telenor R&D Report 27/99
- "Competition between full-coverage operators and small entrants in the mobile market"*. Co-author: Terje Nord. Telenor R&D Report 25/99
- "Prisstrategier – Nye utfordringer i nettverksnæringer"*. Telenor R&D N 22/99
- "Internett: Digital tornado eller 2. generasjons tekst-tv? –Bruken av prissignaler en avgjørende faktor"*. Telenor R&D Report 26/98
- "Konkurranse og alternativer til Telenors tjenester i det lokale faste nettet"*. Co-author: Sissel Jensen. Telenor R&D N 27/97
- "Hvordan prise flaskehalsen? -sett fra et samfunnsøkonomisk perspektiv"*. Co-author: Sissel Jensen. Telenor R&D N 55/96
- "Ikke-lineær prising i mobiltelefonmarkedet"*. Telenor R&D Report 37/96
- "Ikke-lineær prissetting: teori og anvendelser i telekommunikasjon"*. Co-author: Sissel Jensen. Telenor R&D Report 34/96
- "Estimering av etterspørselsfunksjoner i hotellnæringen"*. Co-authors: Ivar Kolstad, Egil Matsen, Jarle Møen, Jan Y. Sand. SNF WP 10/95

OP-EDS

1. «Momsfritt "Ikke lov å le på hytta" neppe så farlig», DN 27. oktober, 2025 (with Hans Jarle Kind).
2. «Vy+Flytoget – kan Konkurransetilsynet gripe inn?», DN, 3. januar, 2025 (with Erling Hjelmeng)
3. «Dyrlegekartell i Bergen», BT, 1. august, 2024 (with Erling Hjelmeng)
4. «Konkurransetilsynets feilvurderinger», DN, 28. november, 2023 (with Erling Hjelmeng)
5. «Den nye bokloven fremmer engelsk pensum», DN, 8. mai, 2023.
6. «Kiwis «prislå» og andre matpriser?», DN, 4. februar, 2023 (with Erling Hjelmeng og Hans Jarle Kind).
7. «Klart for nytt prisbyks», DN, 26. januar, 2023 (with Frode Steen)
8. «Musks farlige Twitter-demokrati», DN, 5. januar, 2023 (with Kenneth Fjell og Frode Steen)
9. «Skatt på at det blåser?», DN, 29. September 2022 (with Hans Jarle Kind))

10. "Ikke bare juridisk uholdbart, men også en bortforklaring», DN, 19. mai, 2022. (with Erling Hjelmeng)
11. «Boikott av Høyesterett – Kartell eller politisk handling?», Advokatbladet, 23. februar, 2022 (with Erling J. Hjelmeng)
12. «Advokatboikott kan være lovbrudd», Dagens Næringsliv, 18. februar, 2022 (with Erling J. Hjelmeng)
13. «Oslos Segway-løsning for elsparkesykler», E24, 14. september, 2021 (with Erling J. Hjelmeng)
14. "Hvorfor er økologisk dyrt?», Nettavisen, 8. august, 2021.
15. «It's hope in a hanging snore» – men ikke i Superligaen, VG, 21. april, 2021, (with Erling J. Hjelmeng)
16. «Bokbase et kartell?», Dagens Næringsliv, 9. oktober, 2020 (with Erling J. Hjelmeng)
17. «Krig og fred i bokmarkedet», Dagens Næringsliv, 1. oktober, 2020 (with Erling J. Hjelmeng)
18. "Kan Fortnite lykkes bedre enn Dylan mot Apple?» Dagens Næringsliv, 24. august, 2020 (with Hans J. Kind)
19. «Distribusjonstilskuddet øker konkurransen, ikke forbrukerprisene», Nationen, 14. juli, 2020 (with Erling Hjelmeng og Hans J. Kind)
20. "Hva er alternativet til økt konkurranse i meierisektoren? Færre melkebønder", Nationen, 22. juni, 2020 (with Erling Hjelmeng og Hans J. Kind)
21. "Konkurranse i meierisektoren for å hindre ytterligere kvotereduksjoner", Nationen, 18. juni, 2020 (with Erling Hjelmeng og Hans J. Kind)
22. "Gi bonden reelle alternativer for salg av melk", Nationen, 26. mai, 2020 (with Erling Hjelmeng og Hans J. Kind)
23. «Konkurranse om melkebøndene», Nationen, 9. mai, 2020 (with Erling Hjelmeng og Hans J. Kind)
24. «En strategi for å hindre håndhevelse av konkurranseloven», Dagens Næringsliv, 1. april, 2020. (with Hans J. Kind)
25. «Tilsyn i tårnet?», Dagens Næringsliv, 19. mars, 2020. (with Hans J. Kind)
26. «Skremme med duopol i dagligvaremarkedet?», Dagens Næringsliv, 11. desember, 2019. (with Hans J. Kind)
27. «Største kunde får ikke nødvendigvis bedre pris», Dagens Næringsliv, 4. desember, 2019 (with Hans J. Kind)
28. «Det er ikke lenger så enkelt at du kan fylle tanken billig på bestemte dager», Dagens Næringsliv, 8. oktober 2019 (with Frode Steen)
29. «Vi kan få duopol i dagligvare – eller dansk-svenske tilstander» Dagens Næringsliv, 19. august, 2019 (with Hans J. Kind)
30. «Krohn Devold gjentar frekkis», Dagens Næringsliv, 3. juni, 2019.
31. «Ikke betal 100 kroner for mye når du fyller tanken», VG, 26.5.19 (with Mai Nguyen-Ones)
32. «En frekkis fra Krohn Devold», Dagens Næringsliv, 23.5.19
33. «Resett i lære hos Sophie Elise», Dagens Næringsliv, 6.5.19 (with Hans J. Kind)
34. «Sprekker Grandes ballong?», Klassekampen, 6.2.19 (with Hans J. Kind)
35. «Tvilsom Telenor-bot», Dagens Næringsliv, 23.06.18 (with Erling J. Hjelmeng and Hans J. Kind)
36. «De grønne bør juble for matkjedene», Dagens Næringsliv, 24.10.17 (with Hans J. Kind)
37. «Holder i trøyen», Dagens Næringsliv, 22.04.17 (with Erling J. Hjelmeng and Hans J. Kind)
38. «Vinn-vinn for kunder og Rema», Dagens Næringsliv, 11.01.17 (with Hans J. Kind)
39. «Flere bør lære av kulturministeren», Dagens Næringsliv, 16.08.16 (with Hans J. Kind)
40. «For mye smågodt?», Dagens Næringsliv, 23.03.16 (with Erling J. Hjelmeng)
41. «Den søte krigen», Bergens Tidende, 12.03.16 (with Erling J. Hjelmeng)
42. «Settes bensinprisene av filantroper?», Dagens Næringsliv, 21.08.15 (with Erling J. Hjelmeng and Frode Steen).

43. «Kan hindre kartellpris på bensin», Dagens Næringsliv, 14.08.15 (with Erling J. Hjelmeng and Frode Steen).
44. «BT-fiffen», Bergens Tidende, 21.05.15 (with Hans J. Kind)
45. «Berget Ica fra milliardblunder», Dagens Næringsliv, 01.04.15 (with Erling J. Hjelmeng)
46. «Høyt spill av Ica og Coop», Dagens Næringsliv, 23.01.15 (with Lars Sørgard)
47. «Positiv regulering av NRK», Dagens Næringsliv, 24.11.14 (with Hans J. Kind).
48. «Størrelse viktig når matkjedene dater», Aftenposten, 18.06.14 (with Hans J. Kind).
49. «På gjengrodde stier», Dagens Næringsliv, 31.10.13 (with Erling J. Hjelmeng)
50. «Fastpris uten boklov», Dagens Næringsliv, 29.10.13 (With Erling J. Hjelmeng)
51. «Trenger vi to vaktbikkjer?», Dagens Næringsliv, 30.09.13 (with Hans Jarle Kind and Lars Sørgard)
52. «Schibsted, vaklende på stupet?», VG, 22.09.13 (with Hans Jarle Kind and Lars Sørgard)
53. «Logrende vaktbikkje», Dagens Næringsliv, 26.06.13 (with Hans J. Kind).
54. «Don Draper redigerer Aftenposten», Dagens Næringsliv, 02.04.13 (with Hans J. Kind)
55. «På Theatercaféen», Dagens Næringsliv, 13.03.2013.
56. «Matgigant med høyt spill?», Dagens Næringsliv, 28.06.12 (with Lars Sørgard)
57. «Den siste Sovjetstat?», Dagens Næringsliv, 8.05.12 (with Hans J. Kind)
58. «Fastprissystem betyr ikke høyere bokpriser», Dagens Næringsliv, 17.04.12 (with Hans J. Kind)
59. «Obligatoriske fastpriser», Aftenposten, 20.03.12 (with Hans J. Kind)
60. "Nyhetskartell", Dagbladet, 24.11.11 (with Hans J. Kind)
61. "Apple – lær av Telenor", Dagens Næringsliv, 11.11.11 (with Hans J. Kind)
62. "Utvalg gjør maten dyrere", Bergens Tidende, 17.04.11 (with Hans J. Kind)
63. "Aviser på surfebrett", Bergens Tidende, 5.01.11 (with Hans J. Kind)
64. "Reklame som kvalitetsstempel", Aftenposten 17.10.10 (with Hans J. Kind)
65. "Reklamejubel for NRK", Aftenposten 1.10.10 (with Hans J. Kind)
66. "NRK for folk flest", Dagens Næringsliv, 14.07.10 (with Hans J. Kind)
67. "Facebook ikke for alle", Dagens Næringsliv, 12.03.10 (with Frode Steen)
68. "Kan Ipad redde mediebransjen?", Dagbladet, 10.02.10 (with Hans J. Kind)
69. "Er dørvaktene irriterende eller nyttige?" Bergens Tidende, 12.07.09 (With Hans J. Kind and Lars Sørgard)
70. "Vrir seg unna tvangssalg?", Dagens Næringsliv, 17.06.09 (with Hans J. Kind)
71. "Presse- eller papirstøtte?", Aftenposten, 16.4.09.
72. "Å kjenne sine virkemidler", Dagens Næringsliv, 4.8.08 (with Erling Hjelmeng and Frode Steen)
73. "Konkurransen i bensinmarkedet?", Dagens Næringsliv, 11.7.08 (with Erling Hjelmeng and Frode Steen)
74. "Koordinerte bensinpriser" Dagens Næringsliv, 3.4.2008 (with Erling Hjelmeng and Frode Steen)
75. "Chess oppkjøp - en formalitet?" Dagens Næringsliv, 1.9.2005 (with Kenneth Fjell)
76. "Lønnsom avis uten papir?", Dagbladet 22.03.05 (with Hans J. Kind)
77. "Inngangspenger i matbutikken" Bergens Tidende, 15.01.2005 (with Hans J. Kind)
78. "Kremmere eller mafia?; Dagens Næringsliv, 14.01.05 (with Hans J. Kind)
79. "Distribusjon og innhold under samme tak?", Gjestekommentar, IT-avisen, november 2004 "Bare litt lave priser", Kronikk, Adresseavisen, august 2004
80. "2. generasjons tekst-tv?", Debatt-Side 3, Dagbladet 26.7.1999'.

CURRICULUM VITAE

Name: Hans Jarle Kind
Nationality: Norwegian
Address: Norwegian School of Economics (NHH), D225, Department of Economics, Helleveien 30, N-5045 Bergen, Norway
Phone: + 47 55 95 95 90 (Office)
+ 47 55 25 66 80 (Private)
Fax: + 47 55 95 93 50 (Office)
Mobile: + 47 957 39 837
e-mail: Hans.Kind@nhh.no

I EDUCATION

1999: Dr. oecon, Norwegian School of Economics (NHH).
1995: Cand oecon, NHH.
1993: Master of Business and Economics (MBE), Norwegian School of Management.

II CURRENT POSITION

Professor, NHH, N-5045 Bergen, Norway.

III PREVIOUS POSITIONS

2006- Professor, NHH
2004-2006: Associate Professor, NHH
2003-2004: Researcher I, SNF
2000-2002: Post-doc, NHH
1999-2000: Researcher II, SNF
1996-1998: Research Scholar, Institute of Economics, NHH.
1995-1996: Research Assistant, SNF.
1993-1995: Research Scholar (50%), Institute of Economics, NHH.

IV RESEARCH AND TEACHING AREAS

Ph.D. topic: Economic Geography, Endogenous Growth Theory, International Economics.
Current: Taxation and Public Policy, Industrial Organization: Media Economics, Competition Policy, Vertical Relationships.

V WORK IN PROGRESS

- 1) 'Nash-in-Nash Bargaining with Price-Setting Firms: The Role of Slotting Fees and the Choice of Contracts'. Co-authors: Øystein Foros and Greg Shaffer'. Revise and resubmit in *Management Science*.
- 2) 'Competition for heterogenous advertisers: Endogenous multihoming on both side of the market'. Co-authors: Simon P. Anderson and Øystein Foros.
- 3) 'Less is More'. Co-authors: Øystein Foros and Greg Shaffer.
- 4) 'Multiproduct business-to-business negotiations with outside options'. Co-authors: Malin Arve and Øystein Foros.
- 5) 'The Digital Services Tax and Multisided Platforms' Co-authors: Dirk Schindler and Guttorm Schjelderup
- 6) 'Media attention and price competition: Evidence from Norwegian grocery retailing'. Co-authors: Øystein Foros, Richard Friberg, Greg Shaffer and Frode Steen.

- 7) 'Profit taxation and the competitiveness of MNEs'. Co-authors: Dirk Schindler and Guttorm Schjelderup

VII REFEREED PUBLICATIONS IN ENGLISH

- 1) 'Decentralized versus Centralized Competitive Pricing when Size Matters'. Co-authors: Malin Arve and Øystein Foros. *Review of Industrial Organization*, forthcoming.
- 2) 'Size-based input price discrimination under endogenous inside options' Co-authors: Charlotte Evensen, Øystein Foros and Atle Haugen. *Journal of Industrial Economics*, 2025; 73, 480–497.
- 3) 'The influence of media attention on retail price competition'. Co-authors: Derek Clark and Øystein Foros. *Economic Bulletin*, 2025(45-1), 177-187.
- 4) 'Taxation and multi-sided platforms. Co-author; Guttorm Schjelderup. *International Tax and Public Finance*, 2025(32), 895-913.
- 5) 'Endogenous multihoming and network effects: PlayStation, Xbox, or both?' Co-authors: Øystein Foros and Frank Stähler. *Management Science*, 2024.
- 6) 'The choice of pricing format: Firms may choose uniform pricing over personalized pricing to induce rivals to soften competition' Co-authors: Øystein Foros and Mai Nguyen-Ones. *Information Economics and Policy*, 2024(66).
- 7) 'Access-price structure and entrants' build-or-buy incentives in mobile markets' Co-authors: Malin Arve and Øystein Foros. *Journal of Regulatory Economics*, 2022(61), 67–87.
- 8) 'Tax-free Digital News?' Co-authors: Øystein Foros and Tim Wyndham. *International Journal of Industrial Organization*, 2019(66), 119-136.
- 9) 'The importance of consumer multi-homing (joint purchases) for market performance: mergers and entry in media markets', Co-authors: Simon P. Anderson and Øystein Foros. *Journal of Economics and Management Strategy* 28, 2019, 125-137.
- 10) 'Competition for advertisers and for viewers in media markets' Co-authors: Simon Anderson and Øystein Foros. *Economic Journal* 128(February), 2018, 34-54.
- 11) 'Taxation in Digital Media Market'. Co-author: Marko Koethenbueger. *Journal of Public Economic Theory*. 20, 2018, 20-29.
- 12) 'Raising rivals' costs or improving efficiency? An exploratory study of managers' views on backward integration in the grocery market'. Co-authors: Hanna Skjervheim Bernes, Isabel Marie Flo, and Øystein Foros. *Journal of Revenue and Pricing Management*. 2018.
- 13) 'Apple's Agency Model and the Role of Resale Price Maintenance'. Co-authors: Øystein Foros and Greg Shaffer. *RAND Journal of Economics*, 48(3), 2017, 673-703.
- 14) 'Product functionality, competition, and multi-purchasing' Co-authors: Simon Anderson and Øystein Foros. *International Economic Review*, 58(1), 2017, 183-210.
- 15) 'The Effects of Strategic News Sources on Media Coverage'. Co-authors: Armando J. Garcia-Pires and Lars Sørgard. *Information Economics and Policy* 41, 2017, 28-35.
- 16) 'Inter-Firm Price Coordination in a Two-Sided Market' Co-authors: Tore Nilssen and Lars Sørgard. *International Journal of Industrial Organization*, 44, 2016: 101-112.
- 17) 'Merger policy and regulation in media industries' Co-authors: Øystein Foros and Lars Sørgard. In Simon P. Anderson, David Strömberg and Joel Waldfogel (Eds.) *Handbook of Media Economics*, Elsevier Publishing, 2015.
- 18) 'Effects of taxes and subsidies on media services' Co-author: Jarle Møen. In Robert G. Picard and Steven S. Wildman (eds): *Handbook on the Economics of the Media*. Edward Elgar Publishing, Cheltenham, UK. Northampton, MA, USA, 2015.

- 19) 'On the choice of Royalty Rule to Cover Fixed Costs in Input Joint Ventures' Co-authors: Kenneth Fjell and Øystein Foros. *International Journal of the Economics of Business* 22(3), 2015, 393–406.
- 20) 'Newspaper Differentiation and Investments in Journalism: The Role of Tax Policy'. Co-authors: Guttorm Schjelderup and Frank Stähler. *Economica*, 80, 2013, 131-148.
- 21) 'Ad pricing by multi-channel platforms: How to make viewers and advertisers prefer the same channel'. Co-authors: Øystein Foros and Guttorm Schjelderup. *Journal of Media Economics*, 25, 2012:133–146.
- 22) 'Media market concentration, advertising levels, and ad prices'. Co-authors: Simon P. Anderson, Øystein Foros and Martin Peitz. *International Journal of Industrial Organization*, 30, 2012, 321-325.
- 23) 'Mergers and Partial Ownership' Co-authors: Øystein Foros and Greg Shaffer. *European Economic Review* 55(7), 2011, 916-927.
- 24) 'Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption' Co-authors: Øystein Foros and Greg Shaffer. *International Journal of Industrial Organization*, 29, 2011, 179-186.
- 25) 'Tax Responses in Platform Industries'. Co-authors: Marko Koethenbueger and Guttorm Schjelderup. *Oxford Economic Papers*, 62, 2010, 764-783.
- 26) 'Market Shares in Two-Sided Media Industries.' Co-author: Frank Stähler. *Journal of Institutional and Theoretical Economics*, 166(2); 2010, 205-211.
- 27) 'Business models for media firms: Does competition matter for how they raise revenue?' Co-authors: Tore Nilssen and Lars Sørsgard. *Marketing Science* 28(6); 2009, 1112-1128.
- 28) 'Price-dependent Profit-Sharing as a Channel Coordination Device'. Co-authors: Øystein Foros and Kåre P. Hagen. *Management Science*, 55; 2009, 1280-1291.
- 29) 'On Revenue and Welfare Dominance of Ad Valorem Taxes in Two-Sided Markets' Co-authors: Marko Koethenbueger and Guttorm Schjelderup. *Economics Letters* 104; 2009, 86 - 88.
- 30) 'Slotting Allowances and Manufacturers' Retail Sales Effort.' Co-authors: Øystein Foros and Jan Yngve Sand. *Southern Economic Journal* 76(1); 2009, 266-282.
- 31) 'Entry may increase network providers' profit'. Co-authors: Øystein Foros and Jan Yngve Sand. *Telecommunications Policy*, 33; 2009, 486–494.
- 32) 'Domestic regulation and international trade' Co-authors: Øystein Foros and Lars Sørsgard. *Journal of Industry, Competition and Trade* 9; 2009, 1-15.
- 33) 'Efficiency-Enhancing Taxation in Two-Sided Markets.' Co-authors: Marko Koethenbueger and Guttorm Schjelderup. *Journal of Public Economics* 92 (5-6); 2008, 1531-39.
- 34) 'Do Slotting Allowances Harm Retail Competition?' Co-author: Øystein Foros. *Scandinavian Journal of Economics* 110(2); 2008, 367-384.
- 35) 'R&D Policies, Trade and Process Innovation'. Co-author: Jan I. Haaland. *Journal of International Economics* 74(1); 2008, 170-187.
- 36) 'Competition for Viewers and Advertisers in a TV Oligopoly' Co-authors: Tore Nilssen and Lars Sørsgard. *Journal of Media Economics* 20(3); 2007, 211-233.
- 37) 'Managerial Incentives and Access Price regulation'. Co-authors: Øystein Foros and Lars Sørsgard. *European Journal of Law and Economics* 23; 2007, 117-133.
- 38) 'Network Ownership and Optimal Tariffs for Natural Gas Transport.' Co-authors: Kåre P. Hagen and Jan Gaute Sannarnes. In Dewenter, Ralf and Haucap, Justus (eds.) *Access Pricing: Theory and Practice*, Elsevier Science, Amsterdam, 2006.
- 39) 'Strategic Regulation Policy in the Internet'. Co-authors: Øystein Foros and Lars Sørsgard. *Journal of Regulatory Economics* 30; 2006, 63-84.

- 40) 'Cooperative and Non-cooperative R&D Policy in an Economic Union.' Co-author: Jan I. Haaland. *Review of World Economics* 142(4); 2006, 720-745.
- 41) 'Corporate Tax Systems, Multinational Enterprises and Economic Integration.' Co-authors: Karen Helene Midelfart Knarvik and Guttorm Schjelderup. *Journal of International Economics* 65(2); 2005, 507-521.
- 42) 'Do Internet Incumbents Choose Low Interconnection Quality?' Co-authors: Øystein Foros and Jan Yngve Sand. *Information Economics and Policy* 17; 2005, 149-164.
- 43) 'Critical Factors in Transnational Oil Companies Localisation Decisions – Clusters and Portfolio optimisation.' Co-authors: Petter Osmundsen and Ragnar Tveterås. In Solveig Glomsrød and Petter Osmundsen (eds.): *Petroleum Industry Regulation within Stable States. Recent Economic Analysis of Incentives in Petroleum Production and Wealth Management*, Ashgate Publishers, 2005, 26-44.
- 44) 'Media Competition on the Internet.' Co-authors: Pedro P. Barros, Tore Nilssen and Lars Sørgard. *Topics in Economic Analysis & Policy* 4 (1); 2004, 1-32.
- 45) 'Consequences of Imitation by Poor Countries on International Wage Inequalities and Global Growth.' *Review of Development Economics* 8(1); 2004, 47-67.
- 46) 'The Broadband Access Market: Competition, Uniform Pricing and Geographical Coverage.' Co-author: Øystein Foros. *Journal of Regulatory Economics* 23(3); 2003, 215-235.
- 47) 'The Role of FDI in Economic Development.' Co-authors: Kjetil Bjorvatn and Hildegunn Kyvik Nordås. *Nordic Journal of Political Economy* 28(2); 2002, 109-126.
- 48) 'Causes and Effects of FDI by the Norwegian Maritime Industry.' Co-author: Siri Pettersen Strandenes. *Maritime Policy & Management* 29(3); 2002, 223-239.
- 49) 'Access Pricing, Quality Degradation, and Foreclosure in the Internet.' Co-authors: Øystein Foros and Lars Sørgard. *Journal of Regulatory Economics* 22(1); 2002, 59-83.
- 50) 'Endogenous Growth and Trade Liberalization between Small and Large Countries.' *Review of International Economics* 10(1); 2002, 151-165.
- 51) 'Globalization versus Protectionism: Consequences for Long-term Growth and Welfare in the South.' *Japanese Economic Review* 53(3); 2002, 274-289.
- 52) 'Gains and Losses from Trade when Countries differ in Public Knowledge Stocks.' *Atlantic Economic Journal* 29(3); 2001, 274-293.
- 53) 'Competing for Capital in a Lumpy World.' Co-authors: Karen Helene Midelfart Knarvik and Guttorm Schjelderup. *Journal of Public Economics* 78(3); 2000, 253-274.

VIII OTHER PUBLICATIONS IN ENGLISH

- 54) 'Media platforms chasing exclusive eyeballs'. Co-authors: Simon P. Anderson and Øystein Foros. VoxEU, 2018.
- 55) 'The media market and the battle for increasingly rare exclusive eyeballs'. Co-authors: Simon P. Anderson and Øystein Foros. LSE Business Review, March 6th, 2018.
- 56) 'Does Apple's agency model raise eBook prices?'. Co-authors: Øystein Foros and Greg Shaffer. VoxEU, 2013.
- 57) 'National and Global Regulation of the Market for Internet Connectivity.' Co-author: Øystein Foros. In Thorsten Wichman (ed.): *Economics and the Internet: Proceedings from the Third Berlin Internet Economics Workshop*, Berlecon Research, 2001, 33-45.
- 58) 'The Internet Market Structure: Implications for National and International Regulation.' Co-author: Øystein Foros. *Teletronikk* 96(2); 2000, 45-59.

IX REFEREED PUBLICATIONS IN NORWEGIAN

- 59) 'Boken og havresekken', Co-author: Øystein Foros. *Samfunnsøkonomen*, forthcoming.
- 60) 'Mer informasjon om rivalenes priser, mindre konkurranse?', Co-authors: Øystein Foros, Richard Friberg and Frode Steen. *Samfunnsøkonomen*, November 2022.
- 61) 'Konkurranse om melkebøndene', Co-authors: Øystein Foros and Erling Hjelmeng. *Samfunnsøkonomen*, September 2020.
- 62) 'Størrelsesbasert prisdiskriminering i det norske dagligvaremarkedet: Teori og terreng'. Co-author: Øystein Foros, 2019 (5), s. 42-53.
- 63) 'Individuelle priser i dagligvaremarkedet – et fangens dilemma for kjedene? Co-authors: Øystein Foros and Frode Steen. *Magma* 4/2017 s. 44-49.
- 64) 'Fastpris på bøker' *Samfunnsøkonomen* 2014 (4), 29-37. Co-authors: Øystein Foros and Erling Hjelmeng.
- 65) 'Fusjon i tosidige markeder' *Magma* 2013(08), 51-62. Co-author: Lars Sørgard.
- 66) 'Bør den indirekte pressestøtten gis som momsfritak eller skattefradrag?' *Norsk Medietidsskrift* 2013, 20(1); 29-51. Co-author: Jarle Møen.
- 67) 'Fastpris – med fokus på bokbransjen' *Praktisk Økonomi & Finans* 4, 2012: 67-77. Co-author: Øystein Foros.
- 68) 'NRK disiplinere TV2 og TVNorges reklamelyst', *Samfunnsøkonomen* nr. 7, 2010; 25-27. Co-author: Øystein Foros.
- 69) 'Konkurranse og regulering innen Internett.' (English title: Competition and Regulation in the Internet.) Co-author: Øystein Foros. *The Norwegian Economic Journal* 116(2); 2002, 149-167
- 70) 'Mot en ny økonomisk geografi? Implikasjoner av økonomisk integrasjon for velferd og næringsstruktur i et lite land.' (English title: 'Towards a New Economic Geography? Implications of Economic Integration for Welfare and Production Structure in a Small Country.') Co-authors: Karen Helene Midelfart Knarvik and Guttorm Schjelderup. *The Norwegian Economic Journal* 112; 1998, 127-154.

X OTHER PUBLICATIONS IN NORWEGIAN

- 71) 'Strategisk skreddersøm av produkter og priser' Co-authors: Øystein Foros and Mai Nguyen-Ones. *Praktisk økonomi og finans*, 2019, 35(1), 61-68.
- 72) 'Innkjøpspriser i dagligvaremarkedet' Co-author: Øystein Foros. *Samfunnsøkonomen* 2018 (4), s. 10-15.
- 73) 'Mediemarked og mediepolitikk' (English title: Media Markets and Media Policy). Co-author: Guttorm Schjelderup. Enclosure to St. meld.nr 30 (2006-2007) "Kringkasting i en digital fremtid" (White Paper: "Broadcasting in a Digital Future")
- 74) 'Mediekonkurranse: P4 versus Kanal 24' (English title: Media competition: P4 versus Kanal 24). Co-author: Lars Sørgard. *Magma* 2(8); 2004, 83-92.
- 75) 'Bredbånd – til alle?' (English title: Broadband – to everyone?) Co-authors: Øystein Foros and Lars Sørgard. In Helge Godø (ed): *IKT etter dotcom-boblen*. Gyldendal Akademiske, 2003; 190-210.
- 76) 'Hvem vinner når tele og media møtes? Aksessleverandørenes strategiske utfordringer.' (English title: Who Wins when Tele and Media meet? Strategic Challenges for Local Access Providers.) Co-authors: Øystein Foros and Lars Sørgard. In: Svein Ulset (ed.): *Fra summetone til informasjonsportal* (English title: From Dialing Tone to Information Portal). SNF Årbok, 2001, 93-113.
- 77) 'IKT-næringen: Integrasjon, konkurranse eller vennskap?' (English title: 'The ICT industry (information and communications technology): Integration, Competition or Friendship?') Co-authors: Øystein Foros and Lars Sørgard. *Magma* 3(4); 2000, 19-30.

78) 'Sentrale lokaliseringsfaktorer for flernasjonale oljeselskaper - Klynger og materialitet.' (English title: 'Central Locational Factors for Multinational Oil Companies – Clusters and Materiality.') Co-authors: Petter Osmundsen and Ragnar Tveterås. *Beta* 1(14); 2000, 30-43.

XI CONSULTANCY

- *Consultancy on the grocery market.* In cooperation with Øystein Foros. For BAHR/REMA 1000, April 2020 – ongoing
- *Consultancy on the grocery market on input price discrimination.* For BAHR (Oda and REMA 1000), May 2018 – 2023. In cooperation with Øystein Foros and Erling Hjelmeng, advisor on the following documents written by BAHR: «Forslag til midlertidig forskrift om usaklig prisdiskriminering i dagligvaremarkedet: Utredning av behovet for supplering av konkurranseloven og forslag til midlertidig forskrift med merknader» and on «Dagligvareleverandørenes prisdiskriminering: En gjennomgang av den konkurransepolitiske diskusjon og Konkurransetilsynets praksis under dagens konkurranselov (2004–2022)».
- *Consultancy on the proposed merger DNB-Sbanken.* In cooperation with Øystein Foros and Erling Hjelmeng. For BAHR/DNB, November 2021 – February 2022.
- *Consultancy on the TV market.* In cooperation with Øystein Foros. For BAHR/Viasat, September, 2020
- *Konkurransen i meierimarkedet – bra for forbruker og bonde.* Co-authors: Øystein Foros and Erling Hjelmeng. Analysis for Q-Meieriene. November 2020.
- *Kommentarer i Landbruksdirektoratets rapport «Utredning om særskilt distribusjonstilskudd i prisutjevningsordningen for melk»,* Co-authors: Øystein Foros and Erling Hjelmeng. Analysis for Q-Meieriene. June 2020.
- *Konkurransen i meierimarkedet: Hvordan gi bonden reelle alternativ for salg av melk?* Co-authors: Øystein Foros and Erling Hjelmeng. Analysis for Q-Meieriene. May 2020.
- *Kommentarer til Oslo Economics' utredning for Norgesgruppen «Konsekvenser av et forbud mot prisdiskriminering i det norske dagligvaremarkedet,* Co-author: Øystein Foros. Analysis for BAHR/Rema1000. December, 2019.
- *Noen kommentarer til Bjørn Olav Johansen og Odd Rune Straume, «Effektene av diskriminerende innkjøpspriser i det norske grossistmarkedet for dagligvarer»,* skrevet på oppdrag fra Konkurransetilsynet, Co-author: Øystein Foros. Analysis for BAHR/Rema1000. December, 2019.
- *Går vi mot duopol eller danske tilstander i det norske dagligvaremarkedet? Størrelsesbasert prisdiskriminering: Årsaker og konsekvenser.* Co-author: Øystein Foros. Analysis for BAHR/Rema1000. August 2019.
- *Tilleggsnotat til «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse».* Co-author: Øystein Foros. Analysis for Telenor. April 2019.
- *Asymmetriske innkjøpspriser i dagligvaremarkedet: En vurdering av konsekvensene av et forbud mot prisdiskriminering fra dominerende leverandør.* Co-author: Øystein Foros. Analysis for BAHR/Rema1000. July 2018.
- *Does exogenous asymmetry in size among retailers induce input price discrimination?.* Co-authors: Øystein Foros and Greg Shaffer. Analysis for BAHR/Rema1000. July 2018.
- *Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse.* Co-author: Øystein Foros. Analysis for Telenor. May 2018.

- *Consultancy on sector-specific regulation in the telecommunication market.* In cooperation with Øystein Foros, 2016-2018. For Telenor.
- *Consultancy for Den norske Forleggerforening,* January 2018.
- *Kommentarer til Landbruksdirektoratets rapport «Utredning om særskilt distribusjonstilskudd i prisutjevningsordningen for melk».* Co-authors: Øystein Foros and Erling Hjelmeng. Analysis for Q-meieriene. 2017.
- *Konkurransen om melkebøndene.* Co-authors: Øystein Foros and Erling Hjelmeng. Analysis for Q-meieriene. 2017.
- *Konkurransetilstandene i meierisektoren.* Co-authors: Erling Hjelmeng and Øystein Foros, analysis for Q-meieriene. 2017.
- *Nettnøytralitet og mediemangfold.* In cooperation with Øystein Foros, 2016. For Telenor.
- *Markedssvikt i nyhetsproduksjon: Er statsstøtte til en lineær reklamefinansiert allmennkringkaster et velegnet virkemiddel?,* Co-author: Øystein Foros, analysis for Discovery Networks. October 2016.
- *Consultancy on sector-specific regulation in the telecommunication market.* In cooperation with Øystein Foros, 2016. For Telenor.
- *Consultancy on the merger between Børsen and JP/Politikens Hus A/S.* In cooperation with Øystein Foros, 2016, for Oslo Economics.
- *Consultancy on the effects of TV 2's purchase of C More.* In cooperation with Øystein Foros, 2015, for TV 2.
- *Consultancy on the merger between TeliaSonera and Tele 2.* In cooperation with Øystein Foros, 2014, for Konkurransetilsynet.
- *Kommentarer til rapporten «Utredning av forholdet mellom reguleringen av bokbransjen og EØS-konkurranseretten».* Co-author: Øystein Foros, analysis for Den norske Forleggerforening and Bokhandlerforeningen, December, 2014.
- *Fastpris på bøker: Bransjeomfattende eller frivillig?,* Co-author: Øystein Foros, March 2012, analysis for Den norske Forleggerforening.
- *Consultancy on the merger between A-pressen and Edda Media,* In cooperation with Lars Sjørgard, 2011/2012, for Konkurransetilsynet.
- *Samfunnsøkonomisk analyse – regulering av mediemarkedene.* Co-author: Lars Sjørgard, November 2011, analysis for Medieeierskapsutvalget.
- *Consultancy on the financing of public broadcasters,* In cooperation with Guttorm Schjelderup, 2009, for Kulturdepartementet.
- *Consultancy on the effects of specific taxation on TV distribution,* In cooperation with Guttorm Schjelderup, 2009, for Kulturdepartementet.
- *Eksklusivitet i TV-markedet.* Co-authors: Guttorm Schjelderup and Lars Sjørgard, January 2008, analysis for Konkurransetilsynet.
- *Consultancy on the consequences of bundling of TV channels,* 2008, for TV 2.
- *Consultancy on the consequences of passenger and seat taxes on airline traffic,* In cooperation with Guttorm Schjelderup, 2007, for KLM.

XII REFEREE

International Tax and Public Finance, Journal of Economic Growth, Journal of International Economics, Journal of Political Economy, Journal of Public Economics, Review of International Economics, Scandinavian Journal of Economics, Forum for Development Studies, RAND, Review of International Economics, Regional Science and Urban Economics, International Economic Review, European Economic Review, of Contemporary Economic Policy, International Journal of Industrial Organization, Journal of Media Economics

XIII NEWSPAPER ARTICLES

- 1) 'Momsfritt "Ikke lov å le på hytta» neppe så farlig. Co-author: Øystein Foros. *Dagens Næringsliv* 27.10.25.
- 2) 'Kiwis prislås og andre priser'. Co-authors: Øystein Foros and Erling Hjelmeng. *Dagens Næringsliv* 02.02.23
- 3) 'Skatt på at det blåser?' Co-author: Øystein Foros. *Dagens Næringsliv* 29.09.22.
- 4) 'Kan Fortnite lykkes bedre enn Dylan mot Apple? Co-author: Øystein Foros. *Dagens Næringsliv* 23.08.20
- 5) 'Hva er alternativet til økt konkurranse i meierisektoren? Færre bønder'. Co-authors: Øystein Foros and Erling Hjelmeng. *Nationen* 22.06.2020.
- 6) 'Konkurranse i meierisektoren for å hindre ytterligere kvotereduksjoner'. Co-authors: Øystein Foros and Erling Hjelmeng. *Nationen* 18.06.2020.
- 7) 'Gi bonden reelle alternativer for salg av melk'. Co-authors: Øystein Foros and Erling Hjelmeng. *Nationen* 02.06.2020.
- 8) 'Konkurranse om melkebøndene'. Co-authors: Øystein Foros and Erling Hjelmeng. *Nationen* 11.05.2020.
- 9) 'Tilsyn i tårnet'. Co-author: Øystein Foros. *Dagens Næringsliv* 19.03.2020.
- 10) 'Største kunde får ikke nødvendigvis bedre pris'. Co-author: Øystein Foros. *Dagens Næringsliv* 04.12.2019.
- 11) 'Vi kan få duopol i dagligvare – eller dansk-svenske tilstander'. Co-author: Øystein Foros. *Dagens Næringsliv* 19.08.2019.
- 12) 'Resett i lære hos Sophie Elise'. Co-author: Øystein Foros. *Dagens Næringsliv* 04.04.2019.
- 13) 'Tvil som Telenor-bot'. Co-authors: Øystein Foros and Erling Hjelmeng. *Dagens Næringsliv* 23.06.2018.
- 14) 'De grønne bør juble for matkjedene' Co-author: Øystein Foros. *Dagens Næringsliv* 24.10.2017.
- 15) 'Holder i trøyen' Co-authors: Erling Hjelmeng and Øystein Foros. *Dagens Næringsliv* 22.04.2017.
- 16) 'Vinn-vinn for kunder og Rema' Co-author: Øystein Foros. *Dagens Næringsliv* 11.01.2017.
- 17) 'Flere bør tenke som kulturministeren' Co-author: Øystein Foros. *Dagens Næringsliv* 17.08.2016.
- 18) 'BT-fiffen' Co-author: Øystein Foros. *Bergens Tidende* 21.05.2015.
- 19) 'NRK bidrar til mediemangfold', Co-authors: Tommy Gabrielsen and Lars Sørgard. *Dagens Næringsliv* 14.05.2015.
- 20) 'Positiv regulering av NRK', Co-author: Øystein Foros. *Dagens Næringsliv* 24.11.2014.
- 21) 'Enige og tro i mediepolitikken', Co-author: Jarle Møen. *Aftenposten* 22.08.2014.
- 22) 'Størrelse er viktig når matkjedene dater', Co-author: Øystein Foros. *Aftenposten* 18.06.2014.
- 23) 'Trenger vi to vaktbikkjer?' Co-authors: Øystein Foros and Lars Sørgard. *Dagens Næringsliv* 30.09.2013.
- 24) 'Schibsted, vakkende på stupet?' Co-authors: Øystein Foros and Lars Sørgard. *VG* 25.09.2013.
- 25) 'Logrende vaktbikkje' Co-author: Øystein Foros. *Dagens Næringsliv* 26.06.2013.
- 26) 'Don Draper redigerer Aftenposten' Co-author: Øystein Foros. *Aftenposten* 26.03.2013.
- 27) 'Er norsk presse dårlige lobbyister?' Co-author: Jarle Møen. *Aftenposten* 31.05.2012.
- 28) 'Den siste sovjetstat?' Co-author: Øystein Foros. *Dagens Næringsliv* 08.05.2012.
- 29) 'Fastpris betyr ikke høyere bokpriser' Co-author: Øystein Foros. *Dagens Næringsliv* 17.04.2012.

- 30) 'Bordet fanger' Co-author: Jarle Møen. *Dagens Næringsliv* 03.04.2012.
- 31) 'Obligatoriske fastpriser' Co-author: Øystein Foros. *Aftenposten* 20.03.2012.
- 32) 'Nyhetskartell' Co-author: Øystein Foros. *Dagbladet* 24.11.2011.
- 33) 'Apple – lær av Telenor' Co-author: Øystein Foros. *Dagens Næringsliv* 11.11.2011.
- 34) 'Verre enn før?' Co-author: Lars Sørgard. *Dagens Næringsliv* 28.06.2011.
- 35) 'Utvalg gjør maten dyrere', Co-author: Øystein Foros. *Bergens Tidende* 17.04.2011.
- 36) 'Aviser på surfebrett', Co-author: Øystein Foros. *Bergens Tidende* 05.10.2010.
- 37) 'Reklamejubel for NRK', Co-author: Øystein Foros. *Aftenposten* 01.10.2010.
- 38) 'NRK for folk flest'. Co-author: Øystein Foros. *Dagens Næringsliv* 14.07.2010.
- 39) 'Kan iPad redde mediebransjen?'. Co-author: Øystein Foros. *Dagbladet* 10.02.2010.
- 40) 'Er TV-dørvaktene irriterende eller nyttige?' Co-authors: Øystein Foros and Lars Sørgard. *Bergens Tidende* 12.07.09.
- 41) 'Vrir seg unna tvangssalg?'. Co-author: Øystein Foros. *Dagens Næringsliv* 16.06.2009.
- 42) 'Øk pressestøtten!'. Co-author: Helge Østbye. *Aftenposten* 01.04.09.
- 43) 'Hvordan skal avisene tjene penger?' Co-authors: Tore Nilssen and Lars Sørgard, *Dagens Næringsliv* 20.03.09.
- 44) 'Behold NRK-lisensen' Co-authors: Guttorm Schjelderup and Lars Sørgard, *Dagens Næringsliv* 02.06.08.
- 45) 'Dobbeltrolle og mediepolitikk' Co-author: Guttorm Schjelderup. *Dagens Næringsliv* 19.07.07.
- 46) 'Lønnsom avis uten papir' Co-author: Øystein Foros. *Dagbladet* 23.03.05.
- 47) 'Inngangspenger i matbutikken?' Co-author: Øystein Øystein Foros. *Bergens Tidende* 14.01.05.
- 48) 'Kremmere eller mafia?' Co-author: Øystein Foros. *Dagens Næringsliv* 13.01.05.
- 49) 'Radiokrigen' Co-author: Lars Sørgard. *Dagens Næringsliv* 07.01.04.
- 50) 'Hva skal vi gjøre med Telenor?' Co-author: Lars Sørgard. *Ukeavisen Telecom* 28.03.03.
- 51) 'Bør vi regulere bort nasjonale suksesshistorier?' Co-author: Kåre P. Hagen. *Dagbladet* 30.12.02.
- 52) 'Betales dagens prisregulering av fremtidens telebrukere?' Co-author: Kåre P. Hagen. *Ukeavisen Telecom* 14.11.02.
- 53) 'Keiserens nye klær' *Finansavisen* 15.04.00.
- 54) 'Myten om de asiatiske tigrenes vekst og fall' *Finansavisen* 22.01.00.

GREG SHAFFER

Curriculum Vitae

September 2025

Address:

500 Joseph C. Wilson Blvd, Simon Business School, University of Rochester, Rochester, NY 14627.

Office: Carol Simon Hall 3-110B; Phone: (585) 275-4497; Fax: (585) 276-0244;

E-mail: greg.shaffer@simon.rochester.edu; Website: <https://sites.google.com/view/greg-shaffer>

Education:

Princeton University, Ph.D., Economics, November 1989.

Princeton University, M.A., Economics, June 1988.

Swarthmore College, B.A., High Honors, Economics and Math, May 1984.

Academic (Full Time) Appointments:

John M. Olin Distinguished Professor, Simon Business School, University of Rochester, 2017–.

Wesray Professor of Business, Simon Business School, University of Rochester, 2009-2017.

Professor, Simon Business School, University of Rochester, 2003-2009.

Associate Professor, Simon Business School, University of Rochester, 2000-2003.

Assistant Professor, Simon Business School, University of Rochester, 1997-2000.

Associate Professor, Department of Economics, Indiana University, 1996-1997.

Assistant Professor, Department of Economics, University of Michigan, 1989-1996.

Academic (Visiting) Appointments:

Adjunct Professor, Department of Economics, NHH Norwegian School of Economics and the Bergen Center for Competition Law and Economics (BECCLE), 2018-2022.

Adjunct Professor, Department of Economics, University of Bergen and the Bergen Center for Competition Law and Economics (BECCLE), 2013-2017.

Chair of Industrial Economics, Department of Economics, Norwich Business School and the ESRC Centre for Competition Policy, University of East Anglia, 2009-2014.

Adjunct Professor, Department of Economics, NHH Norwegian School of Economics, 2009-2011.

Chair of Industrial Economics, Department of Economics, School of Economics and the ESRC Centre for Competition Policy, University of East Anglia, 2007-2009.

Research Associate, ESRC Centre for Competition Policy, University of East Anglia, 2002-2007.
Visiting Scholar, Marketing, Kellogg School of Management, Northwestern University, Fall 2002.
Visiting Scholar, Bureau of Economics, U.S. Federal Trade Commission, Fall 2000.
Visiting Scholar, Bureau of Economics, U.S. Federal Trade Commission, Fall 1995.
Visiting Scholar, Antitrust Division, U.S. Department of Justice, June-August 1990.

Non-Academic Appointments and Professional Degrees:

Director, Center for Pricing, University of Rochester, 2019-Present.
Co-Director, Center for Pricing, University of Rochester, 2007-2019.
Certified Pricing Professional (CCP), Professional Pricing Society, October 2008.
Founder and Director, Center for Pricing, University of Rochester, 2006-2007.

Editorial Boards:

Marketing Department Editor, *Management Science*, 2024-Present.
Co-Editor, *Journal of Economics & Management Strategy*, 2002-Present.
Associate Editor, *Journal of Economics and Business*, 1998-Present.
Associate Editor, *Management Science*, 2013-2024.
Associate Editor, *Marketing Science*, 2002-2010, 2012-2018.
Associate Editor, *Quantitative Marketing and Economics*, 2002-2007, 2011-2016.

Teaching Awards:

Teaching Honor Roll, awarded for outstanding MS and MBA teaching (based on an average of course and instructor ratings, top 4 evals): Fall 1999, Winter 2001, Fall 2001, Winter 2002, Winter 2003, Fall 2003, Winter 2004, Winter 2006, Fall 2009, Winter 2010, Fall 2015, Fall 2016, Fall 2017, Winter 2018, Fall 2018, Fall B 2019, Spring A 2022, Fall B 2022, Fall B 2023.
Superior Teaching Award, voted teacher of the year by the MSMA Class of 2024 (May 19, 2024).
Received the highest teaching rating among the Simon Business School faculty, Fall 2018.
Received the highest teaching rating among the Simon Business School faculty, Fall 2017.
Superior Teaching Award, voted teacher of the year by the MBA Class of 2004 (June 13, 2004).
Superior Teaching Award, voted teacher of the year by the MBA Class of 2001 (June 10, 2001).
Listed in the 2001 Business Week Guide to the Best Business Schools, under the category of Outstanding Faculty at the Simon Business School, University of Rochester.

My *Pricing* course was one of only two listed in the 2000 Business Week Survey, under the category of most popular MBA electives at the Simon Business School, University of Rochester.

Received the highest teaching rating among the Simon Business School faculty, Fall 1999.

Excellence in Education Award, given for outstanding undergraduate teaching, awarded by the College of Literature, Science, and the Arts, University of Michigan, 1993-1994.

Postdoctoral Teaching Fellow Award, one of only six university-wide teaching fellowships, awarded by the Center for Research, Learning, and Teaching, University of Michigan, 1992-1993.

Reader's Digest Prize for Excellence in Teaching, given to the graduate instructor with the highest teaching rating, awarded by the Department of Economics, Princeton University, 1987-1988.

Publications:

"Bundling and Line Extensions in Distribution Channels," (with Roman Inderst and Fabian Griem), *Management Science*, 71: 6184-6203, July 2025.

"Slotting Fees and Price Discrimination in Retail Channels," (with Sreya Kolay), *Marketing Science*, 41: 1145-1162, November-December 2022.

"Input Price Discrimination by Resale Market," (with Jeanine Miklós-Thal), *The Rand Journal of Economics*, 52: 727-757, Winter 2021.

"Third-Degree Price Discrimination in Oligopoly with Endogenous Input Costs," (with Jeanine Miklós-Thal), *International Journal of Industrial Organization*, 79 (2021) 102713.

"Pass-Through as an Economic Tool – On Exogenous Competition, Social Incidence, and Price Discrimination," (with Jeanine Miklós-Thal), *Journal of Political Economy*, 129: 323-335, January 2021.

"Market-Share Contracts, Exclusive Dealing, and the Integer Problem," (with Zhijun Chen), *American Economic Journal: Microeconomics*, 11: 208-242, February 2019.

"Managing Channel Profits When Retailers Have Profitable Outside Options," (with Roman Inderst), *Management Science*, 65: 642-659, February 2019.

"Apple's Agency Model and Most-Favored-Nation Clauses," (with Øystein Foros and Hans Jarle Kind), *The Rand Journal of Economics*, 48: 673-703, Fall 2017.

"Private Contracting with Externalities: Divide and Conquer?," (with Jeanine Miklós-Thal), *International Journal of Industrial Organization*, 50: 460-472, January 2017.

"Naked Exclusion with Private Offers," (with Jeanine Miklós-Thal), *American Economic Journal: Microeconomics*, 8: 174-194, November 2016.

"Naked Exclusion with Minimum-Share Requirements," (with Zhijun Chen), *The Rand Journal of Economics*, 45: 64-91, Spring 2014.

"Exclusionary Discounts," (with Janusz A. Ordover), *International Journal of Industrial Organization*, 31: 569-586, September 2013.

- “Contract Design with a Dominant Retailer and a Competitive Fringe,” (with Sreya Kolay), *Management Science*, 59: 2111-2116, September 2013.
- “Optimal Low-Price Guarantees with Anchoring,” (with Morten Hviid), *Quantitative Marketing and Economics* (lead article), 10: 393-417, December 2012.
- “Mergers and Partial Ownership,” (with Øystein Foros and Hans Jarle Kind), *European Economic Review*, 55: 916-926, October 2011.
- “Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption,” (with Øystein Foros and Hans Jarle Kind), *International Journal of Industrial Organization*, 29: 179-186, March 2011.
- “Market-Share Contracts as Facilitating Practices,” (with Roman Inderst), *The Rand Journal of Economics*, 41: 709-729, Winter 2010.
- “Slotting Allowances and Scarce Shelf Space,” (with Leslie M. Marx), *Journal of Economics & Management Strategy*, 19: 575-603, Fall 2010.
- “Matching Own Prices, Rivals’ Prices, or Both?,” (with Morten Hviid), *Journal of Industrial Economics* (lead article), 58: 479-506, September 2010.
- “Break-Up Fees and Bargaining Power in Sequential Contracting,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 28: 451-463, September 2010.
- “How Loyalty Discounts Can Perversely Discourage Discounting: Comment” (with Assaf Eilat, Jith Jayaratne, and Janusz Ordover), *CPI Antitrust Chronicle*, Vol 4 (1), 2010.
- “Comparative Advertising and In-Store Displays,” (with Florian Zettelmeyer), *Marketing Science*, 28: 1144-1156, November-December 2009.
- “Market Power, Price Discrimination, and Allocative Efficiency in Intermediate-Goods Markets,” (with Roman Inderst), *Rand Journal of Economics*, 40: 658-672, Winter 2009.
- “Market-Share Contracts with Asymmetric Information,” (with Adrian Majumdar), *Journal of Economics & Management Strategy*, 18: 393-421, Summer 2009.
- “Price-Matching Guarantees, Retail Competition, and Product-Line Assortment,” (with Anne Coughlan), *Marketing Science*, 28: 580-588, May-June 2009.
- “Bundling and Menus of Two-Part Tariffs: Comment,” (with Nava Kahana, Chemi Gotlibovski, and Sreya Kolay), *Journal of Industrial Economics*, 56: 863, December 2008.
- “Rent Shifting and the Order of Negotiations,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 25: 1109-1125, October 2007.
- “Wholesale Access in Multi-Firm Markets: When is it Profitable to Supply a Competitor,” (with Janusz A. Ordover), *International Journal of Industrial Organization*, 25: 1026-1045, October 2007.
- “Upfront Payments and Exclusion in Downstream Markets,” (with Leslie M. Marx), *Rand Journal of Economics*, 38: 823-843, Autumn 2007.
- “Retail Mergers, Buyer Power, and Product Variety,” (with Roman Inderst), *Economic Journal*, 117: 45-67, January 2007.

- “On the Use of Low-Price Guarantees to Discourage Price Cutting,” (with Maria Arbatskaya and Morten Hviid), *International Journal of Industrial Organization*, 24: 1139-1156, November 2006.
- “Bargaining, Bundling, and Clout: The Portfolio Effects of Horizontal Mergers,” (with Daniel P. O’Brien), *Rand Journal of Economics*, 36: 573-595, Autumn 2005.
- “Slotting Allowances and Optimal Product Variety,” *Advances in Economic Analysis & Policy*, Vol 5: Iss. 1, Article 3, 2005. available at www.bepress.com/bejeap/advances/vol5/iss1/art3.
- “Opportunism and Menus of Two-Part Tariffs,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 22: 1399-1414, December 2004.
- “Advertising in a Distribution Channel,” (with Florian Zettelmeyer), *Marketing Science*, 23: 619-628, Fall 2004.
- “All-Units Discounts in Retail Contracts,” (with Sreya Kolay and Janusz A. Ordover), *Journal of Economics & Management Strategy*, 13: 429-459, Fall 2004.
- “Opportunism in Multilateral Vertical Contracting: Nondiscrimination, Exclusivity, and Uniformity: Comment,” (with Leslie M. Marx), *American Economic Review*, 94: 796-801, June 2004.
- “On the Incidence and Variety of Low-Price Guarantees,” (with Maria Arbatskaya and Morten Hviid), *Journal of Law & Economics*, 47: 307-332, April 2004.
- “Bundling and Menus of Two-Part Tariffs,” (with Sreya Kolay), *Journal of Industrial Economics*, 51: 383-403, September 2003.
- “Competitive One-to-One Promotions,” (with Z. John Zhang), *Management Science*, 48: 1143-1160, September 2002.
- “When Good News About Your Rival is Good for You: The Effects of Third-Party Information on the Division of Channel Profits,” (with Florian Zettelmeyer), *Marketing Science*, 21: 273-293, Summer 2002.
- “Pay to Switch or Pay to Stay: Preference-Based Price Discrimination in Markets with Switching Costs,” (with Z. John Zhang), *Journal of Economics & Management Strategy*, 9: 397-424, Fall 2000.
- “Hassle Costs: The Achilles’ Heel of Price-Matching Guarantees,” (with Morten Hviid), *Journal of Economics & Management Strategy*, 8: 489-521, Winter 1999.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium,” (with Stephen W. Salant), *American Economic Review*, 89: 585-604, June 1999.
- “Predatory Accommodation: Below-Cost Pricing Without Exclusion in Intermediate Goods Markets,” (with Leslie M. Marx), *Rand Journal of Economics*, 30: 22-43, Spring 1999.
- “Promises to Match or Beat the Competition: Evidence from Retail Tire Prices,” (with Maria Arbatskaya and Morten Hviid), *Advances in Applied Microeconomics*, 8: 123-138, 1999.
- “Optimal Asymmetric Strategies in Research Joint Ventures,” (with Stephen W. Salant), *International Journal of Industrial Organization*, 16: 195-208, March 1998.

- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” (with Daniel P. O’Brien), *Journal of Economics & Management Strategy*, 6: 755-785, Winter 1997.
- “Competitive Coupon Targeting,” (with Z. John Zhang), *Marketing Science*, 14: 395-416, Fall 1995.
- “On Vertical Restrictions and the Number of Franchises,” *Southern Economic Journal*, 62: 264-268, July 1995.
- “Rendering Alternative Offerings Less Profitable with Resale Price Maintenance,” *Journal of Economics & Management Strategy*, 3: 639-662, Winter 1994.
- “The Welfare Effects of Forbidding Discriminatory Discounts: A Secondary-Line Analysis of the Robinson-Patman Act,” (with Daniel P. O’Brien), *Journal of Law, Economics, and Organization*, 10: 296-318, October 1994.
- “On the Dampening-of-Competition Effect of Exclusive Dealing,” (with Daniel P. O’Brien), *Journal of Industrial Economics*, 41: 215-221, June 1993.
- “Vertical Control with Bilateral Contracts,” (with Daniel P. O’Brien), *Rand Journal of Economics* (lead article), 23: 299-308, Autumn 1992.
- “Capturing Strategic Rent: Full-line Forcing, Brand Discounts, Aggregate Rebates and Maximum Resale Price Maintenance,” *Journal of Industrial Economics*, 39: 557-575, September 1991.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” *Rand Journal of Economics*, 22: 120-135, Spring 1991.

Books, Book Chapters, Policy Reports:

- “The Economics of Dual Pricing in Vertical Agreements” (with Jeanine Miklós-Thal), *Concurrents Review*, No 2-2022, Art. No 106194, May 2022.
- “Does Apple’s Agency Model Raise Ebook Prices” (with Øystein Foros and H.J. Kind), *VoxEU*, 14 November 2013, available at <http://www.voxeu.org/article/apple-s-pricing-and-ebooks>.
- Impact of Reverse-Fixed-Payments on Competition*, report commissioned by the Office of Fair Trading (OFT), London: UK, 306 pages, 4 July 2013, published on the web at http://webarchive.nationalarchives.gov.uk/20140402165103/http://oft.gov.uk/shared_oft/research/RVP.pdf.
- Anti-Competitive Effects of Resale Price Maintenance (RPM) in Fragmented Markets*, report commissioned by the Office of Fair Trading (OFT), London: UK, 189 pages, 7 February 2013, published on the web at http://webarchive.nationalarchives.gov.uk/20140402154636/http://oft.gov.uk/shared_oft/research/RPM.pdf.
- The Economics of Parities and Differentials*, report commissioned by the Office of Fair Trading (OFT), London: UK, 69 pages, 2 September 2012, public presentation given on 27 June 2012.
- “The Economics of Price Discrimination,” (with Janusz A. Ordover and Doug Fontaine), *Vodafone Policy Paper Series*, 11: 27-51, April 2010.

“Buyer Power in Merger Control,” (with Roman Inderst), in W.D. Collins (Ed.), *Issues in Competition Law and Policy* (pp. 1611-1635), Chicago: American Bar Association, 2008.

Working Papers:

“Tying, Bundling, and the Microfoundations of Double Marginalization,” (with Daniel P. O’Brien).

“Exclusive Contracts and Post-Entry Competition,” (with Bjørn Olav Johansen).

“Naked Exclusion, Consumer Surplus, and Welfare.”

“Cournot Competition with a Common Input Supplier,” (with Leslie M. Marx).

“Rent-Shifting, Exclusion, and Market-Share Contracts,” (with Leslie M. Marx).

“Bargaining in Distribution Channels with Multiproduct Retailers.”

“When is Double Marginalization a Problem,” (with Tommy Staahl Gabrielsen and Bjørn Olav Johansen).

“Using Lorenz Curves to Represent Firm Heterogeneity in Cournot Games,” (with Stephen W. Salant).

“Nash-in-Nash Bargaining with Price-Setting Firms: Contracts, Profits, and The Role of Slotting Fees,” (with Øystein Foros and Hans Jarle Kind).

“Less is More in Channel Coordination: Linear Wholesale Pricing May Outperform More Complex Contracts,” (with Øystein Foros and Hans Jarle Kind).

“Media Attention and Price Competition: Evidence from Norwegian Grocery Retailing,” (with Øystein Foros, Richard Friberg, Hans Jarle Kind, and Frode Steen)

Non-Teaching Awards/Honors:

Best Papers:

“Market-Share Contracts, Exclusive Dealing, and the Integer Problem” (with Zhijun Chen), *American Economic Journal: Microeconomics*, 11: 208-242, February 2019. Nominated by the editorial board of *Concurrent Review* as a shortlisted candidate for the 2019 Antitrust Writing Award in Economics (selected from among more than 500 articles reviewed in 2019).

“When Good News is Good for You: The Effects of Third-Party Information on the Division of Channel Profits” *Marketing Science*, Vol 21, No 3, 2002. Received the Citation of Excellence Award from the *Emerald Management Review* for being voted by their readers as one of the top fifty management articles from 2002 (from among more than 20,000 articles reviewed).

Grants/Fellowships:

ESRC–SSRC Visiting Fellowship, one of 14 international visiting fellowships in the social sciences, awarded jointly by the Economic and Social Research Council (UK) and the Social Science Research Council (USA) for the study of “Buyer Power in Merger Control,” 2005-2006.

National Science Foundation Grant, SES-0001903, awarded for the study of “Economic Analysis of Sequential Vertical Contracting,” with Leslie M. Marx, 2000-2002.

Livingston Research Scholar, one of two scholarships awarded annually in support of junior faculty research, Department of Economics, University of Michigan, 1993-1994.

Rothschild Research Scholar, one of two scholarships awarded annually in support of junior faculty research, Department of Economics, University of Michigan, 1991-1992.

Princeton University Fellowship, one of several university fellowships awarded annually in support of graduate research, Department of Economics, Princeton University, 1987-1989.

John M. Olin Fellowship, one of several awarded university fellowships annually in support of graduate research, Department of Economics, Princeton University, 1987-1988.

National Science Foundation Fellowship, one of 17 national fellowships in economics, awarded by the National Science Foundation in support of graduate research, 1984-1987.

Honor Societies:

Elected to Beta Gamma Sigma, honor society for AACSB accredited business schools, June 2000.

Elected to Phi Beta Kappa, honor society for accredited undergraduate institutions, May 1984.

Invited Testimonies/Keynote Addresses:

Gave invited testimony on the “Impact of Reverse-Fixed Payments on Competition,” presented at the Office of Fair Trading, London, UK, June 18, 2013.

Gave invited testimony on “The Anti-Competitive Effects of Resale Price Maintenance in Fragmented Markets,” presented at the Office of Fair Trading, London, UK, June 27, 2012.

Gave invited testimony on “The Economics of Parities and Differentials,” presented at the Office of Fair Trading, London, UK, June 27, 2012.

Gave invited testimony on the “Economic Theories of Harm from Resale Price Maintenance,” U.S. Federal Trade Commission’s Hearings on Resale Price Maintenance, February 19, 2009.

Gave keynote address on “Selective Price Cuts and Loyalty Rebates” at the 34th Annual European Association for Research in Industrial Economics Conference (the leading conference in Industrial Economics) at the University of Valencia in Valencia, Spain, September 2007.

Gave invited testimony on the competitive effects of slotting allowances and retailer buyer power, U.S. Federal Trade Commission’s Hearings on Slotting Allowances, June 1-2, 2000.

Gave invited testimony on the competitive effects of slotting allowances, U.S. Federal Trade Commission’s Hearings on Global and Innovation Based Competition, November 8, 1995.

Lifetime Recognition:

My research record, editorial service, and overall profile of accomplishments was selected for the 12th Edition of the Global Innovation Technologist Awards (INT 2025) under the category of “Best Researcher Award. “Dr. Greg Shaffer is a distinguished economist specializing in industrial organization, pricing strategies, and marketing channels. Currently holding the John M. Olin Distinguished Professorship at the Simon Business School, University of Rochester, he is internationally recognized for his influential research on antitrust, vertical relationships, and price discrimination. With decades of academic service and editorial leadership, Dr. Shaffer continues to shape the direction of applied microeconomic theory and policy.”

Named a 2024 Top Scholar by ScholarGPS, for lifetime accomplishments over all fields and in the field of Economics. “Your strong publication record, the impact of your work, and the notable quality of your scholarly contributions have placed you in the top 0.5% of all scholars worldwide.” Rankings based on the ScholarGPS database of over 30 million scholar profiles.

Paper/Prize Selection Committees:

Member of the Scientific Committee of the 6th Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, June 2022.

Member of the Scientific Committee of the 5th Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2019.

Member of the Scientific Committee of the 4th Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, June 2018.

Member of the Scientific Committee of the 3rd Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2017.

Member of the Scientific Committee of the 2nd Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2016.

Member of the Scientific Committee of the 1st Annual Bergen Centre for Competition Law and Economics conference on Competition Policy, Bergen, Norway, April 2015.

Co-Chair (with Juanjuan Zhang) of the 13th Summer Institute in Competitive Strategy Conference (SICS), responsible for selecting all scientific papers, Berkeley, CA, July 2015.

Member of the Organizing Committee for the 6th Annual International Industrial Organization Conference, responsible for selecting all scientific papers, Arlington, VA, May 2008.

Member of the Organizing Committee for the 5th Annual International Industrial Organization Conference, responsible for selecting all scientific papers, Savannah, GA, April 2007.

Member of the 2008 Compass-Lexecon Prize Selection Committee (given to the economic paper in 2008 that made the most significant contribution to the understanding of competition policy).

Member of the 2007 Compass Prize Selection Committee (given to the economic paper in 2007 that made the most significant contribution to the understanding of competition policy).

Member of the 2006 Compass Prize Selection Committee (given to the economic paper in 2006 that made the most significant contribution to the understanding of competition policy).

Other Awards/Honors:

Certified Pricing Professional Degree (one of the first ever awarded by the Professional Pricing Society), awarded at the 19th Annual Fall Pricing Conference, Miami, October 28, 2008.

Adams Prize in Econometrics, given annually for the best econometrics project, Department of Economics, Swarthmore College, May 1984.

Graduated with High Honors in Economics and Math, Swarthmore College, May 1984.

Other Professional Activities:

Memberships:

European Association for Research in Industrial Economics

INFORMS College on Marketing

American Economics Association

Ad-Hoc Referee:

I have served as an ad-hoc referee for the following academic journals and government agencies: *American Economic Journal: Microeconomics*, *American Economic Review*, *American Economic Review: Insights*, *Applied Economics*, *Berkeley Electronic Press: Advances in Economic Analysis & Policy*, *Bulletin of Economic Research*, *Canadian Journal of Economics*, *Economic Analysis & Policy*, *Economic Inquiry*, *Economic Journal*, *Economics & Business Letters*, *Economics Letters*, *Economic Modeling*, *Economic Notes*, *European Economic Review*, *European Journal of Law and Economics*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of the Economics of Business*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *Journal of Business*, *Journal of Competition Law and Economics*, *Journal of Development Economics*, *Journal of Economic Behavior and Organizations*, *Journal of Economic Theory*, *Journal of Economics and Business*, *Journal of Economics and Management Strategy*, *Journal of European Economic Association*, *Journal of Environmental Economics and Management Strategy*, *Journal of Industrial Economics*, *Journal of Industry, Competition and Trade*, *Journal of Institutional and Theoretical Economics*, *Journal of International Economics*, *Journal of Law and Economics*, *Journal of Law, Economics, and Organization*, *Journal of Legal Studies*, *Journal of Marketing Research*, *Journal of Political Economy*, *Journal of Regulatory Economics*, *Journal of Retailing*, *Management Science*, *Journal of Risk and Insurance*, *Managerial and Decision Economics*, *Marketing Science*, *MIT Sloan Management Review*, *National Science Foundation*, *Quantitative Marketing and Economics*, *Quarterly Journal of Economics*, *Quarterly Review of Economics and Business*, *Rand Journal of Economics*, *Review of Economic Studies*, *Review of Industrial Organization*, *Review of Law and Economics*, *Scandinavian Journal of Economics*, *Social Sciences and Humanities Research Council of Canada*, *Southern Economic Journal*.