

**Doh-Shin JEON**  
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**CURRENT POSITION:**

Associated Professor, Toulouse School of Economics, Université Toulouse 1  
Research Fellow (part time), CEPR  
Research Fellow (part time), Centro Sector Público - Sector Privado, IESE Business School

**PAST STUDIES:**

<b>SCHOOL</b>	<b>DEGREE</b>	<b>DATE</b>	<b>FIELD</b>
University of Toulouse 1	Ph. D.	1995-2000	Economics
Ecole Nationale de la Statistique et de l'Administration Economique (ENSAE)	Diplome	1993-1996	Statistics, Economics
Seoul National University	M.A.	1989-1991	Economics
Seoul National University	B.A.	1985-1989	Economics

**ACADEMIC/PROFESSIONAL EXPERIENCE:**

**Associate Professor with tenure**, Department of Economics and Business, Universitat Pompeu Fabra, Sep. 2006 – Aug. 2008

**Assistant Professor**, Department of Economics and Business, Universitat Pompeu Fabra, Sep. 2000 – Aug. 2006

**Research Fellow** (Since 2006-07, part time), SP-SP Center, IESE Business School

**Visiting Professor**, Department of Economics, Korea University, Jul.-Aug. 2006

**Visiting Fellow**, Department of Economics, Harvard University, Feb.-Sep. 1999

**Consultant**, The World Bank, 1999

**Assistant Researcher**, KIEP (Korea Institute for International Economic Policy), 1992

## **RESEARCH INTEREST:**

Industrial Organization, Contract theory, Theory of Organization

## **CLASSES TAUGHT**

### **At Toulouse School of Economics:**

Incentive Theory (Master 1, Since 2006-07)

Regulation and Antitrust “Economie Appliquee” (L3, Since 2008-09)

### **At UPF:**

Industrial Organization (GPEFM, For 2000-08 except 2005-06)

Regulation and Antitrust “Microeconomia Aplicada” (For 2001-08)

Theory of Organizations “Temes de la Microeconomia” (2000-01)

Elementary Microeconomics “Teoria Economica I” (2001-02)

## **GRANTS and AWARDS:**

1993-1999 Grant from POSCO (Pohang Steel Company) Society for Advanced Studies

2003-2008 *Ramon Y Cajal Grant* from the Spanish Ministry of Science and Technology

2007, 2008: Net Institute Summer Grant

## **REAEARCH**

### **PUBLISHED PAPERS:**

#### ◆ Two-Way Access Pricing in Telecommunications Industry:

“**On the Receiver-Pays Principle**” with Jean-Jacques Laffont and Jean Tirole, (University of Toulouse, France), *RAND Journal of Economics*, vol. 35 (1), Spring 2004, 85-110

“**A Retail Benchmarking Approach to Efficient Two-way Access Pricing: No Termination-Based Price Discrimination**” with Sjaak Hurkens (IAE, CSIC), vol. 39 (3), Autumn 2008, 822-49, *RAND Journal of Economics*

◆ The Market for Academic Journals and Economics of Science:

**“Bundling Electronic Journals and Competition among Publishers”** with Domenico Menicucci (University of Firenze, Italy), *Journal of the European Economic Association*, vol.4 (5), September 2006, 1038-83

**“The Pricing of Academic Journals: A Two-sided Market Perspective”** with Jean-Charles Rochet (University of Toulouse, France), forthcoming in *American Economic Journal: Microeconomics*

**“Money, Fame and Allocation of Talent: Brain Drain and the Institution of Science”** with Domenico Menicucci (University of Firenze, Italy) *Journal of Economic Behavior and Organization* vol. 66/3-4, 2008, 558-581

◆ Mechanism Design under Collusion

**“Optimal Second-degree Price Discrimination and Arbitrage: On the Role of Asymmetric Information among Buyers”** with Domenico Menicucci (University of Firenze, Italy), *RAND Journal of Economics*, vol. 36 (2), Summer 2005, 337-360

The paper also came out in *NAJ Economics*, Volume 5, August 2002 under the title **“Buyer Coalitions against Monopolistic Screening: On the Role of Asymmetric Information among Buyers”**

**“Mechanism Design under Collusion and Uniform Transfers”**, *Journal of Public Economic Theory*, vol. 7 (4), October 2005, 641-667

**“The Organization of Regulated Production: Complementarities, Correlation and Collusion”** with Jos Jansen (European University Institute) and Domenico Menicucci (University of Firenze, Italy), *International Journal of Industrial Organization*, 26: 327-353, 2008

◆ Theory of Organization: Downsizing

**“The Efficient Mechanism for Downsizing the Public Sector,”** with Jean-Jacques Laffont, *World Bank Economic Review*, vol. 13 (1), January 1999, 67-88, Special issue on public sector downsizing.

**“Labor Market Information Acquisition and Downsizing,”** with Jean-Jacques Laffont (University of Toulouse, France), *Review of Development Economics*, vol. 10(3), 2006, 345-364

**“Downsizing and Job Insecurity”** with Joel Shapiro (Universitat Pompeu Fabra), *Journal of the European Economic Association* vol.5 (5): 1043-1063, September 2007

#### **WORKING PAPERS:**

**“Interconnection among Academic Journal Websites: Multilateral versus Bilateral Interconnection”** with Domenico Menicucci (University of Firenze, Italy), IDEI Working Paper, 2009-10-30, revised and resubmitted to *the RAND Journal of Economics*

**“Bundling and Competition for Slots: On the Portfolio Effects of Bundling”** with Domenico Menicucci (University of Firenze, Italy), IDEI Working Paper 574

**“Bundling and Competition for Slots: Sequential Pricing”** with Domenico Menicucci (University of Firenze, Italy), IDEI Working Paper 576

**“Mobile Termination and Mobile Penetration”** with Sjaak Hurkens (IAE, CSIC), IDEI Working Paper 575

**“When is the Optimal Lending Contract in Microfinance State Non-Contingent?”** with Domenico Menicucci (University of Firenze, Italy) UPF Working Paper 893

**“A Leverage Theory of Reputation Building with Co-branding: Complementarity in Reputation Building”** with Jay Pil Choi (Michigan State University, U.S.) UPF Working Paper 1019

**“Relying on the Agent in Charge of Production for Project Evaluation”** UPF Working Paper 623

#### **WORK IN PROGRESS**

**“Dynamics of a Knowledge-Based Service Industry and Open Source”**, with Silvio Petriconi (UPF)

#### **PRESENTATION IN MEETINGS AND SEMINARS (since 2000 September)**

**“On the Receiver-Pays Principle”** Universidad Torcuato Di Tella (Buenos Aires), V Jornadas de Economía de las Telecomunicaciones y de las Tecnologías de la

Información 2001 (Madrid), ESEM 2001, Stanford Institute for Theoretical Economics 2002

**“Bundling Electronic Journals and Competition among Publishers”**

University of Bristol, University of Malaga, University of Montpellier, Universitat Pompeu Fabra, EARIE 2004, ESEM-EEA 2003, International IO Conference 2004 (Chicago), Far Eastern Meeting of Econometric Society 2004 and Toulouse conference on the economics of the software and Internet industries 2005

**“Optimal Second-degree Price Discrimination and Arbitrage: On the Role of Asymmetric Information among Buyers”** Barcelona JOC, Universidad Complutense de Madrid, University of Perpignan, Universitat Pompeu Fabra, University of Toulouse, EARIE 2002, North American Summer Meeting of Econometric Society 2002

**“Labor Market Information Acquisition and Downsizing,”** Latin American Economic Association Meeting 2001 (Montevideo)

**“A Simple Access Pricing Rule to Achieve the Ramsey Outcome in Two-Way Access”** Kiel-Munich workshop on economics of information and network industries 2005, EARIE 2005, KISDI

**“Downsizing and Job Insecurity”** European Summer Symposium in Economic Theory 2005 (Gerzensee)

**“Money, Fame and Allocation of Talent: Brain Drain and the Institution of Science”** Georgia Institute of Technology, Tinbergen Institute, Universitat Autònoma de Barcelona, Universitat Pompeu Fabra, University de Toulouse, ASSET 2004, North American Winter Meeting of Econometric Society 2005, Conference in Tribute to Jean-Jacques Laffont (2005), Conference on Higher Education, Multijurisdictionality and Globalisation (Mons, Belgium) 2005

**“Building an Honest Microfinance Organization: Embezzlement and the Optimality of Rigid Lending Contracts and Joint Liability”** Universidad de Carlos III 2005. ASSET 05 (Crete), University of Toulouse 2005, Far Eastern Meeting of Econometric Society (Beijing, 2006)

**“The Pricing of Academic Journals: A Two-sided Market Perspective”**

Korean Economic Association Meeting, Korea University, Jornada de Economía Industrial 2006, LACEA-LAMES (Mexico City, 2006), Toulouse conference on the economics of the software and Internet industries 2007, Workshop: Economic Perspectives on Scholarly Communication in a Digital Age (Michigan Ann Arbor, 2008)

**“A Leverage Theory of Reputation Building with Co-branding: Complementarity in Reputation Building”**, Hong Kong University of Science and

Technology, Korea University, National University of Singapore, Seoul National University, Universitat Pompeu Fabra, Yonsei University, PSE-CREST-Paris1, University of Toulouse, IO and Finance Workshop (IESE, June 2007)

**“A Retail Benchmarking Approach to Efficient Two-way Access Pricing”**  
Competition and Regulation Conference at Corfu, July 07, IDEI/Brugel Conference on Regulation, Competition and Investment in Network Industries, October 07, ARCEP (2008), CMT-UPF (2008)

**“Interconnection among Academic Journal Websites: Multilateral versus Bilateral Interconnection”**  
EARIE at Valencia, September 2007, IESE (2007), CEMFI (2007), Northwestern (2009)

**“Bundling and Competition for Slots”**  
Université de Cergy-Pontoise (2008), Korea University (2008), Net Institute Conference (2008), Université de Toulouse (2008), SED (2008), PET (2008), EARIE (2008), Georgia Institute of Technology (2009), Oxford (2009), Workshop on Market Power in Vertically Related Markets (2009, Toulouse), CSIO-IDEI IO Workshop 09.

**“Dynamics of a Knowledge-Based Service Industry and Open Source”**,  
Toulouse conference on the economics of the software and Internet industries 2009

**“Mobile Termination and Mobile Penetration”**,  
Telecom Workshop at ENST (Paris, 2009), IST (Lisbon 2009).

#### **OTHER ACTIVITIES FOR ACADEMIC COMMUNITY:**

Referee for *American Economic Review*, *Review of Economic Studies*, *Rand Journal of Economics*, *Journal of the European Economic Association*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of Industrial Economics*, *International Journal of Industrial Organization*, *European Economic Review*, *Canadian Journal of Economics*, *Labor Economics*, *Information Economics and Policy*