

CURRICULUM VITAE

Bruno JULLIEN

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Current positions

Adjoint Director, Toulouse School of Economics
Directeur de Recherche CNRS

Other, fellowships...

Senior Researcher, IDEI, Toulouse
Research Fellow, CEPR
Research Fellow, CESifo
Co-editor of International Journal of Industrial Organization
Member of Oxera Economic Council

Education

1988: Ph.D. Economics, Harvard University.
1984: "Statisticien Economiste", ENSAE, Paris.
1984: DEA "Analyse et Politique Economique", Ecole des Hautes
 Etudes en Sciences Sociales (EHESS)
1982: Graduated from Ecole Polytechnique, Paris.

Previous positions:

2007-2009: Part Time Professor, University of Bristol
1997-2005: Director of GREMAQ, University of Toulouse,

1992-2004: Professor, Ecole Polytechnique, Paris
1990-1996: Ecole Nationale de la Statistique et de l'Administration Economique, Paris.
1991-1996: Member of CREST-LEI, INSEE, Paris.
1988-1995: Member of CEPREMAP, Paris.
1990-1992: Chargé de conférence, EHESS, Paris.
1989-1991: Professor, Institut National des Télécommunications, Evry, France.
1986-1987: Research assistant, Harvard University.
1983-1986: Laboratoire d'Econometrie de l'Ecole Polytechnique, Paris.

Visiting professor: University of Wuhan (China), European University Institute (Firenze, Italy), University of Lausanne.

Honors

CNRS Bronze Medal, 1998
Officier de l'Ordre des Palmes Académiques
Sloan Dissertation Fellowship, Harvard University (1987-1988)
Prix Louis Armand (Ecole Polytechnique, 1982).

Research interests

Industrial organization, contract theory, regulation, competition policy, networks, IT and Internet, the economics of information, insurance and risk.

Organization of conferences

1. Chairman of the Program Committee for Econometric Society European Congress (ESEM-TAE) 2006
2. IDEI/Bruegel Conference "Regulation, Competition and Investment in Network Industries", Brussels, 2007.
3. The Economics of the Health Care and the Pharmaceutical Industry, Toulouse,, 2008.
4. Competition Policy in Two-Sided Markets, Toulouse 2006
5. Regulation of Media Markets, Toulouse, 2004
6. The Economics of Electronic Communication Markets, Toulouse, 2004
7. Competition policy in international markets, Toulouse, 2003.
8. The economics of software and internet industries (2nd), Toulouse, 2003.
9. The economics of software and internet industries, Toulouse, 2001.
10. Economics and Psychology, Toulouse, 1999.

11. International conference in the economics of mobile communications, 1994.
12. Financial contracts and the theory of the firm, Banque de France, 1990.

Referee for reviews

Econometrica, Journal of Political Economics, American Economic Review, Review of Economic Studies, Rand Journal of Economics, Journal of Economic Theory, Economic Letter, Journal of Public Economics, Economic Journal, European of Economic Review, International Journal of Industrial Organization, Journal of Economics, Journal of Economic Dynamics and Control, Journal of Economics and Management Strategy, Annales d'Economie et de Statistique, Revue d'Economie Politique.

Journal articles:

1. "Competitive Business Cycles in an Overlapping Generations Economy with Productive Investment", *Journal of Economic Theory* (1988), vol. 46, N°1, p 45–65, reprinted in *Cycles and Chaos in Economic Equilibrium*, Princeton University Press (1992).
2. "Ordinal Independence in Nonlinear Utility Theory", *Journal of Risk and Uncertainty* 1, p. 355–387, with J. Green (1988).
3. "Optimal Learning by Experimentation", *Review of Economic Studies* , 58, p.621–654, with Ph. Aghion, P. Bolton and C. Harris (1991).
4. "Dynamic Duopoly with Learning Through Market Experimentation", *Economic Theory*, 3, p. 517–539, with Ph. Aghion and M.P. Espinoza (1993).
5. "Information, stabilité des prix et bien-être", *Annales d'économie et de statistique* 32, p. 1–16, (1993).
6. "Measuring the Incidence of Insider Trading: A Comment on Shin", *Economic Journal*, vol 104, N° 427, p 1418–19, with B. Salanié, (1994).
7. "Competing Vertical Structures: Precommitment and Renegotiation", *Econometrica*, vol. 63, No 3, p 621–646, with B. Caillaud and P. Picard (1995).
8. "Managerial Incentives Based on Acquisition of Information", *Journal of Economic and Management Sciences*, vol. 4, N° 3, p 427–444, with B. Caillaud (1995).
9. "Tarification, Discrimination and Contournement", *Annales des Télécommunications*, vol 50, n° 2, p 348–358, with N. Curien and P. Rey (1995).

10. "National vs European Industrial Policies: Bargaining, Information and Coordination of Incentives", *European Economic Review*, vol. 40, n° 1, with B. Caillaud and P. Picard (1996).
11. "Hierarchical Organization and Incentives", *European Economic Review, Papers and Proceedings*, with B. Caillaud and P. Picard (1996).
12. "Information et organisation des processus de décision publique", *Revue d'économie politique*, vol. 106, n° 1, p. 15–37, with B. Caillaud and P. Picard (1996).
13. "L'impact des options extérieures sur les échanges en information asymétrique", *Revue économique* (1996).
14. "Common Market with Regulated Firms", *Annales d'Economie et de Statistique*, 47, p. 65–101, with B. Caillaud and P.P. Combes, (1997).
15. "La régulation des monopoles publics", in A. Perrot (ed.), *Concurrence et Réglementation*, Economica (1997), with P.P. Combes and B. Salanié.
16. "Pricing Regulation under Bypass Competition", *Rand Journal of Economics*, vol. 2, 29, p.259-279, with N. Curien and P. Rey, (1998).
17. "A Classical Model of Involuntary Unemployment: Efficiency Wages and Macroeconomic Policy", *Journal of Economic Theory*, vol. 78, 2, p.263-285, with P. Picard, (1998).
18. "Analyse économique du système CAT-NAT", *Risques* 34 (1998).
19. "Should More Risk Averse Agent Exert More Effort", *Geneva Papers of Risk and Insurance* 24, p.19-28, with Bernard Salanié and François Salanié (1999).
20. "Modeling Time Inconsistent Preferences", *European Economic Review, papers and proceedings*, 44, p. 1116-1124, with B. Caillaud (2000).
21. "Participation Constraints in Adverse Selection Models", *Journal of Economic Theory* 93, p 1-47 (2000).
22. "Estimating Preferences under Risk: The Case of Racetrack Bettors", *Journal of Political Economy* 108, 3, p. 503-530, with B. Salanié (2000).
23. "Corporate Demand for Insurance with Optimal Financial Contracting", *Economic Theory*, 16 (1), p. 77-105, with B. Caillaud and G. Dionne. (2000)
24. "Scientific Progress and Irreversibility: An Economic Interpretation of the Precautionary Principle", *Journal of Public Economics* 75, 229-253, with C. Gollier and N. Treich (2000).
25. "Economie de l'Industrie", *Encyclopédie Universalis* (2001).

26. "Competing Cybermediaries", *European Economic Review, papers and proceedings*, Vol 45, 4/6, 797-808, with B. Caillaud (2001).
27. "E-Commerce: quelques éléments d'économie industrielle", *Revue Economique*, 52, special issue: *Economie de l'Internet*, 97-118, with Alexandre Gaudeul (2001).
28. "Economie de l'information et Internet", *Revue Economique*, 52(3), p 633-642, with Alexandre Gaudeul (2001).
29. "Chicken and Egg: Competition among Intermediation Service Providers", *Rand Journal of Economics*, Vol 34, 2, 309-328 (2003), with Bernard Caillaud.
30. "La régulation en pratique », *Revue d'Economie Politique*, 3, 273-284, with J.C. Rochet (2005).
31. "Screening Risk-Averse Agents under Moral Hazard", *Economic Theory*, 1, 151-191, with Bernard Salanié and François Salanié (2007).
32. "Auction and the Informed Seller Problem", *Games and Economic Behavior*, 56, 2, 225-258, with T. Mariotti (2006).
33. "Asymmetric Information in Insurance: Some Testable Implications", *Rand Journal of Economics*, Vol 37, 4, Winter 2006, 783-798, with Pierre André Chiappori, Bernard Salanié and François Salanié (2006).
34. "Resale Price Maintenance and Tacit Collusion", *Rand Journal of Economics*, Vol 38, 4, Winter 2007, 983-1001, with Patrick Rey (2007).
35. "Formal and Informal Risk Sharing in LDCs: Theory and Empirical Evidence", *Econometrica*, Vol. 76, 4, 679-726, with Pierre Dubois and Thierry Magnac (2008).
36. "Advertising, Competition and Entry in Media Industries", *Journal of Industrial Economics*, vol. 57(1), pages 7-31, with C. Haritchabalet and C. Crampes (2009).

Books, chapters and reports

37. *Eléments de Microéconomie : exercices et corrigés*, Montchretien, Paris, with P. Picard, 1991, revised 2002.
38. "Pratique des prix imposés et collusion", Report for Direction de la Prévision, Ministry of Finance, France, 1997, with Patrick Rey and Thibaud Vergé.

39. *The Economics of Tacit Collusion*, Report for the DG Competition, European Commission, 2004, with M. Ivaldi, P. Rey, P. Seabright and J. Tirole.
40. *The Economics of Unilateral Effects*, Report for the DG Competition, European Commission, 2004, with M. Ivaldi, P. Rey, P. Seabright and J. Tirole.
41. "Mobile to Mobile Call Termination" in *Regulating Mobile Call Termination, Vodafone Policy Paper Series 1*, 2004, with Patrick Rey.
42. "Empirical Evidence on the Preferences of Racetrack Bettors", with Bernard Salanié, forthcoming in D. Hausch and W. Zemia (eds.) *the Efficiency of Sport and Lottery Markets*, Elsevier: Handbooks In Finance series.
43. "Two-Sided Markets and Electronic Intermediation", in G. Illing and M. Peitz (eds.), *Industrial Organization and the Digital Economy*, MIT Press, 2007.
44. "E-commerce, two-sided markets and info-mediation", with A. Gaudeul, forthcoming in E. Brousseau and N. Curien (eds.), *Internet and Digital Economics*, Cambridge University Press, 2007.
45. "Pricing and other business strategies for e-Procurement platforms", in Dimitri, Spiga and Spagnolo (eds.) *Handbook of Procurement*, Cambridge University Press, 2006.
46. "The Economics of Tacit Collusion in Merger Analysis", *The Political Economy of Antitrust*, Vivek Ghosal and Johan Stennek eds, with M. Ivaldi, P. Rey, P. Seabright and J. Tirole, 2007.

Working Papers and work in progress

47. "Mobile Call Termination Revisited", *IDEI Working Paper 551*, April 2009, with Patrick Rey and Wilfried Sand-Zantman.
48. "Designing a Two-Sided Platform: When To Increase Search Costs?", *IDEI Working Paper*, n. 473, with Andrei Hagiu, 2008.
49. "Price Skewness and Competition in Multi-Sided Markets," *IDEI Working Papers 504*, 2008.
50. "The Market for Lawyers: On the Value of Information on the Quality of Legal Services", *IDEI Working Paper*, n. 485, November 2007, with Elisabetta Iossa.
51. "Tying and Freebies in Two-Sided Markets", *IDEI Working Paper*, n. 445, March 2007, with Andrea Amelio.

52. "Retail Price Regulation and Innovation: Reference Pricing in the Pharmaceutical Industry", *IDEI Working Paper*, n. 432, December 2006. (with David Bardey and Antoine Bommier)
53. "Expertise and Bias in Decision Making", mimeo, with Sylvain Bourjade.
54. "Competing in Network Industries: Divide and Conquer", CEPR Discussion Paper 2885, IDEI Working Paper 112.
55. "Risk Sharing with Formal and Informal Contracts: Theory, Semi-Parametric Identification and Estimation", with Pierre Dubois and Thierry Magnac.
56. "Toward a Theory of Self-Restraints", IDEI Working Paper, with B. Caillaud and D. Cohen.