

# **Lars-Hendrik Röller**

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and Technology (ESMT)  
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## **Current Employment**

President, European School of Management and Technology (ESMT), Berlin

Professor of Economics, Chair "Institute of Industrial Economics", Humboldt University, Berlin

Research Professor, "Innovation and Competition", Wissenschaftszentrum Berlin für Sozialforschung (WZB).

## **Education**

Ph.D. in Economics, University of Pennsylvania, Philadelphia, Pennsylvania, U.S.A., *Essays in the Theory and Application of Contestable Markets*, doctoral dissertation, University of Pennsylvania, UMI, December 1987.

M.A. in Economics, University of Pennsylvania, Philadelphia, Pennsylvania, U.S.A., 1983.

M.Sc. in Computer and Information Science (Artificial Intelligence), University of Pennsylvania, Philadelphia, Pennsylvania, U.S.A., 1982.

B.S. in Computer Science, Magna Cum Laude, Texas A&M University, College Station, Texas, U.S.A., 1981.

## **Past Employment**

Chief Competition Economist, European Commission, 2003-2006.

Director, Institute "Competitiveness and Industrial Change", Wissenschaftszentrum Berlin für Sozialforschung (WZB), 1994-2007.

Professor of Economics, INSEAD, Fontainebleau, France, 1995-1999.

Associate Professor of Economics, INSEAD, 1991-1995.

Assistant Professor of Economics, INSEAD, 1987-1991.

Professor of Economics, Norwegian School of Economics and Business Administration (NHH), 2003.

Visiting Scholar, Graduate School of Business, Stanford University, 1993.

Visiting Scholar, Department of Economics and C.V. Starr Center for Applied Economics, New York University, 1992.

Visiting Professor, Department of Applied Economics, Universitat Autònoma de Barcelona, 1989.

Lecturer, Department of Economics, University of Pennsylvania, 1986.

Research Assistant, Institute for Law and Economics, University of Pennsylvania, 1986-1987.

Research Assistant, Department of Economics, University of Pennsylvania, 1983-1986.

### ***Affiliations and Memberships***

President, E.A.R.I.E., The European Association for Research in Industrial Economics, 2005-

Member of the Board (Kuratorium), DIW, Berlin, 2006-

Non-Resident Senior Fellow, BRUEGEL ("Brussels European and Global Economic Laboratory"), 2006-

Research Fellow, Centre for Economic Policy Research (CEPR), London, 1992-

Member, Scientific Committee of the INSEAD Foundation, 1999-

Member, Advisory Board, Centre for Competition Policy (CCP), University of East Anglia, Norwich, U.K., 2004-

Member, Conselho Consultativo, Universidade Nova de Lisboa, Portugal, 2005-

Member, Alexander von Humboldt Foundation, Scientific Council for Transatlantic Cooperation (TransCoop), 2003-

Programme Director, Industrial Organization, Centre for Economic Policy Research (CEPR), London, 1996-2003.

Member, Scientific Council, BRUEGEL ("Brussels European and Global Economic Laboratory"), 2005-2006.

Member, German-French Council of Economic Advisers, 2003-2006.

Vice-Chairman, Advisory Board (Wissenschaftlicher Beirat) of the DIW, Berlin, 2002-2006.

Member, Executive Board (Erweiterter Vorstand) of the German Economic Association (Vereins für Socialpolitik), 2001-2003.

Member, Executive Board, E.A.R.I.E., The European Association for Research in Industrial Economics, 1999-2004.

Research Fellow, Forschungsinstitut zur Zukunft der Arbeit (IZA), Bonn, 1999-2006

Member, Vereins für Socialpolitik, Industrieökonomischer Ausschuss.

Participant, NBER Summer Institute on Productivity and R&D, Cambridge, Mass., 1989-1992.

Member, American Economic Association.

Member, European Economic Association.

### **Honors and Awards**

Fellow of the European Economic Association, since 2004.

Gossen Award 2002, given by the Verein für Socialpolitik (German Economic Association) to honor an economist from the German language area whose work has gained international reputation.

Best Teacher Award, INSEAD 1998.

Upsilon Pi Epsilon - Honor Society in the Computing Sciences, 1981.

Dean's Honor Award for Outstanding Academic Achievement, 1980 and 1981.

Distinguished Student Award, 1980.

### **Editorial Service**

Advisory Board, *Journal of Competition Law and Economics*, since 2004

Editor, *Journal of German and European Competition Law*, (Wettbewerb und Wirtschaft), since 2007

Associate Editor, *Journal of Productivity Analysis*, since 2003

Editor, *International Journal of Industrial Organization*, 1999-2004.

Editorial Board, *Journal of Industrial Economics*, 1999-2004.

Associate Editor, *Journal of Industrial Economics*, 1997-1999.

Associate Editor, *International Journal of Industrial Organization*, 1993-1999.

Editor, *Managerial and Decision Economics*, 1993-1998.

Panel Member, *Economic Policy*, 1996-1997.

Steering Committee, *Monitoring European Deregulation*, 1998-1999.

### **Major Research Grants**

BMBF Project on "Internet and Value Chains", 2003-2007.

EU-RTN Project on "Competition Policy in International Markets" (scientist in charge), ECU 1.5 million, 2002-2006.

EU-RTN Project on "Product Markets, Financial Markets and the Pace of Innovation in Europe", ECU 1.5 million, 2000-2004.

EU-TMR Project on "The Evolution of Market Structure in Network Industries" (scientist in charge), ECU 1.5 million, 1998-2002.

SFB-Transregio „Governance und die Effizienz Ökonomischer System“, Project on „Neue Märkte und Endogene Regulierung: Ein politökonomischer Ansatz“, 2004-

DFG Project on "Die politische Ökonomie von Deregulierungsprozessen: Ein empirischer Ansatz", 2001-2003.

DFG Project on "Deutsche Auslandsinvestitionen in Osteuropa: Theorie und Evidenz", 1998-2001.

DFG Project on "Die Auswirkung regionaler Infrastrukturunterschiede auf Produktivität und Marktstruktur: Theorie und Evidenz für Deutschland und Frankreich", 1998-2001.

DFG Project on "Tarifverhandlungen und Märkte", 1998-2001.

### **Program Committees and Organization**

E.A.R.I.E.- Conference, Program Committee (Chair) 2004.

Verein für Socialpolitik, Program Committee (Chair), Jahrestagung, 2003.

International Industrial Organization Society (IIOS) Conference, (co-chair of Program Committee) Boston, 2003.

E.A.R.I.E.- Conference, Program Committee, 1996, 1997, 1998, 1999, 2000, 2002, 2004.

European Economic Association, Program Committee, 1995, 1999.

Verein für Socialpolitik, Program Committee, Jahrestagung, 1998, 1999, 2002.

Convenor, GAAC Summer Institute on "Institutions and Growth", Center for Advanced Study in the Behavioral Sciences, Stanford University, July 1999.

### **Ph.D. Supervision**

Luis Almeida Costa, *On the Deployment of Innovations that Enhance Vertical Product Differentiation*, INSEAD, 1994.

Alexander Schrader, *Vertical Integration in the Market for North Sea Oil*, European University Institute, 1995.

Dorothea Kuebler, *Three Essays on Adverse Selection and Labor Contracts*, Humboldt University, 1997.

Andrew Lewis, *Essays on Imperfect Competition and Firm Heterogeneity*, European University Institute, 1998.

Anja Schwerk, *Dynamik von Unternehmenskooperationen*, Humboldt University, 1998.

Dieter Köster, *Wettbewerb in Netzprodukten*, Humboldt University, 1998.

Stefan Profit, *Job Search, Regional Mobility and Job-Matching: An Empirical Investigation of Regional Labor Markets in the Czech Republic and Britain*, Humboldt University, 1999.

Christoph Schenk, *Cooperation between Competitors – Subcontracting and the Influence of Information, Production and Capacity on Market Structure and Competition*, Humboldt University, 1999.

Uwe Dulleck, *Essays on Bounded Rationality and Expert Services*, Humboldt University, 1999.

Jos Jansen, *Essays on Incentives in Regulation and Innovation*, Tilburg University, 2000.

Ralph Siebert (main thesis advisor), *Innovation, Research Joint Ventures, and Multiproduct Competition*, Humboldt University, 2000.

Talat Mahmood, *Hazard Rates, Market Structure, and Geography: The Dynamic Post-Entry Performance of New Business Start-Ups*, Technische Universität Berlin, 2000.

Hans W. Friederiszick, *Wettbewerb und Firmenkooperation*, Freie Universität Berlin, 2000.

Hans Mewis (main thesis advisor), *Essays on Herd behavior and Strategic Delegation*, Humboldt University, 2000.

Stephan Tokar, European University Institute, 2001.

Andreas Stephan (main thesis advisor), *Essays on the Contribution of Public Infrastructure to Private Production and its Political Economy*, Humboldt University, 2001.

Christine Zulehner (main thesis advisor), *Essays in Empirical Industrial Organization*, Humboldt University, 2001.

Steffen Brenner, *Four Essays on Differentiated Products, Consumers and Firms*, Humboldt University, 2002.

Rainer Nitsche (main thesis advisor), *Competition Policy in Multimarket Industries*, Humboldt University, 2002.

Tomaso Duso (main thesis advisor), *The Political Economy of the Regulatory Process: An Empirical Approach*, Humboldt University, 2002.

Goncalo Pacheco-de-Almeida, *Time Compression Diseconomies and Strategic Investment Decisions*, INSEAD, 2002.

Qi Su, *International Trade, Market Risk, and Multinational Corporations*, Humboldt University, 2003.

Astrid Jung (main thesis advisor), *Essays in Empirical Industrial Economics*, Humboldt University, 2003.

Grajek, Mihkał (main thesis advisor), *Network Effects, Compatibility, and Adoption of Standards: Essays in Empirical Industrial Economics*, Humboldt University, 2004.

## **Referee**

American Economic Review, RAND Journal of Economics, Journal of Economic Theory, Review of Economic Studies, Economic Journal, European Economic Review, Southern Economic Journal, Review of Economics and Statistics, Journal of Industrial Economics, International Journal of Industrial Organization, Journal of Development Economics, Journal of Productivity Analysis, Managerial and Decision Economics, Research Policy, Journal of Economics and Management Strategy, Australian Journal of Management, Regional Science and Urban Economics, Scandinavian Journal of Economics, Zeitschrift für Betriebswirtschaft, Zeitschrift für Wirtschafts- und Sozialwissenschaften, German Economic Review.

## **Journal Publications**

"Why Firms form (or don't form ) RJVs" (with Mihkel Tombak and Ralph Siebert), Economic Journal, forthcoming.

"The Political Economy of European Merger Control: Evidence using Stock Market Data" (with Tomaso Duso and Damien Neven), Journal of Law and Economics, forthcoming.

"A Political Economy Model of Infrastructure Allocation: An Empirical Assessment", (with Olivier Cadot and Andreas Stephan), Journal of Public Economics, vol. 90, no. 6/7, pp. 1133-1153, 2006.

"Endogenous Costs and Price-Cost Margins", (with Damien J. Neven and Zhentang Zhang), Journal of Industrial Economics, Vol. LIV (September), 351-368, 2006.

"On the Workings of a Cartell: Evidence from the Norwegian Cement Industry" (with Frode Steen), American Economic Review, Vol. 96 (1), 321-338, 2006.

"Consumer Surplus vs. Welfare Standard in a Political Economy Model of Merger Control", (with Damien J. Neven), International Journal of Industrial Organization, Vol. 23 (December), 829-848, 2005.

- "Bundling of Social and Private Goods and the Soft Budget Constraint" (with Zhentang Zhang), *Journal of Comparative Economics*, 33, 47-58, 2005.
- "Complementarity in Innovation Policy", (with Pierre Mohnen), *European Economic Review*, Vol. 49 (August), 1431-1450, 2005.
- "Estimating Price-Cost Markups under Nonlinear Pricing Competition", (with Eugenio Miravete), *Journal of the European Economic Association*, Vol. 2, 526-535, 2004.
- "On the Scope of Conflict in International Merger Control", (with Damien J. Neven), *Journal of Industry, Competition and Trade*, Vol. 3, No. 4, 235-249, 2003.
- "Endogenous Deregulation: Evidence from OECD Countries", (with Tomaso Duso), *Economic Letters*, Vol. 81, No. 1, 67-71, October, 2003.
- "Telecommunications Infrastructure and Economic Development: A Simultaneous Approach", (with Len Waverman), *American Economic Review*, December, 2001.
- "The Allocation of Jurisdiction in International Antitrust", (with Damien J. Neven), *European Economic Review*, Vol. 44, 845-855, September 2000.
- "Capacity and Product Market Competition: Measuring Market Power in a 'Puppy-Dog' Industry", (with Robin C. Sickles), *International Journal of Industrial Organization*, Vol. 18, No. 6, 2000.
- "An Aggregate Structural Model of Competition in the European Banking Industry", (with Damien Neven), *International Journal of Industrial Organization*, Vol. 17, No. 7, 1999.
- "The Relative Impact of Actual and Potential Rivalry on Firm Profitability in the Pharmaceutical Industry" (with Karel Cool and B. Leleux), *Strategic Management Journal*, 20, 1-14, 1999.
- "Some Evidence on Customer 'Lock-In' in the French Mutual Funds Industry", (with Jean Dermine and Carole Bonanni), *Applied Economic Letters*, 5, 275-279, 1998.
- "Collusive Conduct in Duopolies: Multimarket Contact and Cross-Ownership in the Mobile Telephone Industry" (with Philip Parker), *RAND Journal of Economics*, Volume 28, No. 2, 304-322, Summer 1997.
- "On the Heterogeneity of Firms", (with Bernard Sinclair-Désgagné), *European Economic Review*, 40, 531-539, 1996.
- "Rent Sharing in the European Airline Industry", (with Damien J. Neven), *European Economic Review*, 40, 933-940, 1996.
- "Airline Efficiency Differences between Europe and the U.S.: Implications for the Pace of EC Integration and Domestic Regulation", (with David Good and Robin C. Sickles), *European Journal of Operations Research*, 80, 508-518, 1995.
- "On the Timing of Adoption of Multiproduct Technologies", (with Taekwon Kim and Mihkel M. Tombak), *Naval Research Logistics*, Vol. 38, 377-394, 1994.
- "Preemptive Investment with Resalable Capacity", (with Murugappa Krishnan), *RAND Journal of Economics*, Vol. 24, No. 4, 479-502, Winter 1993.

"Competition and Investment in Flexible Technologies", (with Mihkel M. Tombak), *Management Science*, Vol. 39, No. 1, 107-115, January 1993.

"The European Satellite Industry: Prospects for Liberlization" (with Damien Neven and Len Waverman), *Economic Policy*, 17, October 1993.

"Efficiency and Productivity Growth Comparisons of European and U. S. Air Carriers: A First Look at the Data", (with David Good, Ishaq Nadiri, and Robin C. Sickles), *Journal of Productivity Analysis*, Vol 4, 115-125, 1993.

"U.S. Airline Deregulation: Implications for European Transport" (with David Good and Robin C. Sickles), *Economic Journal*, 103, 1028-1041, July 1993.

"Trade Liberalization, Transportation, and the Environment", (with Landis Gabel), *Energy Journal*, Vol. 13, No 3, 185-206, 1992.

"Economies of Scale and Scope in French Mutual Funds", (with Jean Dermine), *Journal of Financial Intermediation*, 2, 83-93, 1992.

"Strategic Choice of Flexible Production Technologies and Welfare Implications: Addendum et Corrigendum," (with Taekwon Kim and Mihkel M. Tombak), *Journal of Industrial Economics*, Volume XL, No. 2, 233-235, June 1992.

"Strategic Aspects of Flexible Production Technologies: Theory and Evidence", (with Mihkel M. Tombak), *International Journal of Production Economics*, 23, 197-204, December 1991.

"European Integration and Trade Flows", (with Damien J. Neven), *European Economic Review*, Vol. 35, No. 6, 1295-1310, August 1991.

"Proper Quadratic Cost Functions with an Application to AT&T", *Review of Economics and Statistics*, Vol. 72, No. 2, 202-210, May 1990.

"Modeling Cost Structure: The Bell System Revisited," *Applied Economics*, Vol. 22, No.12, 1661-1674, September 1990.

"Regulatory Policies in Markets for Delicate Medical Procedures", (with Murugappa Krishnan), *Economics Letters*, Vol. 33, No.4, 375-383, August 1990.

"Strategic Choice of Flexible Production Technologies and Welfare Implications," (with Mihkel M. Tombak), *Journal of Industrial Economics*, Vol. 38, No. 4, 417-431, June 1990.

"Patenting by Manufacturing Firms in India: Its Production and Impact," (with Anil B. Deolalikar), *Journal of Industrial Economics*, Vol. 37, No. 3, 303-314, March 1989.

## **Books**

Die Soziale Marktwirtschaft in der neuen Weltwirtschaft, Edition Sigma, Berlin, 2001.

The Political Economy of Industrial Policy: Does Europe have an Industrial Policy?, Edition Sigma, Berlin, 2000.

Europas Nätverksindustrier: Telekommunikationer Avregleringen i Europa, SNS Förlag, ISBN 91-7150-704-3, Stockholm, 1999.

The Corporate Structure of UK and German Manufacturing Firms: Changes in Response to the SEM, Anglo-German Foundation, ISBN 1 900834 13 8, London, 1999.

Europe's Network Industries: Conflicting Priorities, Monitoring European Deregulation 1, CEPR, London, 1998.

Situation und Perspektiven der deutschen Raumfahrtindustrie, Dunker & Humblot, Berlin, 1998.

### **Chapters in Books**

"Economic Analysis of Article 82", Kluwer Law International, forthcoming.

"Ökonomische Analyse in der EU Wettbewerbspolitik. Ein erstes Résumé", (with Hans W. Friederiszick), 13. Internationales Kartellrechtsforums, St. Gallen, Helbing & Lichtenhanh, Band 8, 2007.

"European State Aid Control: an economic framework", (with Hans W. Friederiszick and Vincent Verouden), in Advances in the Economics of Competition Law, Cambridge, Mass.: MIT Press, forthcoming.

"EC State Aid Control: an economic perspective", (with Hans W. Friederiszick and Vincent Verouden), in THE EU STATE AID REGIME, Cameron May Press, forthcoming.

"Ökonomische Analyse des Begriffs "significant impediment to effective competition", (with Andreas Strohm) in Münchener Kommentar, Beck (ed.), forthcoming.

"Efficiency Gains from Mergers". (with Johan Stennek and Frank Verboven), in European Merger Control: Do We Need an Efficiency Defense, Edward Elgar, 2006.

"Economic Analysis and Competition Policy Enforcement in Europe", in Modelling European Mergers: Theory, Competition and Case Studies, Edward Elgar, 2005.

"Der ökonomische Ansatz in der europäischen Wettbewerbspolitik", in Monopolkommission: Zukunftsperspektiven der Wettbewerbspolitik, Nomos Verlag (ed.), Colloquium anlässlich des 30-jährigen Bestehens der Monopolkommission, 2005.

"The Transatlantic Antitrust Dialogue", in Current Competition Law, The British Institut of International and Comparative Law, Vol III, 142-152, 2005.

"Ökonomische Analyse in der EU Wettbewerbspolitik", (with Hans W. Friederiszick), in Neueste Entwicklungen im europäischen und internationalen Kartellrecht, 11. Internationales Kartellrechtsforums, St. Gallen, Helbing & Lichtenhanh, Band 6, 2005.

"Efficiency and Productivity Growth Comparisons of European and U. S. Air Carriers: A First Look at the Data", (with David Good, Ishaq Nadiri, and Robin C. Sickles), in Recent Developments in Transport Economics, Kluwer Academic Publishers, 2003.



"Discrepancies between Markets and Regulators: an Analysis of the First Ten Years of EU Merger Control" (with Damien J. Neven), in The Pros and Cons of Merger Control, Swedish Competition Authority, 2002.

"Internationale Wettbewerbspolitik in der Neuen Weltwirtschaft" by Lars-Hendrik Röller und Christian Wey in Die soziale Marktwirtschaft in der neuen Weltwirtschaft, Edition Sigma, Berlin, 2001.

"The Political Economy of State Aids: Econometric Evidence for the Member States" by Damien J. Neven and Lars Hendrik Röller in The Political Economy of Industrial Policy: Does Europe have an Industrial Policy?, Edition Sigma, Berlin, 2000.

"Entwicklungen und Perspektiven der bundesrepublikanischen Beihilfepolitik", (mit Dietmar Harhoff), WZB-Jahrbuch, Edition Sigma, ISBN 3-89404-259-8, Berlin, 1999.

"The Impact of Telecommunications Infrastructure on Economic Growth and Development: A First Look at the Data", (with Len Waverman), in The Implications of Knowledge-Based Growth for Micro-Economic Policies, The University of Calgary Press, February 1996.

"EC Integration and the Structure of the Franco-American Airline Industries: Implications on Efficiency and Welfare", (with David Good and Robin C. Sickles), Models and Measurement of Welfare and Inequality, Ed. W. Eichhorn, et. al, Springer-Verlag, 1994.

"Efficiency and Productivity Growth Comparisons of European and U. S. Air Carriers: A First Look at the Data", (with David Good, Ishaq Nadiri, and Robin C. Sickles), in Productivity Issues in Services at the Micro Level, edited by Zvi Griliches and Jacques Mairesse, Kluwer Academic Publishers, 236 pp., 1993.

"Strategic Aspects of Flexible Production Technologies: Theory and Evidence", (with Mihkel M. Tombak), in Production Economics: Challenges for the 90's, Ed. R.W. Grubbstroem et. al, Elsevier, 1991.

"Entry with New Multiproduct Technologies", (with Mihkel M. Tombak), in Dynamic Games in Economic Analysis, Vol. 2, Raimo Hamalainen (ed.), Springer Verlag, May 1991.

"The Structure and Determinants of East-West Trade: A Preliminary Analysis of the Manufacturing Sector," (with Damien J. Neven), in The Impact of 1992 on European Trade and Industry, Alasdair Smith and L. Alan Winters (eds.), Cambridge University Press, March 1991.

### **Other Publications**

"Die EU Wettbewerbspolitik: Eine ökonomische Erfolgsstory", Die Bank, 4, 2007.

"The Year 2005 at DG Competition: the trend towards a more effects based approach", (with Oliver Stehmann), Review of Industrial Organization, forthcoming.

"Grenzen der Wettbewerbspolitik bei der Öffnung von Netzwerkindustrien", (mit Oliver Stehmann), Perspektiven der Wirtschaftspolitik, Band 7, Heft 3, 2006.

"The Impact of the New Substantive Test in European Merger Control", (with Miguel de la Mano), European Competition Journal, Vol. 2, No. 1, April 2006.

"The Office of the Chief Competition Economist", (with Pierre Buigues), Global Competition Review, June 2005.

"Merger Control in the New Economy", (with C. Wey), *Netnomics*, Vol. 5, No. 1, 5-20, 2003.

"Fusionskontrolle weltweit", (with Christian Wey), *WZB-Mitteilungen*, 95, March 2002.

"Efficiency Gains from Mergers", (with Johan Stennek and Frank Verboven), *European Economy*, No. 5, 2001.

Zur technologischen Leistungsfähigkeit Deutschlands, Bundesministerium für Bildung und Forschung, Bonn, January 1999.

"State Aid, Industrial Restructuring and Privatization in the New German Länder: Competition Policy with Case Studies of the Shipbuilding and Synthetic Fibers Industries", (with Christian von Hirschhausen), *European Economy*, No. 3, 1999.

"Deutsche und europäische Raumfahrtindustrie - fit für die Zukunft ?" (with B. Wieland, K. Hornschild, und T. Mahmood), *DIW Wochenbericht*, 43, 1997.

"Situation and Perspectives of German Space Industry", in: DIW - Vierteljahreshefte zur Wirtschaftsforschung, 1997.

"Concentration and Public Policies in the Broadcasting Industry" by M. Motta and M. Polo, *Economic Policy*, a comment, Vol. 24, 331-333, October 1997.

"Deregulation: A Political Economy Analysis" by K. Koedijk and J. Kremers, *Economic Policy*, a comment, Vol. 23, 461-463, October 1996.

"Exclusive Research joint Ventures", in *International Business Lawyer*, Vol. 23, No. 10, pp445-500, 1995.

Trade Flows and Trade Policy after 1992, L. Alan Winters (ed.), comment on the papers by Martins and Toujas-Bernate, Cambridge University Press, 1992.

Made in America: Regaining the Productive Edge, by M. L. Dertouzos, R. K. Lester and R. M. Solow, book review for *Managerial and Decision Economics*, Volume 13, Number 1, January-February 1992.

European Industrial Restructuring in the 1990's, Karel Cool, Damien Neven, and Ingo Walter (eds.), comment on the papers by Edwin Mansfield, and Karel Cool and Landis Gabel, MacMillan, 1992.

"La Liberalisation des Telecommunication par Satellite", *Le Figaro*, December 6, 1991.

"Strategic Value of Manufacturing Flexibility," (with Mihkel M. Tombak), *INSEAD Information*, January 1990.

## **Working Papers**

"Competitive Nonlinear Pricing in Duopoly Equilibrium: The Early U.S. Cellular Telephone Industry" (with Eugenio Miravete), August 2003.

"Market Power in Outputs and Inputs: An Empirical Application to Banking", (with Robert Adams and Robin Sickles), September 2002.

"Heterogeneity in Cournot Duopoly", (with Bernard Sinclair-Désgagné), October 1996

"Capacity Pricing under Uncertainty", (with Michael Kende), WZB working paper, May 1996.