Wilfried SAND-ZANTMAN

Professeur
Département: Economie
ESSEC Business School
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INTERETS DE RECHERCHE

Econométrie et finance, Economie industrielle, Economie publique et régulation, Théorie des

FORMATION

2000	Doctorat en économie « l'Economie Politique de la Décentralisation », Université de Toulouse, France
1995	Master en économie mathématique et économétrie, Université de Toulouse, France
1995	Diplôme en économie et statistiques, L'École nationale de la statistique et de l'administration économique (ENSAE), France

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

2020 - Présent	Professeur, ESSEC Business School, France
2010 - 2020	Professeur des Universités, Toulouse School of Economics, France
2006 - 2010	Professeur des Universités, Toulouse School of Economics, France
2002 - 2006	Professeur des universités, Université de Montpellier, France
2000 - 2002	Maître de conférences, Université de Nantes, France

Autres affiliations académiques

2025 - 2028	Directeur Académique du programme Grande Ecole (Master in Management), ESSEC Business School, France
2022 - 2025	Responsable du département Economie, ESSEC Business School, France
2021 - 2023	Directeur Académique ESSEC Global Circular Economy Chair, ESSEC Business School, France
2014 - 2020	Professeur visitant, ESSEC Business School, France
2018 - 2018	Directeur du Master Economic Theory and Econometrics, Toulouse School of Economics, France
2016 - 2019	Directeur du programme doctoral de TSE, Toulouse School of Economics, France
2015 - 2016	Directeur du Master Economics of Markets and Organizations, Toulouse School of Economics, France

2007 - 2009	Directeur du Master Economics of Markets and Organizations, Toulouse School of Economics, France
2004 - 2006	Directeur-Adjoint pour la recherche, Faculté de Sciences Economiques, Université de Montpellier, France
1998 - 1999	Visiting student, Nuffield College, Royaume-Uni
1997 - 1998	Visiting student, London Business School, Royaume-Uni

BOURSES, PRIX ET DISTINCTIONS

Prix et Distinctions

2015	Award for doctoral teaching and research PEDR, Université de Toulouse, France
2013	2013 Certificate of Reviewing Excellence for International Journal of Industrial Organization
2012	Award for Scientific Excellence, France
2003	Award for doctoral teaching and research PEDR

Bourses

2013	ANR Grant on « Competition Policy and Regulation », Agence Nationale pour la Recherche (ANR), France
1995	Bourse de doctorat du ministère de l'éducation supérieure

PUBLICATIONS

Articles

MARTIMORT, D. et SAND-ZANTMAN, W. (2025). Media Mergers in Nested Markets. *Journal of Economics and Management Strategy*, 34(3), pp. 696-713.

DOSIS, A. et SAND-ZANTMAN, W. (2023). The Ownership of Data. *Journal of Law, Economics, and Organization*, 39(3), pp. 615-641.

POUDOU, J.C. et SAND-ZANTMAN, W. (2023). The Environmental Impact of Internet Regulation. *Information Economics and Policy*, 65, pp. 101060.

JULLIEN, B. et SAND-ZANTMAN, W. (2021). The Economics of Platforms: A Theory Guide for Competition Policy. *Information Economics and Policy*, 54, pp. 100880.

MONTES, R., SAND-ZANTMAN, W. et VALLETTI, T. (2019). The Value of Personal Information in Online Markets with Endogenous Privacy. *Management Science*, 65(3), pp. 1342-1362.

JULLIEN, B. et SAND-ZANTMAN, W. (2018). Internet Regulation, Two-Sided Pricing, and Sponsored Data. *International Journal of Industrial Organization*, 58, pp. 31-62.

JULLIEN, B., POUYET, J. et SAND-ZANTMAN, W. (2018). Quel rôle pour les acteurs publics dans l'incitation privée aux investissements ? *Revue Economique*, 69(6), pp. 985-1007.

JULLIEN, B., POUYET, J. et SAND-ZANTMAN, W. (2017). An Offer You Can't Refuse: Early Contracting With Endogenous Threat. *RAND Journal of Economics*, 48(3), pp. 733-748.

JAUNAUX, L., LEFOUILI, Y. et SAND-ZANTMAN, W. (2017). Entry and Merger Policy. *Economics Letters*, 161, pp. 124-129.

MARTIMORT, D. et SAND-ZANTMAN, W. (2016). A Mechanism Design Approach to Climate-Change Agreements. *Journal of the European Economic Association*, 14(3), pp. 669-718.

MARTIMORT, D. et SAND-ZANTMAN, W. (2014). Accords environnementaux. *Revue Economique*, 65(4), pp. 481-497.

MARTIMORT, D. et SAND-ZANTMAN, W. (2013). Solving the Global Warming Problem: Beyond Markets, Simple Mechanisms May Help! *Canadian Journal of Economics*, 46(2), pp. 361-378.

JULLIEN, B., REY, P. et SAND-ZANTMAN, W. (2013). Termination Fees Revisited. *International Journal of Industrial Organization*, 31(6), pp. 738-750.

SAND-ZANTMAN, W. (2013). Analyse économique des pratiques de fidélisation. *Revue française d'économie*, XXVIII(3), pp. 37.

CHEIKBOSSIAN, G. et SAND-ZANTMAN, W. (2011). Dynamic Cooperation in Local Public Goods Supply with Imperfect Monitoring. *Annals of Economics and Statistics*, (101/102), pp. 327-345.

MARTIMORT, D., POUDOU, J.C. et SAND-ZANTMAN, W. (2011). Contracting and the Disclosure of Ideas in the Innovation Process. *Annals of Economics and Statistics*, (101/102), pp. 287.

MARTIMORT, D., POUDOU, J.C. et SAND-ZANTMAN, W. (2010). Contracting for an Innovation Under Bilateral Asymmetric Information. *Journal of Industrial Economics*, 58(2), pp. 324-348.

JULLIEN, B., POUYET, J. et SAND-ZANTMAN, W. (2010). Public and Private Investments in Regulated Network Industries: Coordination and Competition Issues. *Review of Network Economics*, 9(4).

CASAMATTA, G. et SAND-ZANTMAN, W. (2006). Citizen Candidacy With Asymmetric Information. *The B.E. Journal of Theoretical Economics. Advances*, 5(1).

MARTIMORT, D. et SAND-ZANTMAN, W. (2006). Signalling and the design of delegated management contracts for public utilities. *RAND Journal of Economics*, 37(4), pp. 763-782.

SAND-ZANTMAN, W. (2004). Economic integration and political accountability. *European Economic Review*, 48(5), pp. 1001-1025.

SAND-ZANTMAN, W. (2002). Constitutional Design and Regional Favoritism. *Journal of Public Economic Theory*, 4(1), pp. 71-93.

LAFFONT, J.J. et SAND-ZANTMAN, W. (2002). Information acquisition, political game and the delegation of authority. *European Journal of Political Economy*, 18(3), pp. 407-428.

CASAMATTA, G. et SAND-ZANTMAN, W. (2002). Un modèle de citoyens-candidats en information asymétrique. *Revue Economique*, 53(3), pp. 537-544.

SAND-ZANTMAN, W. (2000). Choix Constitutionnel et Délégation Stratégique. *Revue d'économie politique*, 110(5), pp. 683-700.

Conférences

DUBUS, A. et SAND-ZANTMAN, W. (2024). Learning by Doing in Data Markets. Dans: 2024 European Association for Research in Industrial Economics (EARIE) Annual Conference. Amsterdam.

SAND-ZANTMAN, W. et MARTIMORT, D. (2023). Media Mergers in Nested Markets. Dans: 50th Annual Conference of the European Association of Research in Industrial Economics (EAIRE). Rome.

DOSIS, A. et SAND-ZANTMAN, W. (2021). The Ownership of Data. Dans: 19th Conference on Research on Economic Theory and Econometrics (CRETE) 2021. Naxos.

DOSIS, A. et SAND-ZANTMAN, W. (2019). Contracting for Privacy. Dans: 2019 Midwest Economic Theory Conference.

DOSIS, A. et SAND-ZANTMAN, W. (2019). Privacy and Data. Dans: 19th Annual SAET Conference 2019, Society for the Advancement of Economic Theory.

DOSIS, A. et SAND-ZANTMAN, W. (2019). The Ownership of Data. Dans: 17th Annual International Industrial Organization Conference 2019.

DOSIS, A. et SAND-ZANTMAN, W. (2019). The Ownership of Data. Dans: 2019 Bergen Competition Policy Conference.

AUTRES ACTIVITES DE RECHERCHE

Relecteur pour :

American Economic Review, Annals of Economics and Statistics, Annals of Public and Cooperative Economics, Economic Journal, Environmental and Resource Economics, European Economic Review, European Journal of Political Economy, Information Economics and Policy, International Economic Review, International Journal of Industrial Organization, International Journal of Industrial Organization, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Law, Economics, and Organization, Journal of Public Economic Theory, Journal of Public Economics, Journal of the European Economic Association, Management Science, RAND Journal of Economics, Review of Economic Studies, Revue Economique, Revue française d'économie, The B.E. Journal of Economic Analysis and Policy, Theoretical Economics

Organisation d'une conférence

2008 Chair of the Organizing Committee EARIE 2008 Conference

Affiliations

2013 - 2015 Member of the European Association for Research in Industrial Economics (EARIE) Executive Committee

2010 - 2012 Member of the European Association for Research in Industrial Economics (EARIE) Executive Committee

Supervision de thèses / HDR

2020 J. HERESI, Directeur de thèse

2020 A. RHODES, Directeur de thèse

2016 R. MONTES, Directeur de thèse, Premier Poste : Economist at Compass Lexecon, Washington

2016 F. MARÉCHAL, Rapporteur

2015 A. LOMBARDI, Directeur de thèse, Premier Poste : Economist at Compass Lexecon, Buenos Aires

2015 C. BOBTCHEFF, Membre de jury

2014 X. LIU, Directeur de thèse, Premier Poste : Lecturer at Aston, UK

2012 D. SAUER, Directeur de thèse, Premier Poste : senior manager at Deloitte&Touche

2012	J. POUYET, Membre de jury
2011	V. VALERO, Directeur de thèse, Premier Poste : Lecturer at Loughborough, UK
2007	R. NIKOLOWA, Directeur de thèse, Premier Poste : senior lecturer at Queen Mary University London
	S. LEMAIRE, Directeur de thèse

Autres activités de recherche

2018	Reviewer for SNSF
2015	Reviewer for HCERES
2012	Reviewer for the ANR

ACTIVITES PROFESSIONNELLES

Autres activités professionnelles

2020 - 2022	Board member of the French Gambling Commission, Autorité Nationale des Jeux

SERVICE

2019 - 2020	Board member (Conseil d'Administration), Université de Toulouse, France
2016 - 2019	Member of the French National Council of Universities CNU
2008 - 2012	Member of the Scientific Council, Université de Toulouse, France