Wilfried SAND-ZANTMAN

Professor
Department: Economics
ESSEC Business School
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RESEARCH INTERESTS

Contract theory, Econometrics and Finance, Industrial Economics, Public economics and regulation,

EDUCATION

2000	Doctorate in Economics « l'Economie Politique de la Décentralisation », Université de Toulouse, France
1995	Master Degree in Mathematical Economics and Econometrics, Université de Toulouse, France
1995	Diploma Degree in Economics and Statistics, L'École nationale de la statistique et de l'administration économique (ENSAE), France

EMPLOYMENT

Full-time academic positions

2020 - Present	Professor, ESSEC Business School, France
2010 - 2020	Full Professor, Toulouse School of Economics, France
2006 - 2010	Associate Professor, Toulouse School of Economics, France
2002 - 2006	Associate Professor, Université de Montpellier, France
2000 - 2002	Assistant Professor, Université de Nantes, France

Other affiliations and appointments

2025 - 2028	Academic director Grande Ecole (Master in Management), ESSEC Business School, France
2022 - 2025	Head of the Economics Department, ESSEC Business School, France
2021 - 2023	Chaired Professor, ESSEC Business School, France
2014 - 2020	Visiting Professor, ESSEC Business School, France
2018 - 2018	Director of the Master Program Economic Theory and Econometrics, Toulouse School of Economics, France
2016 - 2019	Director of the TSE Ph.D. program, Toulouse School of Economics, France
2015 - 2016	Director of the Master Program Economics of Markets and Organizations, Toulouse School of Economics, France

2007 - 2009	Director of the Master Program Economics of Markets and Organizations, Toulouse School of Economics, France
2004 - 2006	Dean of Research , Faculté de Sciences Economiques, Université de Montpellier, France
1998 - 1999	Visiting student, Nuffield College, United Kingdom
1997 - 1998	Visiting student, London Business School, United Kingdom

GRANTS AND HONORS

Awards and Honors

2015	Award for doctoral teaching and reserach 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

Grants

2013	ANR Grant on « Competition Policy and Regulation », Agence Nationale pour la Recherche (ANR), France
1995	Ph.D. Scholarship from the Ministry of Higher Education

PUBLICATIONS

Journal Articles

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

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

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

JULLIEN, B. and 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. and VALLETTI, T. (2019). The Value of Personal Information in Online Markets with Endogenous Privacy. *Management Science*, 65(3), pp. 1342-1362.

JULLIEN, B. and 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. and 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. and 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. and SAND-ZANTMAN, W. (2017). Entry and Merger Policy. *Economics Letters*, 161, pp. 124-129.

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

MARTIMORT, D. and 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. and 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. and 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. and 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. and 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. and SAND-ZANTMAN, W. (2010). Public and Private Investments in Regulated Network Industries: Coordination and Competition Issues. *Review of Network Economics*, 9(4).

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

MARTIMORT, D. and 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. and 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. and 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.

Conferences

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

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

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

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

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

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

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

OTHER RESEARCH ACTIVITIES

Ad-hoc reviewer for :

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 of a conference

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

PhD Supervision

2020 J. HERESI, Thesis director

2020 A. RHODES, Thesis director

2016 R. MONTES, Thesis director, First Placement: Economist at Compass Lexecon, Washington

2016 F. MARÉCHAL, Thesis referee

2015 A. LOMBARDI, Thesis director, First Placement: Economist at Compass Lexecon, Buenos Aires

2015 C. BOBTCHEFF, Thesis jury member

2014	X. LIU, Thesis director, First Placement: Lecturer at Aston, UK
2012	D. SAUER, Thesis director, First Placement: senior manager at Deloitte&Touche
2012	J. POUYET, Thesis jury member
2011	V. VALERO, Thesis director, First Placement: Lecturer at Loughborough, UK
2007	R. NIKOLOWA, Thesis director, First Placement: senior lecturer at Queen Mary University London
	S. LEMAIRE, Thesis director

Other research activities

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

PROFESSIONAL ACTIVITIES

Other professional activities

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