

# Wilfried SAND-ZANTMAN

Professor

Department: Economics  
ESSEC Business School  
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## RESEARCH INTERESTS

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

## EDUCATION

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|------|---|
| 2000 | Doctorate in Economics « l'Économie 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

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### Full-time academic positions

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|----------------|---|
| 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

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|-------------|---|
| 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 |

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|-------------|---|
| 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

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### Awards and Honors

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| 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

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| 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

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### Journal Articles

- 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

- 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

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### 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. NIKOLOVA, Thesis director, First Placement: senior lecturer at Queen Mary University London

### Other research activities

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

## PROFESSIONAL ACTIVITIES

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### Other professional activities

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

## SERVICE

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- 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