

# Wilfried SAND-ZANTMAN

Professeur

Département: Economie  
ESSEC Business School  
3 avenue Bernard Hirsch  
95021 Cergy-Pontoise  
France

Email: sand@essec.edu

## INTERETS DE RECHERCHE

---

Economie industrielle, Economie Digitale, Théorie des incitations

## 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

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

- 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

- 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 BE 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. NIKOLOVA, 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