

## **Tommaso M. Valletti**

### *Curriculum vitae*

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## **Employment**

### **Current Positions**

- Professor of Economics, Imperial College London (since 2007).
- Professor of Economics, University of Rome Tor Vergata (part-time).

### **Previous Positions**

- Chief Competition Economist, DG COMP, European Commission, Brussels (September 2016-August 2019).
- Visiting Chair in Innovation and Regulation, Telecom ParisTech/Ecole Polytechnique, Paris (2010-2012).
- Reader (= Associate Professor in the US) in Economics, Imperial College London (2003-2006).
- Associate Professor of Economics & Management, University of Rome Tor Vergata (part-time, 2005-2006)
- Associate Professor in Economics & Management, Politecnico di Torino (part time, 2001-2005).
- Governor's Lecturer in Economics, Imperial College London (2000-2003).
- Lecturer in Economics, London School of Economics (1998-2000).
- Visiting Fellow, The World Bank, Washington (1997).
- Research Officer, Politecnico di Torino (1995-2001).

### **Other Positions and Affiliations**

- Research Fellow, Centre for Economic Policy Research (CEPR), London (since 2005, previously Research Associate 1999-2004).
- Fellow, CESifo, Munich (since 2017).
- Research Fellow, Mannheim Centre of Competition and Innovation (MaCCI), Mannheim, (since 2017).
- Joint Academic Director, Centre on Regulation in Europe (CERRE), Brussels (2013-2016).
- Fellow, ENCORE, Amsterdam (since 2007).
- Executive Committee, European Association for Research in Industrial Economics (EARIE) (2006-2013).
- Scientific Committee, Fondazione Luigi Einaudi, Rome (since 2007).
- Scientific Committee, Florence School of Regulation – European University Institute (since 2009).

### **Advisory and Consultancy Experience for Government Organisations**

- Member, Economic Advisory Group on Competition Policy (EAGCP), DG Competition, European Commission, Brussels (2013-2016).
- Member, Ofcom Spectrum Advisory Board (OSAB), London (2007-2011).

- Member, academic panel, UK Competition Commission, London (2007-2014).
- Academic advisor, Ofcom, London (since 2004).
- Board Director of Consip, the Italian Public Procurement Agency (2002-2005).
- Member, Advisory Board, Fondazione Ugo Bordoni, Rome (2008-2009).

### **Editorial positions**

- Editor, *Information Economics & Policy* (2004-2011; Board since 2012).
- Associate Editor, *Economica* (2009-2015), *Journal of Industrial Economics* (2004-2009).
- Editorial Board, *Journal of Regulatory Economics* (since 2015), *Review of Network Economics* (since 2016), *Telecommunications Policy* (since 2009), *Journal of Network Industries* (since 2003).
- Scientific Council, *Communications & Strategies* (2005-2017), *Mercato concorrenza e regole* (since 2007).

### **Education**

1994-1998	London School of Economics, PhD in Economics.
1993-1994	London School of Economics, MSc in Economics.
1985-1990	Politecnico di Torino, <i>Laurea magna cum laude</i> in Engineering.
1978-1988	Conservatorio di Musica “G. Verdi”, Torino, flute diploma.

### **Additional professional activities**

**Referee** *American Economic Review, Economic Inquiry, Economic Journal, Economic Theory, Econometrica, European Economic Review, Information Economics & Policy, International Economic Review, International Journal of Industrial Organization, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Industry Competition and Trade, Journal of Political Economy, Journal of Public Economics, Journal of Regulatory Economics, Management Science, Marketing Science, RAND Journal of Economics, Regional Science and Urban Economics, Review of Economic Studies, Review of Industrial Organization, Scandinavian Journal of Economics, Southern Economic Journal, Telecommunications Policy*; British Council Fellowships; ESRC Research Grants and Fellowships Schemes.

**Organiser**

- Organiser of the CEPR/ESRC Industrial Organization Workshops, London (2001 and 2002).
- Local organiser, 10<sup>th</sup> ITS Conference (International Telecommunications Society), Turin, 1999.
- Programme Committee, ITS European Regional Conferences, 1999-2000-2001-2002.
- Programme Committee (Theoretical and Applied Economics), European Meeting of the Econometric Society (ESEM), Vienna 2006.
- Programme and Scientific Committee, International Public Procurement Conference, Rome 2006.
- Scientific Committee, ZEW Workshop on ICT and Firm Strategies, Mannheim 2006.
- Programme Committee (Theoretical and Applied Economics), European Meeting of the Econometric Society (ESEM), Budapest 2007.

- Scientific Committee, ZEW Conference on the Economics of ICT, Mannheim 2008, 2009, 2011, 2012, 2014, 2015, 2016 and 2018.
- Scientific Committee, ZEW Conference on Platform Markets, Mannheim 2010.
- Scientific Committee, CEPR – ECARES Conference on Public Procurement and Sustainable Growth, Venice, 2011
- Programme Committee, Royal Economic Society, 2011-13.
- Organiser, ICT Conference, Telecom ParisTech, Paris, 2011-12.
- Chairman, local organising committee, EARIE Conference, Rome, 2012.
- Scientific Committee, MaCCI Conference on Net neutrality and the open Internet, Mannheim, 2012.
- Scientific Committee, ICT Conference, Munich, 2012-13.
- Chairman, scientific committee, EARIE Conference, Evora, 2013.
- Scientific Committee, CEPR Applied IO Conference, 2015-2016.
- Programme Committee, Counterfactual Methods for Policy Impact Evaluation (COMPIE), Berlin, 2018.

### **Teaching**

Imperial	<p>Business Economics (MBA), Public Sector Management (MBA), Managerial Economics (undergraduate/graduate), Digital Economics (graduate).          Director of the MRes/PhD Programme (since 2015).          PhD thesis supervision, with initial placement after graduation:          Sarah Deasley (part-time, 2006, Frontier Economics)          Stephanie Leach (2006, Oliver &amp; Ohlbaum Associates)          George Kavetsos (2009, Cass Business School)          Pantelis Koutroumpis (2009, European Bank of Investment).          Bruno Basalisco (2010, Office of Communications)          Esma Koca (2018, Imperial College)          Post-doc mentor: Boris Ewenstein (McKinsey&amp;Company).</p>
Rome	<p>Contract Theory (graduate), Competition Policy (graduate)          PhD thesis supervision:          Anna Rita Bennato (2010, University of East Anglia)          Giacomo Persi Paoli (2011, United Nations).</p>
LSE	<p>Microeconomics (undergraduate and graduate), Industrial Economics and Competition Policy (undergraduate and summer school).</p>
Other	<p>Industrial Economics, University of London (external degree), 2001-2008).          External examiner, MSc. in Economics and Management, LSE (2008-2011).          Microeconomics, ICEF and New Economic School (Moscow); Microeconomics (MBA), Warsaw Business School; Economics and Regulation of Network Industries (CRESSE); Economics of Telecommunications (MSc in Competition and Regulation, Barcelona GSE).</p>

### **External activities**

Economic expert adviser on topics such as network interconnection pricing, call termination, procurement auctions, spectrum auctions, spectrum trading. Government agencies include the European Commission (economic expert on remedies in mobile telephony under the new Framework Directive, 2003-04; economic expert on the review of the relevant product markets within the electronic communications sector subject to ex ante regulation, 2005-06),

Competition Commission (UK, member of the panel of academic advisors), OFTEL/OFCOM (telecommunications regulator in the UK: member of the panel of economic advisors), Office of Fair Trading (UK), AGCOM (communications regulator in Italy), Italian Treasury, OPTA (telecommunications regulator in The Netherlands), the Malaysian Communications Commission, OECD, the African Development Bank and the World Bank.

### **Cases while Chief Economist at DG COMP**

During my mandate (2016-19), I led the economic analysis on many large mergers (e.g. Deutsche Börse/London Stock Exchange, Dow/DuPont, Bayer/Monsanto, Microsoft/LinkedIn, Qualcomm/NXP, Essilor/Luxottica, Arcelor Mittal/ILVA, Praxair/Linde, Siemens/Alstom, Tata Steel/Tyssen Krupp, Vodafone/Liberty, T-Mobile NL/Tele2 NL), and antitrust cases (e.g. Google Shopping, Google Android, Google AdSense, Amazon e-books MFNs, Qualcomm exclusivity, Qualcomm predation, Aspen, Mastercard and VISA), often in close cooperation with counterparts at the US agencies.

### **Research interests**

Industrial Economics, Competition Policy, Economics of Telecommunications.

### **Awards, Fellowships and Grants**

- 2017 The *International Journal of Industrial Organization* best paper award (for papers published in 2016)
- 2009-11 UK Economic and Social Research Council (ESRC) grant “Vertical foreclosure”, with R. Inderst, £180,000
- 2009 European Bank of Investment grant “Broadband diffusion”, with P. Koutroumpis, €50,000
- 2008 Italian Ministry of Scientific Research (PRIN) grant “Contracts in public procurement”, €40,000
- 2007 Pfizer grant “Product pedigree and parallel trade”, with S. Szymanski, £30,000
- 2006 Vodafone grant “Empirical analysis of the waterbed effect”, £25,000
- 2004 Italian Ministry of Scientific Research (PRIN) grant “Competition and public policy in regulated industries”, €20,000
- 2002-03 UK ESRC grant “Intellectual Property Rights and Parallel Trading in Pharmaceuticals”, with S. Szymanski, £90,000 (grade assigned: outstanding)
- 2002 Innovative research award paper given to “Location choice and price discrimination in a duopoly” by *Regional Science and Urban Economics*

### **Citations (April 2019)**

ISI Web of Knowledge: 1,500+.  
Google scholar: 5,000+; h-index 36; g-index 66.  
RePEc ranking: among top 5% authors according to 38 criteria.

### **Personal**

- Italian/British citizen
- Married with two children
- Keen flute player
- Volunteering work (Learning Volunteer, National History Museum; Refugees’ Mentoring, Migrants Organise)

## Publications

### a) Journal articles

1. “Consumer profiling with data requirements: Structure and policy implications”, joint with J. Wu, *Production and Operations Management*, accepted.
2. “Internet and Politics: Evidence from UK Local Elections and Local Government Policies”, joint with A. Gavazza and M. Nardotto, *Review of Economic Studies*, vol. 86, n. 5, 2092-2135, 2019.
3. “The value of personal information in online markets with endogenous privacy”, joint with R. Montes and W. Sand-Zantman, *Management Science*, vol. 65, n. 3, 1342-1362, 2019.
4. “Platform pricing and consumer foresight: the case of airports”, joint with R. Flores-Fillol and A. Iozzi, *Journal of Economics & Management Strategy*, vol. 27, n. 4, 705-725, 2018.
5. “Horizontal mergers and product innovation”, joint with G. Federico and G. Langus, *International Journal of Industrial Organization*, vol. 59, 1-23, 2018.
6. “Evaluating market consolidation in mobile communications”, joint with C. Genakos and F. Verboven, *Economic Policy*, vol. 33, issue 93, 45-100, 2018.
7. “A simple model of mergers and innovation”, joint with G. Federico and G. Langus, *Economics Letters*, vol. 157, 136-140, 2017.
8. “Speed 2.0 - Evaluating access to universal digital highways”, joint with G. Ahlfeldt and P. Koutroumpis, *Journal of the European Economic Association*, vol. 15, n. 3, 586-625, 2017.
9. “Selling customer information to competing firms”, joint with F. Clavorà Braulin, *Economics Letters*, vol. 149, 10-14, 2016.
10. “Net neutrality: A fast lane to understanding the trade-offs”, joint with S. Greenstein and M. Peitz, *Journal of Economic Perspectives*, vol. 30, n. 2, 127-150, Spring 2016.
11. “Net neutrality and innovation at the core and at the edge”, joint with C. Reggiani, *International Journal of Industrial Organization*, vol. 45, 16-27, 2016 (winner of the *IJIO* Best Paper Award 2017).
12. “Evaluating a decade of mobile termination rate regulation”, joint with C. Genakos, *Economic Journal*, vol. 125, issue 586, 31-48, 2015.
13. “Net neutrality, exclusivity contracts and Internet fragmentation”, joint with F. Kourandi and J. Krämer, *Information Systems Research*, vol. 26, n. 2, 320-338, 2015.
14. “Unbundling the incumbent: Evidence from UK broadband”, joint with M. Nardotto and F. Verboven, *Journal of the European Economic Association*, vol. 13, n. 2, 330-362, 2015.
15. “Net neutrality with competing Internet platforms”, joint with M. Bourreau and F. Kourandi, *Journal of Industrial Economics*, vol. 63, n. 1, 30-73, 2015.
16. “Compulsory licensing and access to drugs”, joint with C. Stavropoulou, *European Journal of Health Economics*, vol. 16, n. 1, 83-94, 2015.
17. “Calling circles: Network competition with non-uniform calling patterns,” joint with R. Inderst and S. Hoernig, *RAND Journal of Economics*, vol. 45, n. 1, 155-175, 2014.
18. “Vertical contracting and countervailing power,” joint with A. Iozzi, *American Economic Journal: Microeconomics*, vol. 6, n. 3, 106-135, 2014.
19. “Pharmaceutical Innovation and Parallel Trade”, joint with A.R. Bennato, *International Journal of Industrial Organization*, vol. 33, 83-92, 2014.
20. “Market Structure, Countervailing Power and Price Discrimination: The Case of Airports,” joint with J. Haskel and A. Iozzi, *Journal of Urban Economics*, vol. 74, 12-26, 2013.
21. “Intertemporal movie distribution: Versioning when customers buy both versions,” joint with J. Calzada, *Marketing Science*, vol. 31, n. 4, 649-667, 2012.
22. “Testing the ‘waterbed’ effect in mobile telecommunications,” joint with C. Genakos, *Journal of the European Economic Association*, vol. 9, n. 6, 1114-1142, 2011.
23. “When two-part tariffs are not enough: Mixing with nonlinear pricing,” joint with S. Hoernig, *B.E. Journal of Theoretical Economics*, vol. 11, issue 1 (Contributions), Article 21, 2011.

24. "Incentives for input foreclosure," joint with R. Inderst, *European Economic Review*, vol. 55, n. 6, 820-831, 2011.
25. "Seesaw in the air: Interconnection regulation and the structure of mobile tariffs," joint with C. Genakos, *Information Economics & Policy*, vol. 23, n. 2, 159-170, 2011 (lead article).
26. "Buyer power and the waterbed effect," joint with R. Inderst, *Journal of Industrial Economics*, vol. 59, n. 1, 1-20, 2011 (lead article).
27. "Active and passive waste in government spending: Evidence from a policy experiment," joint with O. Bandiera and A. Prat, *American Economic Review*, vol. 99, n. 4, 1278-1308, 2009.
28. "Indirect vs. Direct Constraints in Markets with Vertical Integration," joint with R. Inderst, *Scandinavian Journal of Economics*, vol. 111, n. 3, 527-546, 2009.
29. "Third-Degree Price Discrimination with Buyer Power," joint with R. Inderst, *The B.E. Journal of Economic Analysis & Policy*, vol. 9, issue 1 (Contributions), Article 6, 2009.
30. "Price discrimination in input markets", joint with R. Inderst, *RAND Journal of Economics*, vol. 40, n. 1, 1-19, 2009 (lead article).
31. "Information creation and competition in telecommunications networks," joint with C. Cambini, *Journal of Industrial Economics*, vol. 56, n. 4, 707-728, 2008.
32. "Network competition and entry deterrence," joint with J. Calzada, *Economic Journal*, vol. 118, issue 531, 1223-1244, 2008.
33. "Content and advertising in the media: pay-tv versus free-to-air," joint with M. Peitz, *International Journal of Industrial Organization*, vol. 26, n. 4, 949-965, 2008.
34. "Mixing goods with two-part tariffs," joint with S. Hoernig, *European Economic Review*, vol. 51, n. 7, 1733-1750, 2007.
35. "Parallel Trade, International Exhaustion and Intellectual Property Rights: A Welfare Analysis," joint with S. Szymanski, *Journal of Industrial Economics*, vol. 54, n. 4, 499-526, 2006.
36. "Differential pricing, parallel trade, and incentives to invest," *Journal of International Economics*, vol. 70, n. 1, 314-324, 2006.
37. "Firm size distribution: testing the 'independent submarkets model' in the Italian motor insurance industry," joint with L. Buzzacchi, *International Journal of Industrial Organization*, vol. 24, n. 4, 809-834, 2006.
38. "Promotion and relegation in sporting contests," joint with S. Szymanski, *Rivista di Politica Economica* (invited lead article), vol. 95, 3-39, 2005.
39. "Parallel trade, price discrimination, investment and price caps," joint with Stefan Szymanski, *Economic Policy*, vol. 44, 705-749, 2005.
40. "Mobile termination: What is the "right" charge?" joint with G. Houppis, *Journal of Regulatory Economics*, vol. 28, n. 3, 235-258, 2005.
41. "Investments and network competition," joint with C. Cambini, *RAND Journal of Economics*, vol. 36, n. 2, 446-467, 2005.
42. "Strategic price discrimination in compulsory insurance markets," joint with L. Buzzacchi, *Geneva Papers on Risk and Insurance - Theory*, vol. 30, n. 1, 71-97, 2005.
43. "Incentive effects of second prizes," joint with S. Szymanski, *European Journal of Political Economy*, vol. 21, n. 2, 467-481, 2005 (reprinted in R. Congleton, A. Hillman and K. Konrad (eds.), *Forty Years of Rent Seeking Research*, Springer-Verlag, 2008).
44. "Firm Size Distribution in Small Samples," joint with L. Buzzacchi, *Bulletin of Economic Research*, vol. 56, n. 4, 301-309, 2004.
45. "Access charges and quality choice in competing networks," joint with C. Cambini, *Information Economics & Policy*, vol. 16, n. 3, 391-409, 2004.
46. "Competition in telecommunications: an introduction," joint with M. Peitz and J. Wright, *Information Economics & Policy*, vol. 16, n. 3, 315-321, 2004.
47. "Vertical integration and exclusivity contracts when consumers have switching costs," *Southern Economic Journal*, vol. 71, n. 1, 36-59, 2004.

48. "Network Competition with Price Discrimination: Bill-and-Keep is not so bad after all", joint with C. Cambini, *Economics Letters*, vol. 81, 59-67, 2003.
49. "Equality of opportunity and equality of outcome: open leagues, closed leagues and Competitive Balance," joint with L. Buzzacchi and S. Szymanski, *Journal of Industry Competition and Trade*, vol. 3, n. 3, 167-186, 2003 (reprinted in B. Gerrard (ed.), *The Economics of Association Football*, Edward Elgar, 2006; also reprinted in W. Andreff (ed.), *Recent Developments in the Economics of Sport – Vol. II*, Edward Elgar, 2011).
50. "Input price discrimination in Cournot games," *International Journal of Industrial Organization*, vol. 21, n. 7, 969-988, 2003.
51. "Is mobile telephony a natural oligopoly?," *Review of Industrial Organization*, vol. 22, n. 1, 47-65, 2003.
52. "Additive and multiplicative uncertainty revisited: What explains the contrasting biases?," joint with Ciaran Driver, *Journal of Economics*, vol. 79, n. 2, 187-198, 2003.
53. "Location choice and price discrimination in a duopoly," *Regional Science and Urban Economics*, vol. 32, n. 3, 339-358, 2002.
54. "Universal Service Obligation and competition: the role of uniform pricing and coverage constraints," joint with Pedro P. Barros and Steffen Hoernig, *Journal of Regulatory Economics*, vol. 21, n. 2, 169-190, 2002.
55. "Competition in communication networks: Pricing and regulation," joint with Robin Mason, *Oxford Review of Economic Policy*, vol. 17, n. 3, 389-415, 2001.
56. "Spectrum Auctions Versus Beauty Contests: Costs and Benefits", joint with A. Prat, *Rivista di Politica Economica*, vol. 91, n. 4-5, 59-109, 2001.
57. "Switching costs in vertically related markets," *Review of Industrial Organization*, vol. 17, n. 4, 395-409, 2000.
58. "Price discrimination and price dispersion in a duopoly," *Research in Economics*, vol. 54, n. 4, 351-374, 2000.
59. "Minimum quality standards under Cournot competition," *Journal of Regulatory Economics*, vol. 18, n. 3, 237-247, 2000.
60. "Symposium on Universal Service Obligations and competition," Guest Editor and Introduction, *Information Economics and Policy*, vol. 12, n. 3, 205-210, 2000.
61. "A model of competition in mobile communications," *Information Economics & Policy*, vol. 11, n. 1, 61-72, 1999.
62. "Two-part access prices and imperfect competition," *Information Economics & Policy*, vol. 10, n. 3, 305-323, 1998.

#### **b) Other journal articles**

63. "The European Framework for Regulating Telecommunications – a 25-year appraisal", joint with M. Cave and C. Genakos, *Review of Industrial Organization*, vol. 55, n. 1, 47-52, 2019.
64. "Increasing market power and merger control", joint with H. Zenger, *Competition Law & Policy Debate*, vol. 5, n. 2, 40-49, 2019.
65. "Recent developments at DG Competition: 2017/18," joint with A. Amelio, T. Buettner, C. Hariton, G. Koltay, P. Papandropoulos, G. Sapi and H. Zenger, *Review of Industrial Organization*, vol. 53, n. 4, 653-679, 2018.
66. "Should profit margins play a more decisive role in merger control?," joint with H. Zenger, *Journal of European Competition Law Economics & Practice*, vol. 9, n. 5, 2018.
67. "Recent developments at DG Competition: 2016/17," joint with B. Buelher, D. Coublucq, C. Hariton and G. Langus, *Review of Industrial Organization*, vol. 51, n. 4, 397-422, 2017.
68. "Economics in competition law: Working together," *Revue Concurrences*, n. 4, 11-15, 2017.
69. "Net Neutrality Rules Will Make Winners and Losers Out of Businesses", joint with S. Greenstein and M. Peitz, *Harvard Business Review* online, 27 June 2016.
70. "Interview", *Accelerating News* online, CERN, issue 17, 4 July 2016.

71. "Reassessing Competition Concerns in Electronic Communications Markets," joint with M. Peitz, *Telecommunications Policy*, vol. 39, n. 10, 896-912, 2015.
72. "Competition and Interoperability in Mobile Money Platform Markets: What Works and What Doesn't?", joint with M. Bourreau, *Communications & Strategies*, n. 99, 11-32, 2015.
73. "Neutral regulation to Net Neutrality," *Competition Policy International*, April 2015.
74. "Regulating prices in two-sided markets: the waterbed experience in mobile telephony", joint with C. Genakos, *Telecommunications Policy*, vol. 36, n. 5, 360-368, 2012.
75. "Incentives to foreclose," joint with Roman Inderst, *Global Competition Policy*, March (1), 1-17, 2009.
76. "Market analysis in the presence of indirect constraints and captive sales," joint with R. Inderst, *Journal of Competition Law & Economics*, vol. 3, n. 2, 203-231, 2007.
77. "A tale of two constraints: assessing market power in wholesale markets," joint with R. Inderst, *European Competition Law Review*, vol. 27, n. 2, 84-91, 2007.
78. "Mobile call termination: a tale of two-sided markets," *Communications & Strategies*, n. 61, 61-77, 2006 (reprinted in F. Lévêque and H. Shelanski (eds.), *Antitrust and Regulation in the EU and US – Legal and Economic Perspectives*, Edward Elgar, 2010).
79. "Market failures and remedies in mobile telephony," *Journal of Network Industries*, vol. 5, n. 1, 51-81, 2004.
80. "The theory of access pricing and its linkage with investment incentives," *Telecommunications Policy*, vol. 27, n. 10-11, 659-675, 2003.
81. "The interplay between regulation and competition: the case of Universal Service Obligations", joint with Steffen Hoernig, *ifo Studien*, vol. 48, n. 1, 57-71, 2002.
82. "Telecommunication reforms, access regulation, and Internet adoption in Latin America," joint with A. Estache and M. Manacorda, *Economia-Brookings Institution*, vol. 2, n. 2, 153-217, 2002.
83. Review of *Privatization, Restructuring, and Regulation of Network Utilities*, by D. Newbery, MIT Press, Cambridge (MA), *Economica*, vol. 69, n. 275, 526-528, 2002.
84. "Spectrum property rights," *Info*, vol. 3, n. 5, 375-380, 2001.
85. Review of *Competition in Telecommunications*, by J.-J. Laffont and J. Tirole, MIT Press, Cambridge (MA), *Economica*, vol. 68, n. 271, 458-460, 2001.
86. "Spectrum Trading", *Telecommunications Policy*, vol. 25, n. 10-11, 655-670, 2001.
87. "Are spectrum auctions ruining our grandchildren's future?" joint with M. Cave, *Info*, vol. 4, n. 2, 347-350, 2000.
88. "The practice of access pricing: telecommunications in the United Kingdom," *Utilities Policy*, vol. 8, n. 2, 83-98, 1999.
89. "Mobile telecoms in the UK," joint with M. Cave, *The Utilities Journal*, vol. 1, 35-40, March 1998.
90. "Competition in UK mobile communications," joint with M. Cave, *Telecommunications Policy*, vol. 22, n. 2, 109-131, 1998.

### **c) Book chapters and editorial work**

1. Guest Editor, Papers & Proceedings of the EARIE Conference, *International Journal of Industrial Organization*, vol. 34, 2014.
2. Guest Editor, "Symposium on Competition in Telecommunications", *Information Economics and Policy*, vol. 16, n. 3, 2004.
3. Guest Editor, "Symposium on Universal Service Obligations", *Information Economics and Policy*, vol. 12, n. 3, 2000.
4. "Concentration in markets: trends and implications for price-setting," in *Price and Wage-setting in Advanced Economies*, European Central Bank, 2018.
5. "Mobile telephony," joint with S. Hoernig, chapter 6 in M. Peitz and J. Waldfoegel (eds.), *Oxford Handbook of the Digital Economy*, Oxford University Press, Oxford, 2012.
6. "Net neutrality: An economist's perspective", in I. Spiecker and J. Krämer (eds.), *Symposium on Network Neutrality and Open Access*, Nomos Publishers, Baden-Baden, 2011.



7. “Mobile Regulation and the ‘Waterbed’ Effect,” joint with C. Genakos, in M. Falch and Jan Markendahl (eds.), *Promoting New Telecom Infrastructures: Markets, Policies and Pricing*, Edward Elgar, Cheltenham, 2010.
8. “Mobile call termination: a tale of two-sided markets,” in F. Lévêque and H. Shelanski (eds.), *Antitrust and Regulation in the EU and US – Legal and Economic Perspectives*, Edward Elgar, Cheltenham, 2010.
9. “Incentive effects of second prizes,” joint with S. Szymanski, in R. Congleton, A. Hillman and K. Konrad (eds.), *Forty Years of Rent Seeking Research*, Springer-Verlag, 2008.
10. “Parallel imports of patented medicines,” joint with S. Szymanski, in M. Pugatch and A. Jensen (eds.) *Healthy IPRs*, The Stockholm Network, London, 2007.
11. “Scoring Rules”, in N. Dimitri, G. Piga and G. Spagnolo (eds.) *Handbook of Procurement*, Cambridge University Press, Cambridge, 2006.
13. “The interplay between regulation and competition,” joint with Steffen Hoernig, in G. Illing and U. Klüh (eds.) *Spectrum Auctions and Competition in Telecommunications*, MIT Press, Cambridge (MA), 2004.
14. “Mobile Telecommunications and Regulatory Frameworks,” joint with H. Gruber, chapter 9 in G. Madden (ed.) *The International Handbook of Telecommunications Economics*, vol. II - Emerging Telecommunications Networks, Edward Elgar, Cheltenham, 2003.

#### **d) Selected policy reports**

1. “Enabling Digital Financial Inclusion through Improvements in Competition and Interoperability: What Works and What Doesn’t?”, joint with M. Bourreau, Centre for Global Development, Washington (DC), CGD Policy Paper 065, June 2015.
2. “Regulating Platform Charges”, joint with R. Inderst, report prepared for the Financial Services Authority, 2010.
3. “Review of the Recommendation on Markets Subject to *ex ante* Regulation”, joint with M. Cave and U. Stumpf, report prepared for the European Commission, 2006.
4. “Call termination”, report prepared for OFCOM, 2004.
5. “Access services to public mobile networks”, paper prepared for the European Commission as Economic Expert on Remedies that can be imposed on operators with Significant Market Power under the New Regulatory Framework for Electronic Communications, 2003.
6. “Telecommunication reforms, access regulation, and Internet adoption in Latin America,” joint with A. Estache and M. Manacorda, Policy Research Working Paper 2802, The World Bank, 2002.
7. “Spectrum auctions”, joint with A. Prat, report for the Working Party on Telecommunications and Information Services Policies, DSTI/ICCP/TISP(2000)12, OECD, Paris, 2000.
8. “The theory of access pricing: an overview for infrastructure regulators,” joint with A. Estache, Discussion Paper 2133, CEPR, and Policy Research Working Paper 2097, The World Bank, 1999.

#### **f) Current working papers**

1. “Is Having an Expert “Friend” Enough? An Analysis of Consumer Switching Behaviour in Mobile Telephony”, joint with C. Genakos and C. Roumanias, 2019 (submitted).
2. “Attention oligopoly”, joint with A. Prat, 2019 (submitted).
3. “Mums go online: Is the internet changing the demand for healthcare?”, joint with S. Amaral-Garcia, M. Nardotto and C. Propper, 2018 (submitted).
4. “Piracy in digital markets, a field experiment”, joint with M. Nardotto, M. Smith and R. Telang, 2018 (in preparation).
5. “Exclusionary practices in two-sided markets”, with A. Amelio and L. Karlinger, 2019 (submitted).