

# Bernard Jean-Marc CAILLAUD

## **Professional**

- Status* “Ingénieur Général IGPEF” (Senior Tenured Civil Servant)
- Current positions*
- Senior Researcher of Ecole des Ponts ParisTech, Paris
  - Full Professor at Paris School of Economics, Paris
  - Director of the Master Program APE, Paris School of Economics
- Main Affiliation* Paris School of Economics  
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## **Education**

- French Education* Ecole Polytechnique  
Ecole Nationale des Ponts et Chaussées  
Doctor in Economic Analysis and Policy, EHESS, adviser R. Guesnerie  
HDR (University thesis adviser), Univ. Toulouse, 1997, adviser J.J. Laffont
- Graduate Studies* Ph.D. at M.I.T., Cambridge, USA, 1988;  
Thesis title: “*Three Essays in Contract Theory: On the Role of Outside Parties in Contractual Relationships*”, advisers J.Tirole and O.Hart.

## **Honors, Fellowships and Memberships**

- Fullbright Scholarship, French-American Commission, 1985-1986;
- Sloan Foundation Dissertation Fellowship, 1987-1988;
- Bronze Medal from C.N.R.S., 1992

## **Areas of Research**

Contract Theory, Theory of Incentives, Industrial Organization, Regulation and Procurement, Innovation and intellectual property, Game Theory, Auction Theory, Information transmission, Theory of Organizations and Hierarchies, Theory of the Firm, Political economy and political sciences.

## **Professional career**

2016-present:	Director of Master program APE, Paris School of Economics
2012:	Visiting professor, New-York University at Abu Dhabi
1999-2011:	Associate professor, Ecole Polytechnique
2010-present:	Full time researcher at Paris School of Economics
2005-2009:	Director of PSE-Jourdan, the research center and program of Paris School of Economics on the Campus Jourdan
2002-2004:	Full time researcher at CERAS - ENPC
1996-2002:	Director of CERAS-ENPC
1997-1998:	Visiting scholar, Haas School of Business, U.C. Berkeley.
1992-1996:	Full-time researcher at CERAS; part-time at CEPREMAP.
1989-1991:	Junior research fellow at CNRS in URA 928 at CEPREMAP.

## **Teaching:**

- *Microeconomics 2*, Master APE, M1, since 2017
- *Industrial Organization*, Master APE, M2 core course, since 2017
- *Intermediate Micro* (undergrad level), NYU-AD, Spring 2012
- *Microeconomics 3: Market failure and asymmetric information*, Master APE, 2009-2016
- *Topics in Industrial Organization*, Master APE, 2009-2015
- *Information economics*, Master QEF, Ecole Polytechnique - HEC, 2007-2011
- *Contracts, markets and organizations*, Master APE, 2004-2006
- *Advanced Microeconomics*, Ecole Polytechnique, 2002-2007
- *Theory of Organizations*, Ecole Polytechnique, 2002 - 2006
- *Industrial Organization* (undergrad level), ENPC, 1989 - 2005
- *Microeconomics* (undergrad level), Ecole Polytechnique, 1999-2001
- *Industrial Organization* (undergrad level), Ecole Polytechnique, 2000-2002
- *Contract Theory and Strategy*, with B.Hermalin, Haas School, U.C. Berkeley, 1997-1998
- *Game Theory*, ENSAE, Paris, 1993-1999
- *Contract Theory*, ENSAE, 1989-1995.

## **Ph.D Supervision:**

A.Calvo-Armengol, A.Duchêne, D.Meunier, T.Tregouët, B.Bayramoglu, M.Perona, N.Schutz, R.DeNijs.

## **Professional responsibilities:**

- Member of the Jury IUF Junior, 2015-2017
- Managing Editor, *International Journal of Industrial Organization*, 2005-2013
- Associate Editor, *Journal of the European Economic Association*, 2004-2007
- Associate editor, *BEPRESS Journals in Economic Analysis and Policy*, 2001-2007
- Co-editor of *International Journal of Industrial Organization*, 2003-05
- Managing Editor, *Annales d'Economie & Statistique*, 2002-05
- Associate editor, *Economic Theory*, 1990-1993.
- Economic Theory Chairman, *ESEM98*, Berlin
- Director of *ADRES*, 1998-2002
- Appointed member of the *National Committee for Scientific Research*, 2004-2007

## Articles in Refereed Journals

“Government Intervention in Production and Incentives Theory: A Review of Recent Contributions”, 1988, joint w/ R.Guesnerie, P.Rey and J.Tirole, RAND Journal of Economics, Spring, Vol 19, N°1, pp 1-26.

“Regulation, Competition and Asymmetric Information”, 1990, Journal of Economic Theory, Vol 52, N° 1, pp 87-110.

“Les relations Contractuelles Etat - SNCF: Une analyse sous l’angle de la théorie des incitations”, 1992, joint w/ E.Quinet, in Transports et Théorie Economique, Presses des Ponts et Chaussées, Paris (in French).

“Noisy Observation in Adverse Selection Models”, 1992, joint w/ R.Guesnerie and P.Rey, the Review of Economic Studies, Vol 59(3), N°200, pp 595-615.

“The Use of an Agent in a Signalling Model”, 1993, joint w/ B.Hermalin, Journal of Economic Theory, Vol 60, N°1, pp 83-113.

“Competing Vertical Structures: Precommitment and Renegotiations”, 1995, joint w/ B.Jullien and P.Picard, Econometrica, Vol 63, N°3, pp 621-646.

“Managerial Incentives Based on the Acquisition of Information”, 1995, joint w/ B.Jullien, Journal of Economics & Management Strategy, Vol 4, N°3, pp 427 - 445.

“Strategic Aspects of Vertical Delegation”, 1995, joint w/ P.Rey, European Economic Review, Vol 39, N°3, pp 421-431.

“National vs European Industrial Policies: Bargaining, Information and the Coordination of Incentives”, 1996, joint w/ B.Jullien and P.Picard, European Economic Review, Vol 40 (1), 91-111.

“Information et Organisation des Processus de Décision Publique”, 1996, joint w/ B.Jullien and P.Picard, Revue d’Economie Politique, Vol 106 (1), pp 15-37, (in French).

“Hierarchical Organization and Incentive Policy”, 1996, joint w/ B.Jullien and P.Picard, European Economic Review, Vol 40, pp 687-695.

“Common Market with Regulated Firms”, 1997, joint w/ P.P.Combes and B.Jullien, Annales d’Economie et de Statistique, Vol 47, pp 65-100.

“Collusion in Auctions with Externalities”, 1998, joint w/ P.Jehiel, RAND Journal of Economics, Vol 29, N°4, pp 680-702.

“Party Governance and Ideological Bias”, 1999, joint w/ J.Tirole, European Economic Review, Vol 43, pp 779-789.

“Corporate Insurance with Optimal Financial Contracting”, 2000, joint w/ G.Dionne and B.Jullien, Economic Theory, 2000, Vol 16, N°1, pp. 77-105.

“Modelling Time-Inconsistent Preferences”, 2000, joint w/ B.Jullien, European Economic Review, Vol 44, N°4/6, pp 1116-1124.

“Intergenerational Transfers and Common Values in a Society ”, 2000, joint w/ D.Cohen, European Economic Review, Vol 44, N°4/6, pp 1091-1103.

“Parties as Political Intermediaries”, 2002, joint w/ J.Tirole, Quarterly Journal of Economics, Vol 117, N°4, pp 1453-1491.

“Chicken & Egg : Competition among Intermediation Service Providers”, 2003, joint w/ B.Jullien, the Rand Journal of Economics, Vol 34, N°2, pp 309-328.

“Allocation des sillons ferroviaires : la possibilité d’enchères”, 2003, Economie Publique, Vol 2002/1, N°10, pp 55-72 (in french).

“Essential Facility Financing and Market Structure”, 2004, joint w/ J.Tirole, Journal of Public Economics, Vol 88, pp 667-694.

“Equilibrium Reserve Prices in Sequential Ascending Auctions”, 2004, joint w/ C.Mezzetti, Journal of Economic Theory, Vol 117, N°1, 78-95.

“Implementation of the Revenue-Maximizing Auction by an Ignorant Seller”, 2005, joint w/ J.Robert, Review of Economic Design, Vol 9, N°2, 127-144.

“Consensus Building: How to Persuade a Group”, 2007, joint w/ J.Tirole, American Economic Review, Vol 97, N°5, 1877-1900.

“Patent Office and Innovation Policy: Nobody’s Perfect”, 2011, joint w/A.Duchêne, International Journal of Industrial Organization, Vol 29, N°2, 242-253.

“Strategic Loyalty Reward in Dynamic Price Discrimination”, 2014, joint w/R. De Nijs, Marketing Science, Vol 33, N°5, 725 – 742.

“Joint Design of Emission Tax and Trading Systems”, 2017, joint w/ G. Demange, Annals of Economics and Statistics, Vol 127, 163-201.

“The Value of Consumer Data in Online Advertising”, 2017, joint w/ M.Bourreau and R. De Nijs, Review of Network Economics, De Gruyter, Vol 16 (3), 269-289.

“Taxation of a Digital Monopoly Platform”, 2018, joint w/ M.Bourreau and R. De Nijs, Journal of Public Economic Theory, Vol 20, 40-51.

#### Other published articles and reports

“La théorie des contrats et les problèmes posés par l’intégration européenne”, 1992, joint w/ B.Jullien and P.Picard, Report for the Commissariat Général au Plan, 4889 - MDPE 009 (in French).

“Analyse du caractère incitatif des contrats de transports urbains”, 1993, joint w/ E.Quinet, Report for the French Ministry of Transportation, PRDTT 890044 (in French).

“Faut-il pratiquer des tarifs dégressifs pour l’accès aux infrastructures de transport ferroviaire”, 1994, joint w/ E.Quinet, Rapport d’expertise SNCF, restricted diffusion (in French).

“La crédibilité des engagements intergénérationnels”, 1996, joint w/ D.Cohen, Report for the French Planning Board, CEPREMAP ed (in French).

“Ententes et capture dans l’attribution des marchés publics”, 2001, in *Enchères et gestion publique*, Report of the french Council of Economic Analysis (CAE), M.Mougeot and E.Cohen ed., *La documentation française*, Paris (in French).

“La propriété intellectuelle sur les logiciels”, 2003, Report of the french Council of Economic Analysis (CAE), *La documentation française*, Paris (in French).

“Ententes et capture dans la commande publique : un point de vue d’économiste”, 2003, Revue de la Concurrence, de la Consommation et de la Répression des fraudes, numéro *Commande Publique et Concurrence*, M.Mougeot Ed (in French).

“L’économie des marchés bi-faces”, 2006, joint w/ T.Tregouët, *Concurrence, Revue Lamy*, N°9, 106-112 (in French).

« Le défi de la propriété intellectuelle », 2008, *Les Cahiers Français*, N°347, 79-84 (in French).

« Valoriser les investissements de l'Ecole des Ponts en économie », 2014, *Rapport au Directeur de l'Ecole des Ponts ParisTech* (in French).

« La fiscalité du numérique », 2015, joint w/ M. Bacache, F. Bloch, M. Bourreau, J. Cremer, H. Cremer, G. Demange, S. Gauthier, *Rapport à France Stratégie* (in French).

« Joint design of emission tax and trading systems”, 2015, w/ G. Demange, *Vox – CEPR’s Policy Portal*.