

## Tommaso M. Valletti

### *Curriculum vitae*

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<http://www.imperial.ac.uk/people/t.valletti>

### Education

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

### Current Position

- Chief Competition Economist, DG COMP, European Commission, Brussels (since September 2016)

### Academic Employment

#### Current Positions

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

#### Previous Positions

- 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).

### **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, 2000-2006, Frontier Economics)          Stephanie Leach (2002-06, Oliver &amp; Ohlbaum Associates)          George Kavetsos (2005-2009, Cass Business School)          Pantelis Koutroumpis (2006-2009, European Bank of Investment).          Bruno Basalisco (2006-2010, Office of Communications)          Post-doc mentor: Boris Ewenstein (McKinsey&amp;Company).</p>
Rome	<p>Contract Theory (graduate), Competition Policy (graduate)          PhD thesis supervision:          Anna Rita Bennato (2006-2010, University of East Anglia)          Giacomo Persi Paoli (2007-2011, 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).          Ph.D. Committee: Ramiro Losada (Carlo III, Madrid), Alberto Salvo (LSE), Plamen Natzkoff (Oxford), Federica Manca (Rome), Mikael Nordberg (Stockholm), Angel Lopez (Toulouse), David Pynch (Southampton), Joao Varela (Lisbon), Riccardo Pacini (Rome), Yu-San Lo (York), Tommaso Mejer (Autonoma Barcelona), Qi Zhang (LSE), Miguel Angel Sandoval Flores (Leicester), Kadambari Prasad (Oxford), Germain Gaudin (Telecom ParisTech), Vittorio Larocca (Rome), Eleftheria Triviza (Bologna).</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.

## 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 (January 2018)

ISI Web of Knowledge: 1000+.  
Google scholar: 4,300+; h-index 35; g-index 62.  
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)

## **A selection of recent and forthcoming seminar and conference presentations**

- 2013 Telecom ParisTech, Paris, France; City University, London, UK; CERRE, Brussels, Belgium; Kyoto University, Japan; The Economist's Roundtable, Athens, Greece; University of Nottingham, UK; Florence School of Regulation, Italy; CEPR Conference on Applied IO, Bologna, Italy; UCL, UK; Universitat Autònoma de Barcelona, Spain; CRESSE, Corfu, Greece; CRETE, Naxos, Greece; EARIE, Evora, Portugal; University of East Anglia, Norwich, UK; DICE, Dusseldorf, Germany; University of Toulouse, France; CREST, Paris, France; Ofcom, London, UK; Imperial College London, UK; Bruegel, Brussels, Belgium.
- 2014 IAI, Rome, Italy; WIPE, Reus, Spain; Bruegel, Brussels, Belgium; Rome "Tor Vergata", Italy, Carlo Alberto, Turin, Italy; CEPR IO Conference, Athens, Greece; Barcelona GSE, Spain; Florence School of Regulation, Italy; CRESSE, Corfu, Greece; NBER Summer Institute, Boston, US; EIEF, Rome, Italy; ITU Conference, Tbilisi, Georgia; ACE Conference, Mannheim, Germany.
- 2015 Toulouse School of Economics, France; HM Treasury, London; Florence School of Regulation, Italy; ECARES, Brussels, Belgium; Carlo Alberto, Turin, Italy; CRESSE, Crete, Greece; Ofcom, London, UK; ICT Conference, Paris, France (keynote); SEEK Conference, Mannheim, Germany (keynote); ACE Conference, Bocconi, Italy; Competition Commission, London, UK; CREST, Paris, France; Queen Mary, London, UK; EIEF, Rome, Italy.
- 2016 BMU, New Delhi, India; University of Bologna, Italy; University of Roma Tre, Italy; Florence School of Regulation, Italy; ESMT, Berlin; PSE, Paris, France; CRESSE, Rhodes, Greece; ACM Conference, Amsterdam, The Netherlands.
- 2017 Bank of England/CEPR Conference, London, UK; Chicago Booth, US; ICN, Porto, Portugal; CESifo, Munich, Germany; Oxford University, UK; Institute of Directors, London, UK; CRESSE, Crete, Greece; LEAR Conference, Rome, Italy; Northwestern University, US; Cambridge University, UK; ACE Conference, Carlos III Madrid, Spain (keynote).
- 2018 King's College London, UK; ABA Spring Meetings, Washington DC, USA; ECB Sintra Forum, Portugal; CRESSE, Crete, Greece; Bank for International Settlements, Basel, Switzerland; Autoridade da Concorrência, Lisbon, Portugal; Mannheim University, Germany.

## Publications

### a) Journal articles

1. "Internet and Politics: Evidence from UK Local Elections and Local Government Policies", joint with A. Gavazza and M. Nardotto, *Review of Economic Studies*, forthcoming.
2. "Platform pricing and consumer foresight: the case of airports", joint with R. Flores-Fillol and A. Iozzi, *Journal of Economics & Management Strategy*, forthcoming.
3. "The value of personal information in online markets with endogenous privacy", joint with R. Montes and W. Sand-Zantman, *Management Science*, 2018.
4. "Horizontal mergers and product innovation", joint with G. Federico and G. Langus, *International Journal of Industrial Organization*, vol. 59, 1-23, 2018.
5. "Evaluating market consolidation in mobile communications", joint with C. Genakos and F. Verboven, *Economic Policy*, vol. 33, issue 93, 45-100, 2018.
6. "A simple model of mergers and innovation", joint with G. Federico and G. Langus, *Economics Letters*, vol. 157, 136-140, 2017.
7. "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.
8. "Selling customer information to competing firms", joint with F. Clavorà Braulin, *Economics Letters*, vol. 149, 10-14, 2016.
9. "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.
10. "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).
11. "Evaluating a decade of mobile termination rate regulation", joint with C. Genakos, *Economic Journal*, vol. 125, issue 586, 31-48, 2015.
12. "Net neutrality, exclusivity contracts and Internet fragmentation", joint with F. Kourandi and J. Krämer, *Information Systems Research*, vol. 26, n. 2, 320-338, 2015.
13. "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.
14. "Net neutrality with competing Internet platforms", joint with M. Bourreau and F. Kourandi, *Journal of Industrial Economics*, vol. 63, n. 1, 30-73, 2015.
15. "Compulsory licensing and access to drugs", joint with C. Stavropoulou, *European Journal of Health Economics*, vol. 16, n. 1, 83-94, 2015.
16. "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.
17. "Vertical contracting and countervailing power," joint with A. Iozzi, *American Economic Journal: Microeconomics*, vol. 6, n. 3, 106-135, 2014.
18. "Pharmaceutical Innovation and Parallel Trade", joint with A.R. Bennato, *International Journal of Industrial Organization*, vol. 33, 83-92, 2014.
19. "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.
20. "Intertemporal movie distribution: Versioning when customers buy both versions," joint with J. Calzada, *Marketing Science*, vol. 31, n. 4, 649-667, 2012.
21. "Testing the 'waterbed' effect in mobile telecommunications," joint with C. Genakos, *Journal of the European Economic Association*, vol. 9, n. 6, 1114-1142, 2011.
22. "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.

23. "Incentives for input foreclosure," joint with R. Inderst, *European Economic Review*, vol. 55, n. 6, 820-831, 2011.
24. "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).
25. "Buyer power and the waterbed effect," joint with R. Inderst, *Journal of Industrial Economics*, vol. 59, n. 1, 1-20, 2011 (lead article).
26. "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.
27. "Indirect vs. Direct Constraints in Markets with Vertical Integration," joint with R. Inderst, *Scandinavian Journal of Economics*, vol. 111, n. 3, 527-546, 2009.
28. "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.
29. "Price discrimination in input markets", joint with R. Inderst, *RAND Journal of Economics*, vol. 40, n. 1, 1-19, 2009 (lead article).
30. "Information creation and competition in telecommunications networks," joint with C. Cambini, *Journal of Industrial Economics*, vol. 56, n. 4, 707-728, 2008.
31. "Network competition and entry deterrence," joint with J. Calzada, *Economic Journal*, vol. 118, issue 531, 1223-1244, 2008.
32. "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.
33. "Mixing goods with two-part tariffs," joint with S. Hoernig, *European Economic Review*, vol. 51, n. 7, 1733-1750, 2007.
34. "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.
35. "Differential pricing, parallel trade, and incentives to invest," *Journal of International Economics*, vol. 70, n. 1, 314-324, 2006.
36. "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.
37. "Promotion and relegation in sporting contests," joint with S. Szymanski, *Rivista di Politica Economica* (invited lead article), vol. 95, 3-39, 2005.
38. "Parallel trade, price discrimination, investment and price caps," joint with Stefan Szymanski, *Economic Policy*, vol. 44, 705-749, 2005.
39. "Mobile termination: What is the "right" charge?" joint with G. Houppis, *Journal of Regulatory Economics*, vol. 28, n. 3, 235-258, 2005.
40. "Investments and network competition," joint with C. Cambini, *RAND Journal of Economics*, vol. 36, n. 2, 446-467, 2005.
41. "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.
42. "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).
43. "Firm Size Distribution in Small Samples," joint with L. Buzzacchi, *Bulletin of Economic Research*, vol. 56, n. 4, 301-309, 2004.
44. "Access charges and quality choice in competing networks," joint with C. Cambini, *Information Economics & Policy*, vol. 16, n. 3, 391-409, 2004.
45. "Competition in telecommunications: an introduction," joint with M. Peitz and J. Wright, *Information Economics & Policy*, vol. 16, n. 3, 315-321, 2004.
46. "Vertical integration and exclusivity contracts when consumers have switching costs," *Southern Economic Journal*, vol. 71, n. 1, 36-59, 2004.

47. "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.
48. "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).
49. "Input price discrimination in Cournot games," *International Journal of Industrial Organization*, vol. 21, n. 7, 969-988, 2003.
50. "Is mobile telephony a natural oligopoly?," *Review of Industrial Organization*, vol. 22, n. 1, 47-65, 2003.
51. "Additive and multiplicative uncertainty revisited: What explains the contrasting biases?," joint with Ciaran Driver, *Journal of Economics*, vol. 79, n. 2, 187-198, 2003.
52. "Location choice and price discrimination in a duopoly," *Regional Science and Urban Economics*, vol. 32, n. 3, 339-358, 2002.
53. "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.
54. "Competition in communication networks: Pricing and regulation," joint with Robin Mason, *Oxford Review of Economic Policy*, vol. 17, n. 3, 389-415, 2001.
55. "Spectrum Auctions Versus Beauty Contests: Costs and Benefits", joint with A. Prat, *Rivista di Politica Economica*, vol. 91, n. 4-5, 59-109, 2001.
56. "Switching costs in vertically related markets," *Review of Industrial Organization*, vol. 17, n. 4, 395-409, 2000.
57. "Price discrimination and price dispersion in a duopoly," *Research in Economics*, vol. 54, n. 4, 351-374, 2000.
58. "Minimum quality standards under Cournot competition," *Journal of Regulatory Economics*, vol. 18, n. 3, 237-247, 2000.
59. "Symposium on Universal Service Obligations and competition," Guest Editor and Introduction, *Information Economics and Policy*, vol. 12, n. 3, 205-210, 2000.
60. "A model of competition in mobile communications," *Information Economics & Policy*, vol. 11, n. 1, 61-72, 1999.
61. "Two-part access prices and imperfect competition," *Information Economics & Policy*, vol. 10, n. 3, 305-323, 1998.

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

62. "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.
63. "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.
64. "Economics in competition law: Working together," *Revue Concurrences*, n. 4, 11-15, 2017.
65. "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.
66. "Interview", *Accelerating News* online, CERN, issue 17, 4 July 2016.
67. "Reassessing Competition Concerns in Electronic Communications Markets," joint with M. Peitz, *Telecommunications Policy*, vol. 39, n. 10, 896-912, 2015.
68. "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.
69. "Neutral regulation to Net Neutrality," *Competition Policy International*, April 2015.



70. "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.
71. "Incentives to foreclose," joint with Roman Inderst, *Global Competition Policy*, March (1), 1-17, 2009.
72. "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.
73. "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.
74. "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).
75. "Market failures and remedies in mobile telephony," *Journal of Network Industries*, vol. 5, n. 1, 51-81, 2004.
76. "The theory of access pricing and its linkage with investment incentives," *Telecommunications Policy*, vol. 27, n. 10-11, 659-675, 2003.
77. "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.
78. "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.
79. Review of *Privatization, Restructuring, and Regulation of Network Utilities*, by D. Newbery, MIT Press, Cambridge (MA), *Economica*, vol. 69, n. 275, 526-528, 2002.
80. "Spectrum property rights," *Info*, vol. 3, n. 5, 375-380, 2001.
81. Review of *Competition in Telecommunications*, by J.-J. Laffont and J. Tirole, MIT Press, Cambridge (MA), *Economica*, vol. 68, n. 271, 458-460, 2001.
82. "Spectrum Trading", *Telecommunications Policy*, vol. 25, n. 10-11, 655-670, 2001.
83. "Are spectrum auctions ruining our grandchildren's future?" joint with M. Cave, *Info*, vol. 4, n. 2, 347-350, 2000.
84. "Access pricing and deregulation in the telecoms industry," *world markets in 2001*, 64-68, September 2000.
85. "The practice of access pricing: telecommunications in the United Kingdom," *Utilities Policy*, vol. 8, n. 2, 83-98, 1999.
86. "Mobile telecoms in the UK," joint with M. Cave, *The Utilities Journal*, vol. 1, 35-40, March 1998.
87. "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. "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.
5. "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.
6. "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.

7. "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.
8. "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.
9. "Parallel imports of patented medicines," joint with S. Szymanski, in M. Pugatch and A. Jensen (eds.) *Healthy IPRs*, The Stockholm Network, London, 2007.
10. "Scoring Rules", in N. Dimitri, G. Piga and G. Spagnolo (eds.) *Handbook of Procurement*, Cambridge University Press, Cambridge, 2006.
11. "Equality of opportunity and equality of outcome: open leagues, closed leagues and Competitive Balance," joint with L. Buzzacchi and S. Szymanski, in B. Gerrard (ed.), *The Economics of Association Football*, Edward Elgar, Cheltenham, 2006.
12. "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.
13. "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.
14. "Spectrum Auctions Versus Beauty Contests: Costs and Benefits," joint with A. Prat, in M. Baldassarri and L. Lambertini (eds.) *Antitrust, Regulation and Competition*, Palgrave MacMillan, Basingstoke, 2003.
15. "Regulation and Competition in Telecommunications," joint with M. Cave, in G. Galli and J. Pelkmans (eds.) *Regulatory Reforms and Competitiveness in Europe*, vol. II - Vertical Issues, Edward Elgar, Cheltenham, 2000.

#### **d) Selected publications in Italian**

1. *Il mercato delle telecomunicazioni - Dal monopolio alla liberalizzazione negli Stati Uniti e nell'UE*, joint with C. Cambini and P. Ravazzi, Il Mulino, Bologna, 2003.
2. *I mercati della comunicazione nell'era digitale*, joint with C. Cambini (editors), Il Mulino, Bologna, 2002.
3. *Regolamentazione e mercato nelle telecomunicazioni*, joint with C. Cambini and P. Ravazzi, Carocci Editore, Roma, 2000.
4. "Un dividendo difficile da incassare," joint with A. Sassano and C. Cambini, *Mercato concorrenza regole*, vol. 12, n. 2, 295-310, 2010.
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#### **e) Selected policy reports**

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2. “Regulating Platform Charges”, joint with R. Inderst, report prepared for the Financial Services Authority, 2010.
3. “Call termination rates: A comparison of three options for termination regimes”, Compass, International Institute of Communications, June 2009.
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8. “Spectrum trading”, report prepared for OFTEL, 2001.
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1. “Loss aversion on the phone”, joint with C. Genakos and C. Roumanias, 2017 (submitted).
2. “The European Framework for Regulating Telecommunications – a 25-year appraisal”, joint with M. Cave and C. Genakos, 2018 (submitted).
3. “Attention oligopoly”, joint with A. Prat, 2018 (submitted).
4. “Consumer profiling with data requirements”, joint with J. Wu, 2017 (submitted).
5. “Mums go online: Is the Internet changing the demand for healthcare?”, joint with S. Amaral-Garcia, M. Nardotto and C. Propper, 2018 (submitted).
6. “Piracy in digital markets, a field experiment”, joint with M. Nardotto, M. Smith and R. Telang, 2018 (in preparation).