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Date of birth: 26 December 1964

Citizenship: UK/Canadian

Position: Professor of Economics and Fellow of All Souls College,
University of Oxford (since September 2011)

Editorial

activities: *Rand Journal of Economics*: associate editor (1995-2002), co-editor (2005-)
Review of Economic Studies: board member (1993-2011), assistant editor (1997-99), managing editor (1999-2003), chair (2003-2010)
Journal of Industrial Economics: board member (1995-2005)

Other

activities: Fellow of the *British Academy* (2007)
Fellow of the *Econometric Society* (2008)
Fellow of the *European Economic Association*
Council member of *European Economic Association* (2010-2015)
Council member and member of Executive Committee of *Royal Economic Society* (2010-2015)
Council member, *Econometric Society* (2016-2019)

Education:

1984-1987: Queens' College, Cambridge, B.A. in Mathematics (First Class)

1987-1992: St. John's College, Oxford, M.Phil. and D.Phil. in Economics
Supervisor: James Mirrlees

Previous employment:

1990-1992: Institute of Economics and Statistics, Oxford
Research Officer on ESRC project *The Regulation of Firms with Market Power*

1992-1994: University Assistant Lecturer in Microeconomics
University of Cambridge
Fellow of Gonville and Caius College, Cambridge

1994-1997: Eric Roll Professor of Economic Policy
Department of Economics, University of Southampton

1997-2003: Official Fellow in Economics
Nuffield College, University of Oxford

2003-2011: Professor of Economics
University College London

Published articles and selected book chapters:

“Welfare Effects of Price Discrimination by a Regulated Monopolist”, (1991), *Rand Journal of Economics* 22: 571-580 (with John Vickers).

“Price Discrimination, Competition and Regulation”, (1993), *Journal of Industrial Economics* 41: 335-359 (with John Vickers). [Reprinted in *The Economics of Price Discrimination*, edited by G. Norman, Edward Elgar, (1999).]

“Nonlinear Pricing and Price Cap Regulation”, (1995), *Journal of Public Economics* 58: 33-55 (with Simon Cowan and John Vickers).

“Multiproduct Nonlinear Pricing”, (1996), *Econometrica* 64: 51-76.

“The Access Pricing Problem: A Synthesis”, (1996), *Journal of Industrial Economics* 44: 131-150 (with Chris Doyle and John Vickers). [Reprinted in *Economic Regulation*, edited by P. Joskow, Edward Elgar, (2000) and *Developments in the Economics of Privatization and Regulation*, edited by M. Crew and D. Parker, Edward Elgar (2008).]

“Optimal Regulatory Lag Under Price Cap Regulation”, (1996), *Revista Espanola de Economia* 2: 93-116 (with Ray Rees and John Vickers).

“Regulatory Reform in Telecommunications in Central and Eastern Europe”, (1996), *Economies in Transition* 4: 295-318 (with John Vickers).

“Competition in Telecommunications”, (1997), *Oxford Review of Economic Policy* 13: 64-82. [Reprinted as “Telecommunications” in *Competition in Regulated Industries*, edited by D. Helm and T. Jenkinson, Oxford University Press (1998).]

“Local Competition in UK Telecommunications”, (1998), in *Regulating Utilities: Understanding the Issues*, edited by M. Beesley, Institute of Economic Affairs.

- “The Access Pricing Problem with Deregulation: A Note”, (1998), *Journal of Industrial Economics* 46:115-121 (with John Vickers).
- “Network Interconnection in Telecommunications”, (1998), *Economic Journal* 108: 545-564. [Winner of the Royal Economic Society Prize for best paper published in the *Economic Journal* this year.]
- “Price Discrimination by a Many-Product Firm”, (1999), *Review of Economic Studies* 66: 151-168.
- “Optimal Regulation with Unknown Demand and Cost Functions”, (1999), *Journal of Economic Theory* 84: 196-215.
- “Multi-Dimensional Screening: A User’s Guide”, (1999), *European Economic Review* 43: 959-979 (with Jean-Charles Rochet).
- “On the Distribution of the Maximum Likelihood Estimator”, (1999), *Econometrica* 67: 1459-1470 (with Grant Hillier).
- “Competition in the Pay-TV Market”, (1999), *Journal of the Japanese and International Economies* 13: 257-280.
- “Multiproduct Price Regulation Under Asymmetric Information”, (2000), *Journal of Industrial Economics* 48: 137-160 (with John Vickers).
- “Optimal Multi-Object Auctions”, (2000), *Review of Economic Studies* 67: 455-481.
- “Access Pricing, Bypass and Universal Service”, (2001), *American Economic Review* 91 (Papers and Proceedings): 297-301.
- “Competitive Price Discrimination”, (2001), *Rand Journal of Economics* 32: 579-605 (with John Vickers).
- “The Theory of Access Pricing and Interconnection”, (2002), in *Handbook of Telecommunications Economics*, eds. M. Cave, S. Majumdar and I. Vogelsang, North-Holland.
- “Toward a Synthesis of Models of Regulatory Policy Design with Limited Information”, (2004), *Journal of Regulatory Economics* 26: 1-21 (with David Sappington).
- “Network Interconnection with Asymmetric Networks and Heterogeneous Calling Patterns”, (2004), *Information Economics and Policy* 16: 375-390.
- “Public Service Broadcasting”, (2005), *Fiscal Studies* 26: 281-299. [Text of my inaugural lecture at UCL.]

“Regulation, Competition, and Liberalization”, (2006), *Journal of Economic Literature* 44: 325-366 (with David Sappington). [Reprinted in *Developments in the Economics of Privatization and Regulation*, edited by M. Crew and D. Parker, Edward Elgar (2008).]

“Recent Developments in the Economics of Price Discrimination”, (2006), chapter 4 in *Advances in Economics and Econometrics: Theory and Applications, Ninth World Congress of the Econometric Society, Volume II*, Eds. Blundell, Newey, and Persson, Cambridge University Press.

“Competition in Two-sided Markets”, (2006), *Rand Journal of Economics* 37: 668-691. [Winner of the 2007 Compass Prize for best paper published in an academic journal in 2006 about competition policy. Translated into Chinese and re-published in *Industrial Organization Review*, 2007, volume 1, 1-27.]

“Two-Sided Markets: Economic Theory and Policy Implications”, (2007), in *Recent Developments in AntiTrust: Theory and Evidence*, Ed. J.P. Choi, MIT Press.

“Two-sided Markets, Competitive Bottlenecks and Exclusive Contracts”, (2007), *Economic Theory* 32: 353-380 (with Julian Wright).

“Recent Developments in the Theory of Regulation”, (2007), chapter 27 in *Handbook of Industrial Organization, Vol III*, Eds. M. Armstrong and R. Porter, North-Holland (with David Sappington).

“Public Service Broadcasting in the Digital World”, (2007), in *The Economic Regulation of Broadcasting Markets: Evolving Technology and Challenges for Policy*, Ed. P. Seabright and J. von Hagen, Cambridge University Press (with Helen Weeds).

“Interactions between Competition and Consumer Policy”, (2008), *Competition Policy International* 4(1): 97-147.

“Access Pricing, Bypass and Universal Service in Post”, (2008), *Review of Network Economics* 7(2): 172-187.

“Price Discrimination”, (2008), in *Handbook of Antitrust Economics*, Ed P. Buccirossi, MIT Press.

“Consumer Protection and the Incentive to Become Informed”, (2009), *Journal of the European Economic Association (Papers and Proceedings)* 7(2-3): 399-410 (with John Vickers and Jidong Zhou).

“Inattentive Consumers and Product Quality”, (2009), *Journal of the European Economic Association (Papers and Proceedings)* 7(2-3): 411-422 (with Yongmin Chen).

“Prominence and Consumer Search”, (2009), *RAND Journal of Economics* 40(2): 209-233 (with John Vickers and Jidong Zhou).

- “Mobile Call Termination”, (2009), *Economic Journal* 119 (538): F270-307 (with Julian Wright).
- “Competitive Non-linear Pricing and Bundling”, (2010), *Review of Economic Studies* 77: 30-60 (with John Vickers).
- “A Model of Delegated Project Choice”, (2010), *Econometrica* 78: 213-244 (with John Vickers).
- “Collection Sales: Good or Bad for Journals?”, (2010), *Economic Inquiry* 48: 163-176.
- “Behavioral Economics as Applied to Firms: A Primer”, (2010), *Competition Policy International* 6: 3-45 (with Steffen Huck).
- “Paying for Prominence”, (2011), *Economic Journal* 121: F368-F395 (with Jidong Zhou).
- “Consumer Protection and Contingent Charges”, (2012), *Journal of Economic Literature* 50:477-493 (with John Vickers).
- “A More General Model of Commodity Bundling”, (2013), *Journal of Economic Theory* 148: 448-472.
- “Which Demand Systems Can be Generated by Discrete Choice”, (2015), *Journal of Economic Theory* 158: 293-307 (with John Vickers).
- “Search and Ripoff Externalities”, (2015), *Review of Industrial Organization* 47: 273-302.
- “Opening Access to Research”, (2015), *Economic Journal* 125: F1-F30.
- “Search Deterrence”, (2016), *Review of Economic Studies* 83(1): 26-57 (with Jidong Zhou).
- “Nonlinear Pricing”, (2016), *Annual Review of Economics* 8: 583-614.
- “Ordered Consumer Search”, forthcoming in *Journal of the European Economic Association*.
- “Multiproduct Pricing Made Simple”, forthcoming in *Journal of Political Economy* (with John Vickers).

Books:

Regulatory Reform - Economic Analysis and UK Experience, (1994), MIT Press (with Simon Cowan and John Vickers).

Handbook of Industrial Organization, Vol. III, (2007), North-Holland (co-edited with Robert Porter).

Major research funding:

Principal applicant (and Director) for ESRC Centre funding for *Centre for Economic Learning and Social Evolution* (ELSE), ESRC funding of £3.1 million for period 2005-2010.

Invited conference presentations and lectures:

1998: European Economic Association meeting, Berlin (“Multidimensional Screening: A User's Guide”)

2000: American Economic Association meeting, New Orleans (“Access Pricing, Bypass and Universal Service”)

2002: Econometric Society European meeting, Venice (“Competition in Two-Sided Markets”)

2005: World Congress of Econometric Society, London (“Recent Developments in the Economics of Price Discrimination”)

2006: Jornadas de Economía Industrial, Barcelona (“Nonlinear Pricing and Bundling”)

2008: European Economic Association meeting, Milan (“Consumer Protection and the Incentive to Become Informed” and “Inattentive Consumers and Product Quality”)

2008: Econometric Society Latin American meeting, Rio de Janeiro (“Consumer Protection and the Incentive to Become Informed”)

2008: EARIE plenary lecture, Toulouse (“Bundling”)

2010: Royal Economic Society Annual Conference, Guildford (“Exploding Offers and Buy-Now Discounts”)

2010: CRESSE meeting, Crete, J.-J. Laffont Lecture (“Behavioral Economics as Applied to Firms: A Primer”)

2011: CEPR Conference on Applied I.O., Tel Aviv (“Exploding Offers and Buy-Now Discounts”)

2012: NBER Summer Institute: Industrial Organization, Boston (“Discount Pricing”)

2012: EARIE Conference, Rome (“Discount Pricing”)

2013: Annual Meeting of the German Economic Association, Düsseldorf (“Search and Ripoff Externalities”)

2014: Conference on *Industrial Organization: Theory, Empirics and Experiments*, Alberobello, Italy (“Search and Ripoff Externalities”)

2015: Conference on *The Future of Scholarly Communication in Economics*, Hamburg (“Opening Access to Research”)

2015: Jornadas de Economía Industrial, Alicante (“Search and Ripoff Externalities”)

2016: Marshall Lecture, Annual Meeting of the European Economic Association, Geneva (“Ordered Consumer Search”)