

Wilfried SAND-ZANTMAN

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Professeur

Département: Economie

Campus de Cergy

DIPLÔMES

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|------|--|
| 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) |

CARRIÈRE

POSITIONS ACADÉMIQUES PRINCIPALES

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|-------------------|--|
| 2020 - Présent | Professeur (ESSEC Business School France) |
| 2000 - 2002-08-31 | Maître de conférences (Université de Nantes France) |
| 2002 - 2006-08-31 | Professeur des universités (Université de Montpellier France) |
| 2006 - 2010-08-31 | Professeur des Universités (Toulouse School of Economics France) |
| 2010 - 2020-08-31 | Professeur des Universités (Toulouse School of Economics France) |

AUTRES POSITIONS ACADÉMIQUES

- | | |
|-------------------|---|
| 2014 - 2020-08-31 | Professeur visitant (ESSEC Business School France) |
| 2016 - 2019-08-31 | Directeur du programme doctoral de TSE (Toulouse School of Economics
France) |

- 1997 - 1998-09-30 Visiting student (London Business School Royaume-Uni)
- 1998 - 1999-03-31 Visiting student (Nuffield College Royaume-Uni)
- 2007 - 2009-08-31 Directeur du Master Economics of Markets and Organizations (Toulouse School of Economics France)
- 2015 - 2016-08-31 Directeur du Master Economics of Markets and Organizations (Toulouse School of Economics France)
- 2018 - 2018-12-31 Directeur du Master Economic Theory and Econometrics (Toulouse School of Economics France)
- 2021 - 2023-08-31 Directeur Académique ESSEC Global Circular Economy Chair (ESSEC Business School France)
- 2025 - 2028-08-31 Directeur Académique du programme Grande Ecole (Master in Management) (ESSEC Business School France)

AUTRES POSITIONS

- 2004 - 2006-08-31 Directeur-Adjoint pour la recherche, Faculté de Sciences Economiques (Université de Montpellier France)
- 2022 - 2025-01-31 Responsable du département Economie (ESSEC Business School France)

PUBLICATIONS

COMMUNICATIONS DANS UNE CONFÉRENCE

[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.](#)

[DOSIS, A. et SAND-ZANTMAN, W. \(2019\). Contracting for Privacy. Dans: 2019 Midwest Economic Theory Conference.](#)

[DOSIS, A. et SAND-ZANTMAN, W. \(2021\). The Ownership of Data. Dans: 19th Conference on Research on Economic Theory and Econometrics \(CRETE\) 2021. Naxos.](#)

[SAND-ZANTMAN, W. et MARTIMORT, D. \(2023\). Media Mergers in Nested Markets. Dans: 50th Annual Conference of the European Association of Research in Industrial Economics \(EAIRE\). Rome.](#)

[DUBUS, A. et SAND-ZANTMAN, W. \(2024\). Learning by Doing in Data Markets. Dans: 2024 European Association for Research in Industrial Economics \(EARIE\) Annual Conference. Amsterdam.](#)

ARTICLES

[SAND-ZANTMAN, W. \(2000\). Choix Constitutionnel et Délégation Stratégique. *Revue d'économie politique*, 110\(5\), pp. 683-700.](#)

[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.](#)

[SAND-ZANTMAN, W. \(2004\). Economic integration and political accountability. *European Economic Review*, 48\(5\), pp. 1001-1025.](#)

[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.](#)

[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\(4\).](#)

[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. 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.](#)

[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.](#)

[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.](#)

[JULLIEN, B. et SAND-ZANTMAN, W. \(2018\). Internet Regulation, Two-Sided Pricing, and Sponsored Data. *International Journal of Industrial Organization*, 58, pp. 31-62.](#)

[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.](#)

[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. \(2013\). Analyse économique des pratiques de fidélisation. *Revue française d'économie*, XXVIII\(3\), pp. 37.](#)

[MARTIMORT, D. et SAND-ZANTMAN, W. \(2014\). Accords environnementaux. *Revue Economique*, 65\(4\), pp. 481-497.](#)

[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. et SAND-ZANTMAN, W. \(2021\). The Economics of Platforms: A Theory Guide for Competition Policy. *Information Economics and Policy*, 54, pp. 100880.](#)

[DOSIS, A. et SAND-ZANTMAN, W. \(2023\). The Ownership of Data. *Journal of Law, Economics, and Organization*, 39\(3\), pp. 615-641.](#)

[POUDOU, J.C. et SAND-ZANTMAN, W. \(2023\). The Environmental Impact of Internet Regulation. *Information Economics and Policy*, 65, pp. 101060.](#)

[MARTIMORT, D. et SAND-ZANTMAN, W. \(2024\). Media Mergers in Nested Markets. *Journal of Economics and Management Strategy*. In press.](#)

ACTIVITÉS DE RECHERCHE

Organisation d'une conférence ou d'un séminaire

2008 - 2008: Chair of the Organizing Committee EARIE 2008 Conference

Reviewer pour un journal

- 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
- 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 B.E. Journal of Economic Analysis and Policy
- Theoretical Economics

Fonction dans une association académique

- 2010 - 2012: Member of the European Association for Research in Industrial Economics (EARIE) Executive Committee
- 2013 - 2015: Member of the European Association for Research in Industrial Economics (EARIE) Executive Committee

Rôle d'expert ou évaluateur dans une organisation de recherche

- 2012 - 2012: Reviewer for the ANR
- 2015 - 2015: Reviewer for HCERES
- 2018 - 2018: Reviewer for SNSF

SERVICES

- 2008 - 2012: Member of the Scientific Council (Université de Toulouse France)
2016 - 2019: Member of the French National Council of Universities CNU
2019 - 2020: Board member (Conseil d'Administration) (Université de Toulouse France)

ACTIVITÉS PROFESSIONNELLES

Membre d'une association professionnelle, d'un groupe d'experts ou d'un conseil d'administration

- 2020 - 2022: Board member of the French Gambling Commission, Autorité Nationale des Jeux