

# Wilfried SAND-ZANTMAN

sand@essec.edu

Professor

Department: Economics

Campus de Cergy

## DIPLOMAS

---

### DIPLOMAS

- |      |   |
|------|---|
| 2000 | Doctorate in Economics « l'Economie Politique de la Décentralisation »<br>(Université de Toulouse France)                               |
| 1995 | Master Degree in Mathematical Economics and Econometrics<br>(Université de Toulouse France)   |
| 1995 | Diploma Degree in Economics and Statistics<br>(L'École nationale de la statistique et de l'administration économique (ENSAE)<br>France) |

## CAREER

---

### FULL-TIME ACADEMIC APPOINTMENTS

- |                   |   |
|-------------------|---|
| 2020 - Now        | Professor (ESSEC Business School France)                  |
| 2000 - 2002-08-31 | Assistant Professor (Université de Nantes France)         |
| 2002 - 2006-08-31 | Associate Professor (Université de Montpellier France)    |
| 2006 - 2010-08-31 | Associate Professor (Toulouse School of Economics France) |
| 2010 - 2020-08-31 | Full Professor (Toulouse School of Economics France)      |

### OTHER ACADEMIC APPOINTMENTS

- |                   |   |
|-------------------|---|
| 2014 - 2020-08-31 | Visiting Professor (ESSEC Business School France)                       |
| 2016 - 2019-08-31 | Director of the TSE Ph.D. program (Toulouse School of Economics France) |

- 1997 - 1998-09-30 Visiting student (London Business School United Kingdom)
- 1998 - 1999-03-31 Visiting student (Nuffield College United Kingdom)
- 2007 - 2009-08-31 Director of the Master Program Economics of Markets and Organizations (Toulouse School of Economics France)
- 2015 - 2016-08-31 Director of the Master Program Economics of Markets and Organizations (Toulouse School of Economics France)
- 2018 - 2018-12-31 Director of the Master Program Economic Theory and Econometrics (Toulouse School of Economics France)
- 2021 - 2023-08-31 Chaired Professor (ESSEC Business School France)
- 2025 - 2028-08-31 Academic director Grande Ecole (Master in Management) (ESSEC Business School France)

## **OTHER APPOINTMENTS**

- 2004 - 2006-08-31 Dean of Research , Faculté de Sciences Economiques (Université de Montpellier France)
- 2022 - 2025-01-31 Head of the Economics Department (ESSEC Business School France)

## **PUBLICATIONS**

---

### **PRESENTATIONS AT AN ACADEMIC OR PROFESSIONAL CONFERENCE**

[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.](#)

[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.](#)

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

[Theory Conference.](#)

[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.](#)

## **JOURNAL ARTICLES**

[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.](#)

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

## **RESEARCH ACTIVITIES**

**Organization of a conference or a seminar**

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

### **Reviewer for a journal**

- Reviewer for 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

### **Function in an academic association**

- 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

### **Role as an expert or appraiser in a research organization**

- 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)

## **PROFESSIONAL ACTIVITIES**

### **Member of a professional association, of an expert group or of a board of directors**

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