

Curriculum Vitae

Tommy Staahl Gabrielsen

1 Personal details

Date of birth: 27.02 1958
Civil Status: Married, two children
Citizenship: Norwegian
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Academical degree: Dr.Polit.
Languages spoken: Norwegian, English.

2 Degrees

- Cand. Mag. (Bachelor's degree) 1986, University of Bergen.
- Cand. Polit. (Master's degree) 1989, economics, University of Bergen.
- Dr.Polit. 1995, (Ph.D.) economics, University of Bergen, Norway.

3 Academical positions

- 1988-1991 Research fellow at Center for Applied Research (SAF)
- 1991-1995 Ph.D. in Economics, Department of Economics, University of Bergen.
- 1995- Scientific advisor at the Foundation for research in economics and business administration (SNF).
- 1995-2001 Associate Professor in Economics, Department of Economics, University of Bergen.
- 2001- Professor in Economics, Department of Economics, University of Bergen.

4 Refereeing

- *The American Economic Review*
- *The Journal of Industrial Economics*
- *Economica*
- *International Game Theory Review*
- *International Journal of Industrial Organization*
- *Information Economics and Policy*
- *International Journal of the Economics of Business*
- *Journal of Economics and Management Strategy*
- *Review of Industrial Organization*
- *The Scandinavian Journal of Economics*
- *Southern Economic Journal*
- *Swedish Economic Policy Review*

5 Sponsored Research

- "Nærings-LOS", NFR 1992-1995, contributor.
- "Vertical Restraints and Franchising," NFR/Nærings-LOS 1995/96, in charge.

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- "Næring, finans og marked," NFR 1997-1999, contributor.
- "Private labels and vertical integration," Norwegian Ministry of Administration, 1997, in charge.
- "Competition and pricing," Sponsored by Telenor, 1998-2004, in charge of specific projects.
- "SIP i næringsøkonomi på SNF", NFR 2002-2004, contributor.
- "KUNI", NFR 2003-2005, contributor.
- "KIM", NFR 2003-2005, contributor.
- "Petropol", NFR 2003-2006, contributor.
- "Law and economics," NFR 2004-2006, joint with the School of Law, University of Bergen. In charge of specific projects.

6 Teaching

- Intermediate Microeconomics at NHHK, undergraduate level ("bedrifts- og foretaksøkonomistudiet"), (Norwegian School of Economics and Business Administration, Bergen, Norway); responsible for course and teaching.
- Intermediate Microeconomics at NHH (Norwegian School of Economics and Business Administration, Bergen, Norway), undergraduate level ("grunnfag").
- Microeconomics at Department of Economics, University of Bergen, graduate level ("hovedfag"); responsible for directed studies, problem solving. (1992-94)
- Mathematics at Department of Economics, University of Bergen, undergraduate level ("grunnfag"); responsible for course and teaching. (1993, 1995)
- Economics at Department of Economics, University of Bergen, undergraduate level ("mellomfag"); responsible for directed studies and problem solving. (1994).
- Microeconomics at Department of Economics, University of Bergen, graduate level ("hovedfag"), autumn 1995-97.
- Industrial Organization, undergraduate level, fall, 1998-2000 and 2003-5.
- Industrial Organization, graduate level, spring 1996-2001., fall 2002, 2004, spring 2005.
- International Macroeconomics, spring 2003.

7 External presentations

-Selected scientific presentations/participations (1993-)

- *University of Konstanz*, Konstanz July 1993. Contracts as a Barrier to Trade.
- *European Economic Association*, Helsinki August 1993. Vertical Contracting in a Dynamic Common Agency Model.
- *European Association for Research in Industrial Economics*, Tel Aviv, September 1993. Vertical Contracting in a Dynamic Common Agency Model.
- *Forskermøtet*, Bergen January 1994. Exclusive Dealing with Retailer Monopsony Power.
- *Game theory and mathematical economics*, Copenhagen January 1994. Exclusive Dealing in a Successive Duopoly.
- *European Association for Research in Industrial Economics*, Crete, Greece September 1994. Exclusive Dealing without Exclusive Territories.
- *European Association for Research in Industrial Economics*, Juan les Pins, France September 1995. The Foreclosure Argument for Exclusive Dealing: the Case of Differentiated Retailers.
- *Econometric Society's world congress*, Tokyo August 1995. Vertical Restraints and Interbrand Competition.
- *University of Århus, Denmark*, June 1996, Vertical Restraints in the European Automobile Industry.
- *University of Tromsø, Norway*, June 1996, Vertical Restraints in the European Automobile

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Industry.

- *European Economic Association*, Istanbul August 1996. The Pro-Competitive Effect of Two-Part Tariffs.
- *Forskermøtet*, Bergen January 1997. Vertical Restraints in the European Automobile Industry
- *Workshop on Vertical Restraints and Vertical Integration*, Copenhagen, October 1997, Vertical Restraints and Inter- and Intra-brand Competition.
- *54th Congress of the International Institute of Public Finance*, Cordoba, Argentina, August 1998. Transfer Pricing and Ownership Structure.
- *Canadian Economic Associations annual meeting*, Vancouver, Canada, June 1999, Private labels, Price rivalry and Public Policy.
- *7th summer meeting: Game theory, Experimental Economics and Applications*, Valencia, Spain, June 1999. Consumer Heterogeneity and Pricing in a Duopoly with Switching Costs.
- *The 4th INRA-IDEI conference: Industrial Organization and the food processing industry*, Toulouse, France June 2000. Private Labels, Price Rivalry and Public Policy.
- *The Econometric Society's World Congress*, Seattle. USA, August 2000. Consumer Heterogeneity and Pricing in a Duopoly with Switching Costs.
- *University of Helsinki, Finland*, December 2000. Consumer Heterogeneity and Pricing in a Duopoly with Switching Costs.
- *University of California, Berkeley*. August 2001. Private Labels, Price Rivalry and Public Policy.
- *ESEM 2002, Venice, Italy*, August 2002. Private Labels, Price Rivalry and Public Policy.
- *First Biennial Conference of the Food System Research Group*. June 2003. University of Wisconsin, Madison, USA, Private Labels, Price Rivalry and Public Policy.
- *EARIE 2003, Helsinki, Finland*, August 2003. Customer Poaching with Differentiated Products and switching Costs.
- *Forskermøtet, Trondheim*, januar 2004. Why is on-net prices lower than off-net prices? Access markup as a collusive device and a barrier to entry.
- *ESAM 2004, Melbourne, Australia*, July 2004. Why is on-net prices lower than off-net prices? Access markup as a collusive device and a barrier to entry.
- *ESEM/EEA, Madrid, Spain*, August 2004. Why is on-net prices lower than off-net prices? Access markup as a collusive device and a barrier to entry.
- *EARIE, Berlin, Germany*, September 2004. Why is on-net prices lower than off-net prices? Access markup as a collusive device and a barrier to entry.
- *SEA, New Orleans, USA*, November 2004. Why is on-net prices lower than off-net prices? Access markup as a collusive device and a barrier to entry.
- *EAAE, Copenhagen, Denmark*, August 2005. Slotting Allowances and Buy-Back Clauses.
- *DIW, Berlin, Germany*, May 2006. Why is on-net prices lower than off-net prices? Access markup as a collusive device and a barrier to entry.
- *FEMES, Beijing, China*, July 2006. Slotting allowances, bargaining power and rent extraction.

8 publications.

- *Dissertations and monographs*

1. "Tomtepolitikk, Boligsubsidiering og Inntektsfordeling. En studie av markedet for brukte borettslagsboliger i Bergen." Master thesis in economics, Department of Economics, University of Bergen, 1989.
2. Five Essays on Vertical Contracts, Dissertations in Economics no 8, 1995.

- *International publications*

3. "The foreclosure argument for exclusive dealing: the case of differentiated retailers." *Journal* 5/15/2007

of Economics, 63, 1996: 25-40.

4. "Equilibrium Retail Distribution Systems," *International Journal of Industrial Organization*, 16, 1997: 105-120.
5. "The Pro-competitive Effect of Two-part Tariffs," *International Journal of the Economics of Business*, 5, 1998: 47-55. (with L. Sørgard).
6. "Discount Chains and Brand Policy," *The Scandinavian Journal of Economics*, 101, 1999: 127-142. (with L. Sørgard).
7. "Exclusive versus Common Dealership," *Southern Economic Journal*, 66, 1999: 353-366. (with L. Sørgard).
8. "Transfer Pricing and Ownership Structure," *The Scandinavian Journal of Economics*, 101, 1999: 673-688. (with G. Schjelderup).
9. "Conglomerate Mergers – Vertical Mergers in Disguise?" *International Journal of the Economics of Business*, 10, 2003: 1-16..
10. "Consumer Heterogeneity, Incomplete Information and Pricing in a Duopoly with Switching Costs," *Information Economics and Policy*, 15(3): 384-401, 2003.. (with S. Vagstad.)
11. "On How Size and Composition of Customer Bases Affect Equilibrium in a Duopoly with Switching Costs," *Review of Economic Design*, 9: 59-71, 2004.. (with Steinar Vagstad).
12. Private Labels, Price Rivalry and Public Policy. *European Economic Review*, 51(2), 2007: 403-424. (with Lars Sørgard).
13. Why are on-net prices lower than off-net prices? Access markup as a collusive device. *European Economic Review*, forthcoming (with S. Vagstad).

- **Working papers and work in progress**

1. Private Label Entry as a Competitive Force? An analysis of price responses in Norwegian food sector. Mimeo (June 2001) (with F. Steen and L. Sørgard).
2. Customer Poaching with Differentiated Products and switching Costs. Mimeo (June 2003).
3. On the Costs and Benefits of Vertical Integration. Mimeo, (May 2003).
4. Contracting versus bypassing. Mimeo, (Fall 2003) (with L. Sørgard).
5. Slotting Allowances and Buy Back Clauses. Mimeo (June 2005).

- **Other**

Increased retail power in the Norwegian grocery market: To the benefit of consumers? In Sørgard, L. (ed.): *Competition and Welfare: The Norwegian Experience*. The Norwegian Competition Authority, 2006.

- **Publications in Norwegian**

"Tomtepolitikk, Boligsubsidiering og Inntektsfordeling. En studie av markedet for brukte borettslagsboliger i Bergen." SAF-rapport no. 29/88, Senter for Anvendt Forskning, NHH.

"Økonomisk Tilpasning i det Norske Markedet for Kunstgjødsel (NPK)." SAF-rapport 24/89, Senter for Anvendt Forskning, NHH.

"Internasjonale prissammenlikninger." SAF-rapport 35/90, Senter for Anvendt Forskning, NHH (med S. Vagstad).

"Norsk Kunstgjødselindustri og en internasjonal klimaavtale." SAF-rapport 40/90, Senter for Anvendt Forskning, NHH.

"Hvor dyr er kunstgjødselen i Norge?," *Landbruksøkonomisk Forum: Tidsskrift for landbruksøkonomi*, 4/89.

"Strukturendringer i norsk dagligvaresektor - til samfunnets beste?" *Sosialøkonomen* no. 5 1995. (med L. Sørgard).

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"Distribusjonskanaler og fusjonspolitik," *Sosialøkonomen* no. 10 1995.
 "Franchising, Vertikale Bindinger og Eierskap," SNF-arbeidsnotat 10/96.
 "Konsentrasjon og konglomerater i finansnæringen – en litteraturstudie," SNF-arbeidsnotat 28/97.
 "Verdiskapende samtrafikkavtaler – Prising av samtrafikk," SNF-rapport 02/98 (med T. Bjørnenak og S. Vagstad)
 "Vertikal integrasjon, private merker og konkurranse i matvarehandelen," SNF-rapport 52/98. (med L. Sørgard).
 "Konkurransform i telesektoren: Hvordan rasjonalisere observert adferd?" (med S. Vagstad), SNF rapport 65/98.
 "Nærings-, skatte- og konkurransepolitikk overfor flernasjonale felleseide selskap," SNF Bulletin 11 (3), 1999, 15-17.
 "Problemstillinger for videre forskning på prising av teletjenester," SNF-rapport 27/99 (med K. Fjell, Ø. Foros, K.P. Hagen, L. Sørgard og S. Vagstad)
 "Prising av teletjenester, " i Svein Ulset (red.) *Fra summetone til informasjonsportal*. Bergen: Fagbokforlaget, 2001. (Med Steinar Vagstad.)
 "Allianser og maktkamp i dagligvaresektoren," *Magma*, tidsskrift for økonomi og ledelse, 6(3): 21-33, 2003. (med Lars Sørgard).
 "Tosidige markeder, nettverkseffekter og offentlig politikk", *Økonomisk Forum*, 8: 2005.
 "Er det mulig å hindre effektiv konkurranse gjennom avtaler om eksklusivitet?," *Økonomisk Forum*, 2: 2007.

9 Research stays

1991/1992:	University of Toulouse, France , visiting scholar, academic year.
June/July 1993:	University of Konstanz, Germany.
Oct. 1994:	University of Munich, Germany, Center for Economic Studies (CES).
June/July 1999	University of Pompeu Fabra, Barcelone, Spain.
October 1999	University of California, Santa Barbara, USA.
Mai 2000	University of Alicante, Spain.
2001/2002	University of California, Berkeley, USA, visiting scholar, Haas Business School, academic year.
Oct 2003	University of California, Berkeley, USA.
April/May 2006	Technical University (TU), Berlin, Germany.
April/May 2007	WZB, Berlin, Germany.

10 Outreach to society

- Various involvements for the Norwegian and Swedish Competition Authorities in competition cases.
- Member of expert group appointed by the Norwegian Ministry of Education to evaluate the incentives created by the financing system in the university sector.

11 Other involvements

1999 – 2001	Deputy chairman, Department of Economics, University of Bergen.
2002 - 2005	In charge of teaching, Department of Economics, University of Bergen.
2002-	Board member: Foundation for research in Economics and Business administration (Stiftelsen SNF).
2005 -	Deputy chairman, Department of Economics, University of Bergen.
2005-	Council Chairman, Department of Economics, University of Bergen.

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