

Steffen Hoernig

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Associate Professor
Faculdade de Economia
Universidade Nova de Lisboa
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Personal Information Date of Birth: October 11, 1968 Citizenship: German
Marital status: Married Sex: M
Children: born 2004, 2008

Research Interests Industrial Organization; Oligopoly Theory; Regulation; R&D

Teaching Interests Industrial Organization; Game Theory

Present position 2008 – Associate Professor, Universidade Nova de Lisboa, Portugal
2001 – 2008 Assistant Prof., Universidade Nova de Lisboa, Portugal
2001 – CEPR Research Affiliate (renewed in 2005)
2003 – ENCORE Fellow

Editorial and other scientific positions 2009 – Member of Scientific Committee, Florence School of Regulation, Media and Communications area
2008 – Associate Editor, *Information Economics & Policy*
2004 – 2007 Member of the Editorial Board, *Information Economics & Policy*

Additional tasks at FEUNL 2010 – Committee for evaluation of assistant professors
2009 – Member of CCCC responsible for distribution of teaching load
2004 – 2007 PhD programme 2nd-year coordinator
2003 – Co-organizer of the Informal Research Workshop at FEUNL

Academic Degrees **Agregação in Economics**, Universidade Nova de Lisboa, December 2007. Course in “Telecommunications Economics”
Ph.D. in Economics, European University Institute, Florence, March 2000. Thesis: “Essays on R&D-races and Cournot Oligopoly.”
Supervisor: James Dow, London Business School. Co-supervisors: Karl Schlag and Massimo Motta, EUI, Florence
Diplom-Kaufmann (Master of Science in Business), Universität

Bielefeld, July 1995. Thesis on “Tournament Contracts”

Master of Applied Mathematical Sciences, University of Georgia (UGA), Athens, GA, USA (1991-1992), Thesis on “Assembly Line Balancing”

Awards and Scholarships

FCT Research Project PTDC/EGE-ECO/100696/2008, “Fixed-mobile convergence in telecommunications: New modes of competition and regulatory pitfalls” (2010-2012, Project leader)

FCT Research Project PTDC/ECO/66092/2006, “A banda larga em Portugal: difusão, concorrência e desafios regulatórios” (2008-2011, Project leader)

Novaforum Research Grant (2002, 2003, 2004, 2005, 2006, 2007, 2008)

FCT Research Project POCTI/ECO/44146/2002 (2004-2006), with José Mata, Nuno Garoupa e Pedro Pita Barros

FCT Research Project POCTI/ECO/37925 (2001-2003), project leader; with Pedro Pita Barros

EARIE 2000 Young Economist’s Prize

Post-doctoral fellowship, TMR network “The Evolution of Market Structure in Network Industries” 2000-01, at FEUNL

German Academic Exchange Service Scholarship for study at the EUI 1995-1998 (awarded on merit in national competition).

Awarded membership of honors society Phi Kappa Phi at UGA.

Studienstiftung des Deutschen Volkes Scholarship 1990-1995 (a merit scholarship awarded to approximately 0.5% of German university students nationwide).

German Academic Exchange Service Scholarship to pursue studies at UGA 1991-1992 (scholarship awarded on merit).

Teaching experience

FEUNL: Information and Games (undergraduate), Game Theory I and Game Theory II(MSc). Previous courses: Industrial Economics (PhD), Conduct in imperfectly competitive markets (MSc), Cálculo II, Economia Industrial II

TA in Microeconomics, Industrial Organization, and Mathematics at Universidade Católica Portuguesa, Lisbon, 1998-1999.

TA in Microeconomics (Ph.D.-level), EUI, Florence, 1997.

TA in Price Theory, Econometrics, Computer Science, and Microeconomics at Universität Bielefeld, 1992-1995.

Organization of Conferences Member of local organizing committee of biannual conference of the Society for the Advancement of Economic Theory, June/July 2011

Member of Scientific Committee, conference “ICT & Economic Growth”, Munich, 4-6 November 2010

Member of Scientific Committee, 4th Annual Conference of PEJ

Organizer of Summer School “Market Failures and Regulation in the Telecommunications Industry”, Algarve, September 2009

Member of Scientific Committee, ASSET 2006 (UCP, Lisboa)

Local Organizer of 8th Annual SPiE Conference, FEUNL, June 2003.

Organizer of Summer School on Antitrust and Regulation at FEUNL, June 2002.

Co-organizer of “Encontro Nacional de Economia Industrial”, FEUNL, January 2002.

Supervision: 2006/01 – 2010/05: Doctoral Research by Pedro Carreira

2008/10-2009/01: Masters theses of Teresa Martins, Martim Pinto

2007/02 – 2007/06: Masters theses of Marília Araújo, Ana Teresa Paquete, Ana Patrícia Simões

2006/09 – 2007/01: Masters thesis of Sara Alexandre

2004/09 – 2008/04: Doctoral Research by João Vareda

2003/11 – 2004/3: Master’s Thesis “La Privatizzazione del Settore Elettrico in Portogallo” by Deborah Manzi (Università degli Studi di Milano Bicocca)

Doctoral or Masters Juries: 2006/12/19: Member of Jury of Doctoral Thesis by Silvia Ferreira Jorge, FEUNL

2005/10/21: Arguing member of Jury of Doctoral Thesis by António Marques, FEP, Porto

2005/01/10: Arguing member of Jury of Master Thesis by Patrick Montgomery, IST, Lisboa

2001/10/10 Member of Jury of Master’s Thesis by Claudia Braz

Publications in peer-reviewed journals “Racing for Investment under Mandatory Access”, 2010, with João Vareda, B.E. Journal of Economic Analysis & Policy, forthcoming

“National FTTH plans in France, Italy and Portugal,” 2010, with March Bourreau and Carlo Cambini, forthcoming in *Communications & Strategies*

[“Mixing Goods with Two-Part Tariffs.”](#) 2007, with Tommaso Valletti, *European Economic Review*, 51, 1733-1750. Previously CEPR Discussion Paper 5437 and Research Paper Series 72, Tor Vergata University, CEIS.

[“On-Net and Off-Net Pricing On Asymmetric Telecommunications Networks.”](#) 2007, *Information Economics & Policy*, 19(2), pp. 171-188. Previously CEPR Discussion Paper 5588.

[“Bertrand Oligopoly and Sharing Rules.”](#) 2007, *Economic Theory*, 31(3), pp. 573-585. Previously CEPR Discussion Paper 4972.

[“Should Uniform Pricing be imposed on Entrants?.”](#) 2006, *Journal of Regulatory Economics*, 30(2), pp. 199-216. Previously CEPR Discussion Paper 5052.

[“Asymmetry, Stability and Growth in a Step-by-step R&D-race.”](#) 2003, *European Economic Review*, 47(2), pp. 245-257.

[“Existence and Comparative Statics in Differentiated Cournot Oligopolies.”](#) 2003, *International Journal of Industrial Organization*, 21(7), pp. 989-1019.

[“Universal Service and Entry: The role of uniform pricing and coverage constraints.”](#) 2002, with Pedro P. Barros and Tommaso M. Valletti, *Journal of Regulatory Economics*, 21(2), 169-190. Previously CEPR Discussion Paper 2789.

[“The Interplay between Regulation and Competition: The Case of Universal Service Obligations.”](#) 2002, with Tommaso Valletti, *Ifo-Studien*, 48(1), 57-71.

[“Mixed Bertrand Equilibria under Decreasing Returns to Scale: An Embarrassment of Riches.”](#) 2002, *Economics Letters*, 74, 359-362.

Chapters in books

“The relationship between sectoral regulators and the competition authority”, 2005, with Pedro Pita Barros, in Bongardt, Annette, *Competition Policy in the European Union , Experie*, Lisboa, INA, Instituto Nacional de Administração

“The Interplay between Regulation and Competition: The Case of Universal Service Obligations”, 2003, with Tommaso Valletti. In *Spectrum Auctions and Competition in Telecommunications*, ed. Gerhard Illing and Ulrich Klüh, MIT Press.

Working papers

“National FTTH plans in France, Italy and Portugal,” 2010, with March Bourreau and Carlo Cambini, EUI Working Paper RSCAS 2010/51

[“Welfare Analysis of Regulating Mobile Termination Rates in the UK \(with an Application to the Orange/T-Mobile Merger\).”](#) 2010,

with David Harbord, CEPR Discussion Paper 7730.

[“When Two-Part Tariffs are not enough: Mixing with Nonlinear Pricing.”](#) 2010, with Tommaso Valletti, CEPR Discussion Paper 7720.

[“Market Penetration and Late Entry in Mobile Telephony.”](#) 2008, NET Institute Working Paper No. 08-38.

[“Tariff-Mediated Network Externalities: Is Regulatory Intervention Any Good?”](#) 2008, CEPR Discussion Paper 6866.

[“Keeping Both Eyes Wide Open: The Life of a Competition Authority Among Sectoral Regulators.”](#) 2008, with Pedro Pita Barros and Tore Nilssen, CEPR Discussion Paper 6861.

[“The Race for Telecoms Infrastructure Investment with Bypass: Can Access Regulation Achieve the First-best?”](#) 2007, with João Vareda, CEPR Discussion Paper 6203.

[“On the Community Patent.”](#) 2005, CEPR Discussion Paper 4883.

[“Sectoral Regulators and the Competition Authority: Which Relationship is Best?”](#) 2004, with Pedro Pita Barros. CEPR Discussion Paper 4541.

[“Dynamic R&D-Competition with Endogenous Innovation Targets and Leapfrogging.”](#) FEUNL Working paper 370, 1999

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| Under preparation | <p>“Competition between multiple asymmetric networks: A toolkit and applications”, July 2010</p> <p>“Calling clubs: Network Competition with Non-Uniform Calling Patterns”, June 2010 (with Roman Inderst and Tommaso Valletti)</p> <p>“Your Fibre or My Fibre? Joint Investment in New Generation Access Networks”, October 2009 (with Carlo Cambini and Marc Bourreau)</p> <p>“Welfare Effects of Alternative Approaches to Regulating Mobile Termination Rates in the UK,” September 2009 (with David Harbord). Revise and resubmit</p> <p>“When two-part tariffs are not enough: Mixing with nonlinear pricing”, March 2009 (with Tommaso Valletti). Submitted</p> <p>“Tariff-Mediated Network Externalities: Is Regulatory Intervention Any Good?,” 2008. Revise and resubmit</p> |
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Referee for scientific Análise Social, B.E. Journal of Theoretical Economics, Bulletin of

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| journals | Economic Research, Canadian Journal of Economics, China Economic Review, Economica, Economic Journal, Economic Theory, Empirical Economics, European Economic Review, Games and Economic Behavior, Information Economics & Policy, International Economic Review, International Journal of Industrial Organization, Journal of Economic Theory, Journal of Economics, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of Regulatory Economics, Manchester School, Manufacturing & Service Operations Management, Notas Económicas, Oxford Economic Papers, Portuguese Economic Journal, RAND Journal of Economics, Review of Economic Studies, Review of Law and Economics, Review of Network Economics, Scandinavian Journal of Economics, Southern Economic Journal, Telecommunications Policy |
| Referee for conferences | EARIE 2005 (Porto), 2006 (Amsterdam) European Regional Conference of the International Telecommunications Society, Istanbul, 2007. |

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| Presentations at conferences | <p><u>2010</u> EARIE, Istanbul, September</p> <p>4th Annual Conference of the Portuguese Economic Journal, Faro, June, “Calling Circles”</p> <p><u>2009</u> EEA (Barcelona) and EARIE (Ljubjana): papers accepted but unable to attend for personal reasons COST IS0605: Second Meeting of Working Group 3 Policy and Regulation (Contribution to the Swedish Presidency Preparation for an EU ICT Policy toward 2015), Stockholm, October: “Your Fibre or My Fibre? Joint Investment in New Generation Access Networks” 7th ZEW Conference: The Economics of Information and Communication Technologies, Mannheim, July, “Competition between Multiple Asymmetric Networks: a Toolkit and Applications” Workshop on Telecommunications Economics, COST Action IS0605 Econ@Tel, Working Group 3 (“Regulation and Public Policies”) Meeting, Telecom ParisTech, Paris, April: “Competition between Multiple Asymmetric Networks: a Toolkit and Applications”</p> <p><u>2008</u> 5. Weihnachtstreffen deutscher Wirtschaftswissenschaftler im Ausland, Bonn, Germany ACE 2008 Annual Conference, Budapest, Hungary: Roundtable on the PT/Sonaecom merger ITS 19th European Regional Conference, Rome, Italy: “Tariff-Mediated Network Externalities: Is Regulatory Intervention Any</p> |
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Good?”

35th EARIE Conference, Toulouse, France: “Tariff-Mediated Network Externalities: Is Regulatory Intervention Any Good?”

2nd Annual Conference of the Portuguese Economic Journal, Évora: “Tariff-Mediated Network Externalities: Is Regulatory Intervention Any Good?”

2007

ASSET, Padova, Italy: “Keeping both eyes wide open: A Multi-Tasking Approach to Competition-Authority Attention”

1st Annual Conference of the Portuguese Economic Journal, Ponta Delgada: “The Race of Telecoms Infrastructure Investment with Bypass: Can Access Regulation Achieve the First Best?”

ITS 18th European Regional Conference, Istanbul, Turkey: “The Race of Telecoms Infrastructure Investment with Bypass: Can Access Regulation Achieve the First Best?”

34th EARIE Conference, Valencia, Spain: “The Race of Telecoms Infrastructure Investment with Bypass: Can Access Regulation Achieve the First Best?”

2006

“Conferência sobre Telecomunicações”, Universidade Lusófona, Lisbon, “On-net and off-net pricing on asymmetric telecommunications networks”

7th CEPR conference in Applied IO, Funchal: “Mixing media with two-part tariffs”

ESEM, Vienna: “On-net and off-net pricing on asymmetric telecommunications networks”

EEA, Vienna: “Mixing media with two-part tariffs”

ASSET, Lisbon: “On-net and off-net pricing on asymmetric telecommunications networks”

2005

EARIE, Porto: “Bertrand Equilibria and Sharing Rules”

ITS, Porto: “On-net and off-net pricing on asymmetric telecommunications networks”

EUI Competition Day: “Services of General Economic Interest”

2004

IIª Conferência “Desenvolvimento Económico Português no Espaço Europeu” of the Portuguese Central Bank, March 11th and 12th, Lisbon: “Sectoral Regulators and the Competition Authority: Which Relationship is best?”, with Pedro Pita Barros

EARIE, Berlin: “On the Community Patent”

2003

EARIE, Helsinki: “Word-by-Mouth Diffusion and Entry”

SPiE, Lisbon: “On the Community Patent”

3rd ZEW Conference on the Economics of Information and Information Technologies, Mannheim: “Word-by-Mouth Diffusion and Entry”

2002

ESEM, Venice: “Bertrand Equilibrium and Sharing Rules”

SPiE, Aveiro: “Collusion and Confusion”

2001

EARIE, Dublin: “Universal Service Obligations: Should they be imposed on entrants?”

1st ZEW Conference on the Economics of Information and Information Technologies, Mannheim

CEPR/TMR-conference “Evolution of Market Structure in Network Industries”, Lisbon

Jornadas de Economia Industrial, Barcelona

CESifo Venice Summer Institute

Jornadas da Economia Industrial, Leiria

2000

EARIE, Lausanne

ITS (International Telecommunications Society), Lausanne

EEA, Bolzano

CEPR/TMR-conference “Evolution of Market Structure in Network Industries”, Heidelberg

IV Jornadas sobre Economía de las Telecomunicaciones, Complutense, Madrid

1999

EARIE, Turino

ESEM, Santiago de Compostela

Jornadas de Economia Industrial, Madrid

Jahrestagung des Vereins für Socialpolitik, Mainz

Seminars

ICP-ANACOM, Lisbon, January 2009

Telecom-ParisTech ENST, Paris, January 2009

Autoridade da Concorrência, Lisbon, July 2008

IST, CMU Seminar Series on ICT, Lisbon, March 2008
“Lisbon Seminar”, FEUNL/ICS, Lisbon, March 2008
ISEG, Lisbon, February 2008
University of Tromsø, Norway, December 2007
University of Oslo, Norway, November 2007
Norwegian School of Management, Oslo, Norway, November 2007
ICP-ANACOM, Lisbon, May 2007
Universidade de Évora, March 2007
Autoridade da Concorrência, Lisbon, May 2006
Università Ca’ Foscari, Venezia, May 2005
FEUNL (SATPEG), October 2004
FEUNL (IRW), December 2003
FEUNL(SATPEG), 2001/2
Universidade do Minho, November 2001
Universität Mannheim, June 2001
Universidade Católica Portuguesa, Lisbon, October 2000
INSEAD, Fontainebleau, Mai 2000

**Non-academic
publications**

“O mercado das telecomunicações em Portugal”, *Jornal de Negócios*, 10/11/2005.
“A relação entre os Reguladores Sectoriais e a Autoridade da Concorrência”, *Jornal de Negócios*, 2/6/2005.
“A Maioria Qualificada na União Europeia: Comparação entre o Tratado de Nice e a Proposta da Constituição“, *Economia Pura* (Janeiro 2004)

Other activities

Selection committee member of competition for regional high-speed broadband investments in Portugal, 2009-2010 (ICP-ANACOM)
Economic Consultant for ICP-Anacom, 2004-2006
Economic Consultant for various European firms
Member of jury for doctoral grants in companies by Fundação de Ciência e Tecnologia (FCT), January 2007
Member of jury for research grants (post-doc, doctoral, masters) by Fundação de Ciência e Tecnologia (FCT), May 2006
Member of jury for admission exam in “General knowledge” at Centro de Estudos Judiciários, 2001

Hobbies

Classical Piano, Concerts and Opera
Bicycle, Sailing