

# Iñaki Aguirre

## Curriculum Vitae

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### Contact

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### Education

*Ph.D. in Economics*, 1995, University of the Basque Country.  
Thesis: "Pricing Policy as an Strategic Weapon Against the Entry of New Firms".  
Advisor: María P. Espinosa.  
Committee: Xavier Martínez-Giralt, Massimo Motta, A. Jorge Padilla, Amparo Urbano and José M. Usategui.  
*M.A. in Public Economics*, 1988, Instituto de Economía Pública, University of the Basque Country.  
B.A. in Economics, 1986, University of the Basque Country.

### Employment

Head of Department, 2009-present.  
Associate Professor, University of the Basque Country, 1999-present.  
Assistant Professor, University of the Basque Country, 1995-1999.  
Teaching Assistant, University of the Basque Country, 1986-1995.

### Research interests

Microeconomics, Game Theory and Industrial Organization.

### Teaching

Undergraduate: Microeconomics, Game Theory and Industrial Organization.  
Graduate: Microeconomics, Industrial Organization.

### Research Projects

- [1] "Contratos entre países y Teoría de los Juegos", University of the Basque Country, Head Researcher: Elena Iñarra, 1991.
- [2] "Teoría de los Juegos y Economía Industrial: No Convexidades, Economías de Distribución y Regulación de Mercados", DGICYT, PB 90-0654, Head Researcher: José M. Usategui, 1991-1993.

- [3] "Interfirm Relationships: Market Structure and Competition Policy". UE research project in the program Human Capital and Mobility (2/ERB4050PL93-0320) joint with Katholieke Universiteit Leuven, Università di Bologna, Universidade Nova de Lisboa, Universitat Pompeu Fabra and Universitat Autònoma de Barcelona. Head Researcher: Reinhilde Veugelers, 1995-1997.
- [4] "Entrada, Competencia y Cooperacion en Mercados". DGICYT, PB94-1372. Head Researcher: José M. Usategui, 1995-1998.
- [5] "Comportamiento estratégico, forma de organización y regulación de mercados", CICYT, PB97-0603. Head Researcher: José M. Usategui, 1998-2000.
- [6] "Regulación y Economía Industrial", UPV 035.321 -HB159/98. Head Researcher: Juan C. Bárcena, 1998-2000.
- [7] "Estructura de mercado y regulación: aspectos estratégicos", UPV 00035.321-HB8238/2000. Head Researcher: Francisco J. Casado, 2000-2002.
- [8] "Decisiones estratégicas, contratos y regulación de mercados", BEC2000-0301. Head Researcher: José M. Usategui, 2000-2002.
- [9] Subvención general a grupos de investigación, 9/UPV 00035.321-13716/2001. Head Researcher: Juan C. Bárcena, 2001-2004.
- [10] "Decisiones estratégicas, estructura de mercado y regulación", Ministerio de Ciencia y Tecnología and FEDER (BEC2003-04430). Head Researcher: Juan C. Bárcena, 2003-2006.
- [11] "Subvención General a Grupos de Investigación. University of the Basque Country (UPV 00043.321-15836/2004), Head Researcher: Juan C. Bárcena, 2004-2007.
- [12] "Decisiones estratégicas, estructura de mercado y regulación", Ministerio de Ciencia y Tecnología and FEDER (SEJ2006-05596). Head Researcher: Juan C. Bárcena, 2006-2009.
- [13] "Estructura de los mercados por las decisiones estratégicas de empresas, trabajadores y gobiernos", Gobierno Vasco (IT-223-)07. Head Researcher: Juan C. Bárcena, 2007-2012.
- [14] "Decisiones estratégicas, estructura de mercado y regulación", Ministerio de Ciencia e Innovación and FEDER (ECO2009-07939). Head Researcher: Juan C. Bárcena, 2009-2012.

**Publications (articles in refereed journals)**

- [1] "Monopoly Price Discrimination and Demand Curvature", with Simon G. Cowan and John Vickers, *American Economic Review*, 100 (4), pp. 1601-1615, 2010.
- [2] "Regulating a Multiproduct Monopolist with Unknown Demand: Cross-Subsidization and Countervailing Incentives", with Arantza Beitia, *Journal of Institutional and Theoretical Economics*, 164 (4), 652-675, 2008.
- [3] "Output and Misallocation Effects in Monopolistic Third-Degree Price Discrimination", *Economics Bulletin*, 4 (11), pp. 1-11, 2008.
- [4] "Monopolistic Price Discrimination and Output Effect under Conditions of Constant Elasticity Demand", *Economics Bulletin*, 4 (23), pp. 1-6, 2006.
- [5] "Regulating a Monopolist with Unknown Demand: Costly Public Funds and the Value of Private Information", with Arantza Beitia, *Journal of Public*

*Economic Theory*, 6 (5), pp. 691-704, 2004.

[6] "Product Differentiation with Consumer Arbitrage", with María P. Espinosa, *International Journal of Industrial Organization* 22, , pp. 219-239, 2004.

[7] "On the Strategic Choice of Spatial Price Policy: the Role of the Pricing Game Rules", with Ana Martin, *Economics Bulletin*, 12 (2), pp. 1-7, 2001.

[8] "Most-favoured-customer Pricing Policy and Competitive Advantage", *Bulletin of Economic Research*, 52 (3), pp. 215-223 , 2000.

[9] "Information Transmission and Incentives not to Price Discriminate", *Spanish Economic Review*, 1 (3), pp. 283-299, 1999.

[10] "Strategic Entry Deterrence through Spatial Price Discrimination", with María P. Espinosa and Inés Macho-Stadler, *Regional Science and Urban Economics*, 28 (3), pp. 297-314, 1998.

### Chapters in Books

[1] "Welfare Effects of Third-Degree Price Discrimination: Ippolito Meets Schmalensee and Varian", *Social Welfare*, ISBN 979-953-307-528-9, 2012.

### Other Publications

[1] "Precio Uniforme, Discriminación de Precios y Amenaza de Entrada, Libro de Actas de las VIII Jornadas de Economía Industrial, 1992.

[2] "Most-Favoured-Customer Pricing Policy as an Entry Deterrence Device", Libro de Actas de las XII Jornadas de Economía Industrial, 1996.

[3] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa, Libro de Actas de las XIII Jornadas de Economía Industrial, 1997.

### Working Papers

[1] "Strategic Entry Deterrence through Spatial Price Discrimination", with María P. Espinosa and Inés Macho-Stadler, S.E.E.D.S. (Southern European Economics Discussion Series). D.P 119, Dic. 1994. Biltoki, D.T. 95.08, University of the Basque Country, 1995.

[2] "Uniform Pricing: Good or Bad News about market Profitability", S.E.E.D.S. (Southern European Economics Discussion Series) D.P 149, Jun.1996.

[3] "Most-Favoured-Customer Pricing Policy as an Entry Deterrence Device", S.E.E.D.S. (Southern European Economics Discussion Series) D.P 151, Jun.1996.

[4] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa, Biltoki, D.T. 97.04, University of the Basque Country, 1997.

[5] "Welfare Effects of Price Discrimination when Competition Varies across Markets", Biltoki, D.T. 98.02, University of the Basque Country, 1998.

[6] "On the Strategic Choice of Spatial Price Policy: the Role of the Pricing Game Rules", with Ana Martin, Biltoki, D.T. 2001.04, University of the Basque Country, 2001.

[7] "Product Differentiation with Consumer Arbitrage", with María P. Espinosa, Biltoki, D.T. 2003.04, University of the Basque Country, 2003.

- [8] "Joan Robinson Was Almost Right: Output Under Third-Degree Price Discrimination", IKERLANAK, Working Paper Series IL 38/09, University of the Basque Country, 2009.
- [9] "Monopoly Price Discrimination and Demand Curvature", with Simon G. Cowan and John Vickers, IKERLANAK, Working Paper Series IL 39/09, University of the Basque Country, 2009.
- [10] "Welfare Effects of Third-Degree Price Discrimination: Ippolito Meets Schmalensee and Varian", IKERLANAK, Working Paper Series IL 54/11, University of the Basque Country, 2011.
- [11] "Multimarket Competition and Welfare Effects of Price Discrimination", IKERLANAK, Working Paper Series IL 55/11, University of the Basque Country, 2011.

### **Work in progress**

- [1] I. Aguirre and A. Beitia, 2011: "Countervailing Incentives in Adverse Selection Problems".

### **Conference Presentations**

- [1] "Precio uniforme, discriminación de precios y amenaza de entrada", *XVI Simposio de Análisis Económico*, Barcelona, 1991.
- [2] "Precio uniforme, discriminación de precios y amenaza de entrada", *VIII Jornadas de Economía Industrial*, Madrid, 1992.
- [3] "Efectos estratégicos de la política de precio uniforme", *XVII Simposio de Análisis Económico*, Barcelona, 1992.
- [4] "Most-Favoured-Customer Pricing Policy as an Entry Deterrence Device", *XII Jornadas de Economía Industrial*, Madrid, 1996.
- [5] "Most-Favoured-Customer Pricing Policy as an Entry Deterrence Device", *ASSET XVII Annual Meeting*, Alicante, 1996.
- [6] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa. *XXI Simposio de Análisis Económico*, Barcelona, 1996.
- [7] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa. *European Network Workshop: "Interfirm Relationships: Market Structure and Competition Policy*, Bilbao, 1997.
- [8] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa. *24th Annual Conference of The European Association for Research in Industrial Economics (EARIE)*, Leuven (Belgium), 1997.
- [9] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa. *XIII Jornadas de Economía Industrial*, Madrid, 1997.
- [10] "On the strategic choice of spatial price policy: the role of the pricing game rules", with Ana M. Martin. *XXV Simposio de Análisis Económico*, Barcelona, 2000.
- [11] "On the strategic choice of spatial price policy: the role of the pricing game rules", with Ana M. Martin, *28th Annual Conference of The European Association for Research in Industrial Economics (EARIE)*, Dublin, 2001.
- [12] "Regulating a Monopolist with Unknown Demand Costly Public Funds and the Value of Private Information", with A. Beitia, *28th Annual Conference*

of *The European Association for Research in Industrial Economics (EARIE)*, Dublin, 2001.

[13] "Regulating a Multiproduct Monopolist with Unknown Demand under Costly Public Funds", with A. Beitia, *XX Jornadas de Economía Industrial*, Granada, 2004.

[14] "Output and Misallocation Effects in Monopolistic Third-Degree Price Discrimination", *Encuentro Interuniversitario de Investigadores en Decisiones Públicas*, Soria, 2007.

[15] "Welfare Effects of Third-Degree Price Discrimination: Ippolito Meets Schmalensee and Varian", *72nd International Atlantic Economic Conference*, Washington D.C., 2011.

### Meetings Organization

[1] Member of the Program Committee for the *European Network Workshop: "Interfirm Relationships: Market Structure and Competition Policy*, Bilbao, 1997.

[2] Member of the Local Committee for the *6th International Meeting on Experimental & Behavioral Economics*, Bilbao, 2010.

[3] Member of the Program Committee for the *72nd International Atlantic Economic Conference*, Washington D.C., 2011.

### Seminars

[1] "Precio uniforme, discriminación de precios y amenaza de entrada", Seminario de Análisis Económico. Departamento de Análisis Económico, University of the Basque Country. Bilbao, 1992.

[2] "Efectos estratégicos de la política de precio uniforme", Seminario de Análisis Económico. Departamento de Análisis Económico, University of the Basque Country. Bilbao, 1992.

[3] "Most-Favoured-Customer Pricing Policy as an Entry Deterrence Device", University of the Basque Country, Bilbao, 1996.

[4] "Explaining Minimum Product Differentiation through Consumer Behavior", with María P. Espinosa, University of the Basque Country, Bilbao, 1997.

[5] "Welfare Effects of Price Discrimination when Competition Varies across Markets", University of the Basque Country, Bilbao, 1998.

[6] "On the strategic choice of spatial price policy: the role of the pricing game rules", with Ana Martin, University of the Basque Country, Bilbao, 2000.

[7] "Output and Misallocation Effects in Monopolistic Third-Degree Price Discrimination", University of the Basque Country, Bilbao, 2007.

[8] "Joan Robinson Was Almost Right: Output Under Third-Degree Price Discrimination", University of the Basque Country, Bilbao, 2008.

### Referee for

Información Comercial Española. *Revista de Economía*, 1995. *Spanish Economic Review*, 1998 and 2001. *International Journal of Industrial Organization*, 2002. *Economía Agraria y Recursos Naturales*, 2003. *Southern Economic*

Journal, 2004, 2010. Economics Bulletin, 2006 and 2009. Bulletin of Economic Research, 2006 and 2007. Oxford Economic Papers, 2009.

**Awards and Research Evaluation**

- Award in the Program of Recognition to Excellence in Economics Research (Consolidating Economics) in the edition of 2011.
- Positive Evaluation of the Research Period 2003-2008 by the Ministry of Science and Innovation, Spain, 2009.
- Positive Evaluation of the Research Period 1998-2002 by the Ministry of Science and Innovation, Spain, 2003.