

Name: Tore NILSSEN

Born: 16 December 1959 in Bergen, Norway.

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NO-0317 Oslo, Norway.

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Main research areas:

Industrial organization (consumer switching costs; horizontal mergers; competition policy;
location; R&D; advertising; media industries; vertical relations; regulation).

Political economy (bureaucracy; competition policy).

Information economics (insurance; renegotiation; dynamics of competitive screening;
pooling; mechanism design; health insurance; regulation).

Contest theory.

Education:

“Siviløkonom” (undergraduate, business administration), Norwegian School of Economics,
Bergen, 1983.

Master degree, Economics, Norwegian School of Economics, 1987.

Research Fee Student, London School of Economics, 1988-89.

Dr.oecon. (Ph.D.), Economics, Norwegian School of Economics, 1991.

Present position:

Professor, Department of Economics, University of Oslo, since 1997.

Previous positions:

Researcher, Christian Michelsen Institute, Bergen, 1983-1986.

Research scholar, Norwegian School of Economics, 1987-1991.

Assistant professor, Norwegian School of Economics, 1991.

Associate professor, BI Norwegian Business School, Oslo, 1992-1994.

Visiting researcher, Norges Bank (Central Bank of Norway), 1993-1994.

Associate professor, Department of Economics, University of Oslo, 1995-1997.

Visiting scholar, Haas School of Business, University of California, Berkeley, 1999-2000.

Referee for international journals, etc.:

American Economic Journal: Microeconomics

American Economic Review

Annals of Operations Research

Australian Economic Papers

B.E. Journal of Economic Analysis and Policy

Canadian Journal of Economics

Economica

Economic Inquiry

Economic Journal

Economic Theory
Elsevier Handbooks of Economics
European Economic Review
Games
Games and Economic Behavior
Health Economics
Information Economics and Policy
International Economic Review
International Journal of Industrial Organization
Journal of Economic Behavior and Organization
Journal of Economics
Journal of Economics and Management Strategy
Journal of Health Economics
Journal of Industrial Economics
Journal of Industry, Competition and Trade
Journal of Media Economics
Journal of Political Economy
Journal of Public Economics
Journal of Regional Science
Journal of Risk and Insurance
Journal of the European Economic Association
Managerial and Decision Economics
MIT Press
Portuguese Economic Journal
RAND Journal of Economics
Regional Science and Urban Economics
Review of Industrial Organization
Review of International Economics
Review of Network Economics
Scandinavian Journal of Economics
Scottish Journal of Political Economy

Referee for government institutions, etc.:

Danish Council for Independent Research
FWO – Research Foundation Flanders
Research Council of Norway
U.S. National Science Foundation

Participation at international conferences:

Association Francaise de Science Economique, 2013 (Aix-en-Provence).
Association of Southern European Economic Theorists Annual Meeting, 2016 (Thessaloniki).
Barcelona GSE Summer Forum, 2016 (Barcelona).
BECCLE Annual competition policy conference, 2015, 2016 (Bergen).
Canadian Economics Association, 2000 (Vancouver).
CESifo Workshop on Political Economy, 2016 (Dresden).
“Competition and Industrial Policies in Open Economies” Conference, 1998 (Bergen).
“Contests: Theory and Evidence” conference, 2015 (Norwich).

“Contracts and Insurance Markets” Conference, 1993 (Paris).
 “Contracts and Organizations” Conference, 2013 (Bergen).
 CRESSE Conference, 2013 (Corfu), 2016 (Rhodes).
 Econometric Society: European Meeting, 1991 (Cambridge), 1993 (Uppsala), 2003 (Stockholm); European Winter Symposium, 1990 (Warsaw); North American Summer Meeting, 1997 (Pasadena, CA); World Congress, 1990 (Barcelona), 2015 (Montreal).
 European Association for Research in Industrial Economics (EARIE) Conference, 1994 (Chania), 1998 (Copenhagen), 2000 (Lausanne), 2001 (Dublin), 2005 (Porto), 2007 (Valencia), 2014 (Milan).
 European Economic Association (EEA) Congress, 1990 (Lisbon), 1993 (Helsinki), 1995 (Prague), 1998 (Berlin), 2000 (Bolzano), 2003 (Stockholm), 2008 (Milan), 2010 (Glasgow), 2014 (Toulouse).
 European Group of Risk and Insurance Economists Seminar, 1991 (Mons).
 European Summer Symposium in Economic Theory (ESSET), 1994 (Gerzensee).
 “Inequalities in contests” workshop, 2009 (Oslo).
 ISI Annual Conference on Growth and Development, 2012 (Delhi).
 Jornadas de Economía Industrial, 2012 (Murcia), 2016 (Palma de Mallorca).
 Louis-André Gérard-Varet Conference in Public Economics, 2013 (Aix-en-Provence).
 MaCCI Annual Conference, 2013 (Mannheim).
 NORIO – Nordic workshop in Industrial Organization, 1997 (Stockholm), 2001 (Helsinki), 2012 (Copenhagen), 2016 (Reykjavik).
 The Peder Sather Conference, 2016 (Bergen).
 Southern Economic Association – Annual Conference, 2004 (New Orleans).
 “The Cultural Economy’s New Frontiers” Conference, 2008 (Paris).
 UECE Lisbon Meetings on Game Theory and Applications, 2012 (Lisbon).
 Workshops on media regulation, 2003, 2004 (Toulouse).
 Workshop on Economic Theory and Experimental Economics, 2017 (Tromsø).

Seminar presentations:

University of Bergen
 Norwegian School of Economics, Bergen
 Tilburg University
 Universidade Nova de Lisboa
 University of California at Berkeley
 University of Colorado at Boulder
 Northwestern University
 Copenhagen Business School
 Erasmus University, Rotterdam
 University of Antwerpen
 Katholieke Universiteit Leuven
 Helsinki Center for Economic Research
 Università Bocconi, Milan
 Norwegian Business School, Oslo
 University of Tromsø
 Institute for Social Research, Oslo
 University of Düsseldorf

University of Southern Denmark, Odense
Max Planck Institute for Tax Law and Public Finance, Munich

Other professional activities

Organizer, workshop on empirical industrial organization, BI Norwegian Business School, Oslo, 1993.

Co-editor, *Sosialøkonomen* and *Norsk Økonomisk Tidsskrift* (Norwegian-language economics journals, published by the Norwegian Economists' Association), 1993-1995.

Co-organizer, Forskermøtet (the annual research conference of the Norwegian Economists' Association), Oslo, 1996; Bergen 2015; Trondheim 2016; and Oslo 2017.

Member of the programme committee, European Finance Association, 1996 (Oslo), 1997 (Vienna).

Member of the Board, *Stiftelsen UNIFOR*, 1998-2004.

Member of the evaluation committee, Norwegian Economists' Association Prize for Best Article in *Samfunnsøkonomen* (previously *Økonomisk forum*) and *Norsk Økonomisk Tidsskrift*, 2002-2011.

Co-organizer, workshop on media economics, Norwegian School of Economics, Bergen, October 2003.

Member of the Executive Committee, European Association for Research in Industrial Economics, 2004-2010.

Deputy Head, Department of Economics, University of Oslo, 2005-2007.

Substitute member of the Board, HERO - the Health Economics Research Programme at the University of Oslo, 2005-2009. (Acting member, 2008-2009.)

Member of the editorial board, *Journal of Media Economics*, since 2007.

Affiliated with the *Equality, Social Organization, and Performance* research centre at the Department of Economics, University of Oslo, 2007-2016.

Member of the programme committee, European Association for Research in Industrial Economics conference, 2008 (Toulouse), 2009 (Ljubljana), 2010 (Istanbul).

Expert judge at Oslo District Court, *StatoilHydro ASA vs the State* (regarding arm's length pricing in captive insurer), March-April 2008.

Co-organizer, workshop on "Inequalities in contests" at the University of Oslo, October 2009.

Member of the board, the University of Oslo Library, 2009-2017. (Acting deputy head of the board, 2010-2012.)

Participant in an educational film on the 2007 Nobel prize in economics, produced by Snøball Film AS, available at www.samfunnsokonomi.no, 2010.

Member, Norges Bank's review panel to evaluate its Payments System Report, 2010.

Member, Local Arrangements Committee, EEA-ESEM Conference 2011 (Oslo).

Head of the PhD programme in economics, University of Oslo, since 2012. (Acting head, 2005-2006.)

Co-organizer, workshop on "Ethics and environmental theory", University of Oslo, February 2014.

Organizer, NORIO IX, Nordic workshop on Industrial Organization, University of Oslo, June 2014.

Member, Government Commission on Foster Care ("Fosterhjemsutvalget"), 2017-2018.

Member, UHR-Økonomi, The Norwegian Association of Higher Education Institutions, since 2018.

Doctoral students:

Terje Ambjørnsen (2002)
Øystein Børsum (second supervisor; 2010)
Arne Gramstad (2017)
Jørgen Veisdal (NTNU; second supervisor; current)
Tyra Merker (current)

Oppositions of doctoral theses:

University of Bergen
Stockholm School of Economics
Norwegian School of Economics, Bergen (x2)
Stockholm University
BI Norwegian Business School, Oslo (x2)
Università Bocconi, Milan
Hanken School of Economics, Helsinki
University of Southern Denmark, Odense

Selection boards, etc:

University of Bergen
University of Tromsø
University of Oslo
Copenhagen Business School
University College of Southeast Norway

Media exposure:

NRK (TV, radio); Aftenposten (newspaper); Dagens Næringsliv (newspaper); Klassekampen (newspaper); Universitas (newspaper); RadioNova (radio); Vårt Land (newspaper); e24.no (online news); Fontene (magazine); Stavanger Aftenblad (newspaper); Dagsavisen (newspaper); TV2 (TV); Dagbladet (newspaper).

Consulting:

Norwegian Ministry of Transportation; Netcom AS; Norwegian Competition Authority; Norwegian Ministry of Culture; Norwegian Consumer Council; Norwegian Media Authority.

Publications in international journals:

“Optimum Exploration and Extraction in a Petroleum Basin: The Case of Simultaneous Field Developments” (with A.N. Nystad), *Resources and Energy* **8** (1986), 219-230.
“Two Kinds of Consumer Switching Costs”, *RAND Journal of Economics* **23** (1992), 579-589.
“Non-Discriminating Renegotiation in a Competitive Insurance Market” (with G.B. Asheim), *European Economic Review* **40** (1996), 1717-1736.
“On the Consistency of Merger Policy”, *Journal of Industrial Economics* **45** (1997), 89-100.
“Insurance Monopoly and Renegotiation” (with G.B. Asheim), *Economic Theory* **9** (1997), 341-354.
“Sequential Location When Transportation Costs Are Asymmetric”, *Economics Letters* **54** (1997), 191-201.
“Time Schedule and Program Profile: TV News in Norway and Denmark” (with L. Sørgard),

- Journal of Economics and Management Strategy* **7** (1998), pp. 209-235.
- “Sequential Horizontal Mergers” (with L. Sørgard), *European Economic Review* **42** (1998), 1683-1702.
- “The Effect of Firm Heterogeneity on R&D Competition” (with P.P. Barros), *Nordic Journal of Political Economy* **25** (1999), 87-93.
- “Industrial Policy and Firm Heterogeneity” (with P.P. Barros), *Scandinavian Journal of Economics* **101** (1999), 597-616.
- “Consumer Lock-In with Asymmetric Information”, *International Journal of Industrial Organization* **18** (2000), 641-666.
- “A Public Firm Challenged by Entry: Duplication or Diversity?” (with L. Sørgard), *Regional Science and Urban Economics* **32** (2002), 259-274.
- “Deductibles in Health Insurance: Pay or Pain?” (with G.B. Asheim and A.W. Emblem), *International Journal of Health Care Finance and Economics* **3** (2003), 253-266.
- “Cream Skimming, Dregs Skimming, and Pooling: On the Dynamics of Competitive Screening” (with D. Lund), *Geneva Papers on Risk and Insurance Theory* **29** (2004), 23-41.
- “Media Competition on the Internet” (with P.P. Barros, H.J. Kind, and L. Sørgard), *Topics in Economic Analysis & Policy* **4** (2004), Article 32.
- “Genetic Testing in Competitive Insurance Markets with Repulsion from Chance: A Welfare Analysis” (with M. Hoel, T. Iversen, and J. Vislie), *Journal of Health Economics* **25** (2006), 847-860.
- “Majority Voting Leads to Unanimity” (with G.B. Asheim and C.A. Claussen), *International Journal of Game Theory* **35** (2006), 91-110.
- “Competition for Viewers and Advertisers in a TV Oligopoly” (with H.J. Kind and L. Sørgard), *Journal of Media Economics* **20** (2007), 211-233.
- “Business Models for Media Firms: Does Competition Matter for How They Raise Revenue?” (with H.J. Kind and L. Sørgard), *Marketing Science* **28** (2009), 1112-1128.
- “The TV Industry As a Market of Attention”, *Nordicom Review* **31** (2010), 115-123.
- “Health Insurance: Medical Treatment vs. Disability Payment” (with G.B. Asheim and A.W. Emblem), *Research in Economics* **64** (2010), 137-145.
- “Risk Externalities in a Payments Oligopoly”, *Portuguese Economic Journal* **10** (2011), 211-234.
- “Learning by Doing in Contests” (with D.J. Clark), *Public Choice* **156** (2013), 329-343.
- “Media Competition Enhances New-Product Entry: On the Market for Fake Observations” (with K.A. Brekke), *Information Economics and Policy* **31** (2015), 59-66.
- “Transversal Agency and Crowding Out” (with P.P. Barros and S. Hoernig), *Journal of Institutional and Theoretical Economics* **171** (2015), 589-608.
- “Inter-Firm Price Coordination in a Two-Sided Market” (with H.J. Kind and L. Sørgard), *International Journal of Industrial Organization* **44** (2016), 101-112.
- “The Economics of Retailing Formats: Competition versus Bargaining” (with B.O. Johansen), *Journal of Industrial Economics* **64** (2016), 109-134.
- “Keep On Fighting: The Dynamics of Head Starts in All-Pay Auctions” (with D.J. Clark), *Games and Economic Behavior* **110** (2018), 258-272.

Publications in Norwegian-language journals, etc.:

- “Planleggingstid og utvinningsgrad ved olje- og gassproduksjon” (with A.N. Nystad), *Sosialøkonomen* 39(8), 22-25, 1985.

- “Beveger norsk bankvesen seg fra underskudd til stilltiende samarbeid?”, *Sosialøkonomen* 42(6), 10-12, and 42(7), 10-11, 1988.
- “Til minne om Cournot: En kommentar”, *Norsk Økonomisk Tidsskrift* 103, 310-313, 1989.
- “Bankenes utlånstap”, *Sosialøkonomen* 45(11), 11-18, 1991.
- “Markedsstruktur og bedriftsintern effektivitet”, Appendix 5 to *NOU 1992:26* (Sysselsettingsutvalget), 416-428, 1992.
- “Hvordan skaffe kapital til næringslivet? Bank kontra aksjemarked”, *Norsk Økonomisk Tidsskrift* 109, 27-50, 1995.
- “Krysseie og eierkonsentrasjon i det norsk-svenske kraftmarkedet” (with N.-H. von der Fehr, E. Sørensen, and L. Sjørgard), *Konkurranseliv* 1(3), 13-16, 1998.
- “De vet no’ som ikke vi vet: Nobel-prisvinnerne i økonomi”, *Økonomisk forum* 55(9), 27-33, 2001.
- “Medier i markedet”, *Økonomisk forum* 60(2), 20-26, 2006.
- “Opsjoner til bedriftsledere: har vi noe valg?”, *Søkelys på arbeidslivet* 24, 303-314, 2007.
- “Skattefinansiering av kringkasting”, *Samfunnsøkonomen* 6/2015, 4-6.

Articles in Norwegian newspapers:

- “Hvordan skal avisene tjene penger?” (with H.J. Kind and L. Sjørgard), *Dagens Næringsliv*, 20.03.2009.
- “Steng tunnelene”, *Dagens Næringsliv* 11.05.2009.
- “Barna blir taperne – igjen” (with I.S. Tjelflaat), *Bergens Tidende* 09.04.2013.
- «Barnevern og medhold», *Dagsavisen* 25.04.2018.

Working papers:

- “When Pooling Is the Rule: Asymmetric-Information Models with Incomplete Separation”.
- “Strategic Informative Advertising on TV” (with L. Sjørgard).
- “The TV Industry: Advertising and Programming” (with L. Sjørgard).
- “Who Are the Advertisers?” (with L. Sjørgard).
- “Sweetening the Pill: A Theory of Waiting To Merge” (with E. Fumagalli).
- “Delegation of Regulation” (with T. Kundu)
- “Beating the Matthew Effect: Head Starts and Catching Up in a Dynamic All-Pay Auction” (with D.J. Clark)
- “Dynamic Win Effects in Sequential Contests” (with D.J. Clark and J.Y. Sand)