

Curriculum Vitae - Lars Sjørgard

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Born November 28th 1959

Married, two children

Professor

Department of Economics, Norwegian School of Economics and Business Administration

Fields

Industrial Organization

Competitive Strategy

Competition Policy

Specific topics:

Entry games, merger, cartel stability, location, vertical restraints, trade liberalization, energy networks

Resume of curriculum vitae

Lars Sjørgard is professor at Department of Economics, Norwegian School of Economics and Business Administration, a position he returned to in August 2007 after three years as the chief economist at the Norwegian Competition Authority. His main research and teaching has been in the areas industrial organization, competitive strategy and competition policy. He has spent his sabbatical at Stanford University (1991) and University of California - Santa Barbara (1999/2000). His teaching has been in courses such as competitive strategy, on both undergraduate, graduate and doctoral level, and more specific courses such as for example Law and Economics, Competition Policy (Konkurranserett). He has applied theory to study industries such as the cement industry, the Nordic power market, the grocery sector in Norway, the ferry market in Scandinavia, the Norwegian airline industry, the Norwegian telecommunication industry and the TV industry. He has been Research Director at Centre for Industrial Organization and Economic Policy at SNF 2000-2002, and he has been in charge for various research projects for the Norwegian Research Council, several ministries in Norway, Norwegian Competition Authority, Statoil and Statkraft. He has also been involved as a consultant for several private and public firms, as well as public authorities.

Education

Siviløkonom NHH, Spring 1983

Høyere Avdelings exam, economics, NHH, spring 1987

dr.oecon, NHH, January 1993, with the thesis 'Entry games in the Norwegian cement market'

Experience

September 83 - December 83:	Teaching assistant at Department of Economics, NHH
February 84 - August 84:	Consultant at Norsk Tekstilinstitut (Norwegian Textile Institute)
September 84 - June 87:	Research assistant at Centre for Applied Research (SAF)
July 87 - November 89:	Researcher at Centre for Applied Research (SAF)
December 89 - November 92:	Doctoral student at Norwegian Centre for Organization and Management
March 91 - December 91:	Visiting scholar at Scancor, Stanford University
December 92 – December 93:	Researcher at Foundation for Research in Economics and Business Administration (SNF-Bergen)
January 94 – October 98:	Associate Professor at Department of Economics, NHH
November 98 – August 04 :	Professor at Department of Economics, NHH
July 1999 – July 2000:	Visiting scholar (sabbatical year) at Department of Economics, University of California, Santa Barbara
October 2000 – July 2002:	Research Director at Centre for Industrial Organization and Economic Policy at Foundation for Research in Economics and Business Administration (SNF)
Sept 2004 – Aug 2007:	Chief economist at the Norwegian Competition Authority
Sept 2007 – :	Professor at Department of Economics, NHH

Teaching

Courses at Norwegian School of Economics and Business Administration:

- Internet strategy, graduate level
- Microeconomics, undergraduate level
- Competitive Strategy, graduate level
- Industrial organization, graduate level
- International trade, undergraduate level
- Law and Economics, Competition Policy, undergraduate level
- Applied game theory, undergraduate level
- Industrial organization, doctoral level

Course at HEC (Business School in Paris):

- EU Competition - Law and Economics, graduate level

Executive programmes at Norwegian School of Economics and Business Administration:

- MØST (Master i Økonomisk styring – Master in Management Science)
- MASTRA (Master i strategisk ledelse – Master in Strategic Leadership)
- Master i offentlig økonomi og ledelse (Master in Public Economics and Leadership)

- GEM (Master in Electronic Commerce)

Articles in English in refereed journals

- 'Optimal merger policy: Enforcement vs. deterrence', *Journal of Industrial Economics*, forthcoming.
- 'Business models for media firms: Does competition matter for how they raise revenue?', *Marketing Science*, forthcoming (co-authors: Hans Jarle Kind and Tore Nilssen).
- 'Domestic regulation and international trade', *Journal of Industry, Competition and Trade*, 2009, 9, 1-16. (co-authors: Øystein Foros and Hans Jarle Kind).
- 'The SSNIP test and market definition with the aggregate diversion ratio: A reply to Katz and Shapiro', *Journal of Competition Law and Economics*, 2008, 4(2), 263-270. (co-authors: Øystein Daljord and Øyvind Thomassen)
- 'The Economics of National Champions', *European Competition Journal*, 2007, 3(1), 49-61.
- 'Public versus private health care in a national health service', *Health Economics*, 2007, 16, 579-601. (co-author: Kurt Brekke).
- 'Managerial incentives and access price regulation', *European Journal of Law and Economics*, 2007, 23(2), 117-133 (co-authors: Øystein Foros and Hans Jarle Kind).
- 'Competition for viewers and advertisers in a TV oligopoly', *Journal of Media Economics*, 2007, 20(3), 211-233 (co-authors: Hans Jarle Kind and Tore Nilssen).
- 'Private labels, price rivalry and public policy', *European Economic Review*, 2007, 51, 403-424. (co-author: Tommy S. Gabrielsen).
- 'Temporary bottlenecks, hydropower and acquisitions', *Scandinavian Journal of Economics*, 2006, 108, 481-497, (co-author: Jostein Skaar).
- 'How to test for abuse of dominance', *European Competition Journal*, 2006, 2 (special issue on Article 82), 69-84, (co-author: Kenneth Fjell).
- 'National versus International Mergers in Unionized Oligopoly', *RAND Journal of Economics*, 2006, 37, 212-233, (co-authors: Kjell Erik Lommerud and Odd Rune Straume).
- 'Strategic Regulation Policy in the Internet', *Journal of Regulatory Economics*, 2006, 30, 63-84, (co-authors: Øystein Foros and Hans Jarle Kind).
- 'Hotelling in the air? Flight departures in Norway', *Regional Science and Urban Economics*, 2005, 35, 193-213, (co-authors: Kjell G. Salvanes and Frode Steen).
- 'Downstream merger with upstream market power', *European Economic Review*, 2005, 49, 717-743, (co-authors: Kjell Erik Lommerud and Odd Rune Straume).
- 'Media competition on the internet', *Topics in Economic Analysis & Policy* 4 (2004) Article 32, (co-authors: Pedro P. Barros, Hans Jarle Kind and Tore Nilssen).
- 'Unionized Oligopoly, Trade Liberalization and Location Choice', *Economic Journal*, 2003, 113, 782-800, (co-authors: Kjell Erik Lommerud and Frode Meland).
- 'Compete, collude, or both? Deregulation in the Norwegian airline industry', *Journal of Transport Economics and Policy*, 2003, 37(3), 383-416, (co-authors: Kjell G. Salvanes and Frode Steen).
- 'From a regulated duopoly to a private monopoly: The deregulation of the Norwegian airline industry', *Swedish Economic Policy Review*. 2003, 9(2), 191-222 (co-author: Frode Steen).
- 'Entry in Telecommunication: Customer Loyalty, Price Sensitivity and Access Prices', *Information Economics and Policy*, 2003, 15(1), 55-72 (co-author: Kjell Erik Lommerud).

- 'Access Pricing, Quality Degradation and Foreclosure in the Internet', *Journal of Regulatory Economics*, 22 (1) 2002, 59-83 (co-authors: Øystein Foros and Hans Jarle Kind).
- 'A public firm challenged by entry: Duplication or diversity?', *Regional Science and Urban Economics*, 2000, 32, 259-274 (co-author: Tore Nilssen).
- 'Trade liberalization and cartel stability', *Review of International Economics*, 2001, 9(2), 343-355 (co-author: Kjell Erik Lommerud).
- 'Exclusive versus common dealership' *Southern Economic Journal*, 1999, 66, 353-366 (co-author: Tommy S. Gabrielsen)
- 'Discount chains and brand policy', *Scandinavian Journal of Economics*, 1999, 101, 127-142 (co-author: Tommy S. Gabrielsen)
- 'Semicollusion in the Norwegian cement market', *European Economic Review*, 1999, 43, 1775-1796 (co-author: Frode Steen).
- 'Sequential horizontal mergers', *European Economic Review*, 1998, 42, 1683-1702 (co-author: Tore Nilssen)
- 'Programme choice and time schedule: TV news in Norway and Denmark', *Journal of Economics & Management Strategy*, 1998, 7, 209-235. (co-author: Tore Nilssen)
- 'The pro-competitive effect of two-part tariffs', *International Journal of the Economics of Business*, 1998, 5, 47-55. (co-author: Tommy S. Gabrielsen)
- 'Merger and product range rivalry', *International Journal of Industrial Organization*, 1998, 16, 21-42. (co-author: Kjell Erik Lommerud)
- 'Transfer pricing as a strategic device for decentralized multinationals', *International Tax and Public Finance*, 1997, 4, 277-290. (co-author: Guttorm Schjelderup).
- 'Domestic merger policy in an international oligopoly: The Nordic market for electricity', *Energy Economics*, 1997, 19, 239-253.
- 'The takeover battle for Fjord Line', *Business Strategy Review*, 1997, 8(3), 27-34.
- 'Judo economics reconsidered: capacity limitation, entry and collusion', *International Journal of Industrial Organization*, 1997, 15, 349-368.
- 'The consumer as an entrant in the Norwegian cement market', *Journal of Industrial Economics*, 1993, 41, 191-204.
- 'Multiproduct incumbent and a Puppy Dog entrant: Some simulations for the Norwegian cement market', *International Journal of Industrial Organization*, 1992, 10, 251-271.

Books

- *Competition and welfare: The Norwegian experience*, 2006, The Norwegian Competition Authority.
- *Konkurranse i samfunnets interesse*, (Competition to the benefit of society), 2004, Fagbokforlaget (co-editors: Kåre P. Hagen and Agnar Sandmo).
- *Arbeidsbok til Konkurransestrategi*, (Exercises for Competitive strategy), 1998, Fagbokforlaget.
- *Konkurransestrategi. Eksempler på anvendt mikroøkonomi*, (Competitive strategy. Examples of applied microeconomics), 1997, Fagbokforlaget.
- *Næringsøkonomi. 13 norske bransjestudier*, (Industrial economics. 13 Norwegian case studies), 1990, Oslo, Bedriftsøkonomens Forlag.

Chapters in books in English

- 'Deregulating Norwegian Airlines', chapter 10 in Hope (ed) '*Competition policy analysis*', Routledge, 2000, 150-164 (co-authors: Kjell G. Salvanes and Frode Steen).
- 'Transfer pricing as a strategic device for desentralized multinationals', chapter 5 in *Globalization: Public economics policy perspectives*, A. Razin and E. Sadka (eds.), Cambridge University Press, 1999, 123-142. (co-author: Guttorm Schjelderup).

Articles and chapters in books in Norwegian

- 'Fusjonskontroll i Norge: Bør vi fortsatt være anderledeslandet?', kapittel i A. E. Nordbø og N.-O. Widme (2009): *Konkurranseloven fem år - erfaringer og reformbehov*, Næringslivets Hovedorganisasjon, Oslo.
- 'Hvordan virker forbudet mot misbruk av dominans?', kapittel i Konkurransetilsynet (2009): *Konkurransen i Norge*, Bergen.
- 'Utløst utnyttelse av dominerende stilling', kapittel i H. Evensen (red.): *Konkurranseloven med kommentarer*, 2009, Gyldendal Norsk Forlag. (co-author: Katinka Mahieu).
- 'Sykliske bensinpriser (Cyclical Petrol Prices)', *Samfunnsøkonomen*, 2009, Nummer 1, 4-10. (co-author: Tommy S. Gabrielsen)
- 'Mediakonkurranse: P4 versus Kanal 24', (Media Competition: P4 versus Kanal 24), *Magma*, 2004, 7(2), 83-92. (co-author: Hans Jarle Kind).
- 'Allianser og maktkamp i dagligvaresektoren', (Alliances and the power struggle in the grocery sector), *Magma*, 2003, 6(3), 21-33. (co-author: Tommy S. Gabrielsen)
- 'Temporære flaskehalser i kraftforsyningen – et argument mot oppkjøp?' (Temporary bottlenecks the power industry – an argument against acquisitions?), *Økonomisk Forum* (Economic Forum), 2002 (5), 4-6 (co-authors: Lars Mathiesen and Jostein Skaar).
- 'Hvem vinner når tele og media møtes? Aksessleverandørenes strategiske utfordringer', (Who wins when telecom and media meets? The challenges for the access provider), chapter in S. Ulset (ed.): *Fra summetone til informasjonsportal*, SNF årbok 2001, Fagbokforlaget, 93-122. (co-authors: Øystein Foros and Hans Jarle Kind).
- 'Hva gikk galt i norsk luftfart?', (What went wrong in the Norwegian airline industry), *Praktisk Økonomi & Finans* (Applied Economics & Finance), 2001, 18, 72-79 (co-author: Frode Steen)
- 'Det handler om norsk luftfarts fremtid' (The future of the Norwegian airline industry), *Økonomisk Forum* (Economic Forum), 2001 (9), 13-17 (co-author: Frode Steen)
- 'Fusjon og oppkjøp i en åpen økonomi' (Mergers and Acquisitions in an Open Economy), kapittel 7 i B. S. Tranøy og Ø. Østerud (red.), *Mot et globalisert Norge? Rettslige bindinger, økonomiske føringer og politisk handlingsrom*, Gyldendal Akademisk, 2001.
- 'IKT-næringen - integrasjon, konkurranse eller vennskap?' (ICT-Industry – integration, competition or collusion?), *Magma*, 2000, 3, 19-30 (co-authors: Ø. Foros and H. J. Kind).
- 'Terrorbalanse som implisitt kontrakt' (Deterrence as an Implicit Contract), *Praktisk Økonomi & Finans* (Applied Economics & Finance), 1999, 15, 37-44.
- 'Teori for vertikale bindinger' (Theory for vertical restraints), *Konkurranse* (Competition), 1999, 2(1), 14-17.
- 'Krysseie og eierkonsentrasjon i det norsk-svenske kraftmarkedet' (crossownership and concentration the Norwegian-Swedish market for electricity), *Konkurranse* (Competition),

- 1998, 1(3), 13-16 (co-authors: Nils-Henrik M. von der Fehr, Tore Nilssen and Erik Ø. Sørensen).
- 'Slaget om Fjord Line: Pyrrhos-seier eller delspillperfekt likevekt?' (The battle for Fjord Line: Pyrrhos victory or subgame perfect equilibrium?), *Sosialøkonomen* (The Economist), September 1996, 28-34.
 - 'Hvor fartøy flyte kan', (Where ships can sail), *Sosialøkonomen*, (The Economist), June 1996, 2-6.
 - 'Strukturendringer i norsk dagligvaresektor', (Structural changes in the Norwegian grocery sector), *Sosialøkonomen*, (The Economist), May 1995, 10-16. (co-author: Tommy S. Gabrielsen).
 - 'Inngrep mot fusjoner - nytter det?' (Banning mergers - does it help?), chapter in Hope, E., P. Munthe, A. C. Stray Ryssdal og S. Undrum (ed.), *Marked, konkurranse og politikk*, festskrift til Egil Bakke, Bergen, Fagbokforlaget, 1995.
 - 'Bør innenlandsk produsentsamarbeide tillates i norsk kraftsektor?', (Should domestic producer cartels be permitted in the Norwegian market for electricity?), *Sosialøkonomen*, (The Economist), June 1994, 2-7.
 - 'Nasjonal markedsmakt, internasjonal konkurranse og innenlandske fusjoner', (National market power, international competition and domestic mergers), *Norsk Økonomisk Tidsskrift*, (Norwegian Journal of Economics), 1993, 107, 179-204.
 - 'Anbudsprivatisering', (Privatization by contracting-out), Chapter 7 in A. Sandmo and K. P. Hagen (ed.): *Offentlig politikk og private incitament*, (Public policy and private incentives), 1992, Oslo, Tano forlag.
 - 'Etableringsvilkårenes rolle i konkurransepolitikken', (The role of entry barriers in competition policy), *Sosialøkonomen*, (The Economist), September 1989, 14-20.
 - 'Monopolprofitt og import: en studie av det norske sementmarkedet', (Monopoly profits and imports: A study of the Norwegian market for cement), *Norsk Økonomisk Tidsskrift*, (Norwegian Journal of Economics) 1987, 101, 3-24.
 - 'Kultur, marked og ensretting', (Culture, market and clustering), *Sosialøkonomen*, (The Economist), April 1987, 19-24.

Articles in newspapers (in Norwegian)

- 'Vår ære, vår makt og fellesskapets kasse', kronikk, *Dagbladet*, 09.02.1996.
- 'Spillet om Kværner', kronikk, *Bergens Tidende*, 18.08.2000.
- 'Fallittbedrift - en fallitterklæring?', debattinnlegg, *Dagens Næringsliv*, 7.11.2001.
- 'Bonusbesvær for SAS/Braathens', kronikk, *Dagbladet*, 23.01.2002 (medforfatter: Frode Steen)
- 'Steng ovnene straks, debattinnlegg, *Dagens Næringsliv*, 16.12.2002 (medforfatter: Lars Mathiesen)
- 'Hva skal vi gjøre med Telenor?', Kronikk, *Ukeavisen Telecom* (senere IT-avisen), 23.04.2003 (medforfatter: Hans Jarle Kind)
- 'Microsoft - et midlertidig monopol?', Kronikk, *Dagbladet*, 27.12.2003
- 'Radiokampen', Innlegg, *Dagens Næringsliv*, 07.01.2004 (medforfatter: Hans Jarle Kind)
- 'Reell prisgaranti?', Innlegg, *Dagens Næringsliv*, 29.06.04.
- 'Arbeidsmakt og kapitalmakt i en internasjonal økonomi: Fagforeningene svekkes', Fagartikkel, NHH Silhuetten, nummer 3 2004, side 8-11.
- 'Behold NRK-lisensen!', *Dagens Næringsliv*, June 3, 2008 (medforfattere: Hans Jarle Kind and Guttorm Schjelderup)

- 'Hvordan skal avisene tjene penger?', *Dagens Næringsliv*, 20.03.2009 (medforfattere: Hans Jarle Kind og Tore Nilssen)

Selected reports in Norwegian

- 'Eksklusivitet i TV-markedet' (Exclusivity in the TV market), report submitted to the Norwegian Competition Authority, January 2008 (co-authors: Hans Jarle Kind and Guttorm Schjelderup).
- 'Predasjon i norsk luftfart?' (Predation in the Norwegian airline industry?), report submitted to the Norwegian Competition Authority, April 2004 (co-author: Frode Steen).
- 'Fergekampen i Nordsjøen og Skagerrak' (The Ferry Battle in the North Sea and Skagerrak), SNF-report 42/99, 1999 (co-author: Frode Steen).
- 'Telenor – bare lave priser?' (Telenor – nothing more than low prices?), SNF-report no. 23/99, 1999 (co-authors: Kenneth Fjell, Øystein Foros and Kåre Petter Hagen).
- 'Vertikal integrasjon, private merker og konkurranse i dagligvarehandelen' (Vertical restraints, private labels and competition in the food retail sector), SNF-report no. 52/98, 1998 (co-author: Tommy Staahl Gabrielsen)
- 'Krysseie og eierkonsentrasjon i det norsk-svenske kraftmarkedet' (crossownership and concentration the Norwegian-Swedish market for electricity), SNF-report no. 15/98, 1998, Foundation for Research in Economics and Business Administration (co-authors: Nils-Henrik M. von der Fehr, Tore Nilssen and Erik Ø. Sørensen).
- 'Vertikale relasjoner: Finnes det enkle, konkurransepolitiske regler?' (Vertical restraints: Is there any simple competition policy rules?), SNF-report no. 10/98, 1998, Report submitted to the expert committee for competition policy, Foundation for Research in Economics and Business Administration.
- 'Maksimalpriser i norsk eldistribusjon?' (Price caps in the transmission of electricity in Norway?), SNF-report no. 12/95, 1995, Foundation for Research in Economics and Business Administration (co-author: Kjell Erik Lommerud).
- 'Produsentsamarbeide i kraftsektoren', (Producer cartels in the electricity sector), SNF-report no.103/93, 1993, Foundation for Research in Economics and Business Administration.

Other

- Scientific adviser for Foundation for Research in Economics and Business Administration (SNF) 1994-
- Shells NHH-prize in 1994 for research in industrial organization.
- Member of the editorial board in *Sosialøkonomen* and *Norsk Økonomisk Tidsskrift* 1.7.94-31.12.97.
- Member of the board (Arbeidsutvalget) at the Department of Economics, NHH, 1.1.95-31.12.98 and 1.7.03-30.6.04; responsible for exams (1.1.95-31.12.97) and teaching (1.1.95-31.12.98).
- Referee for *International Journal of Industrial Organization*, *Journal of Industrial Economics*, *Scandinavian Journal of Economics*, *Journal of Economics & Management Strategy*, *International Economic Review*, *RAND Journal of Economics*, *Southern Economic Journal*, *International Journal of the Economics of Business*, *Regional Science and Urban Economics*.

- Member of the executive committee for the European Association for Research in Industrial Economics (EARIE), 1.9.94-1.9.98.
- Organized Nordic doctoral course in Industrial organization and game theory in June 1994 at Norwegian School of Economics and Business Administration (jointly with Nils-Henrik M. von der Fehr)
- Organized conference ‘Competition and Industrial Policies in Open Economies’ in May 1998 at University of Bergen, which appeared as a special issue in *Scandinavian Journal of Economics* (jointly with Kjell Erik Lommerud, Jan I. Haaland and Kjell G. Salvanes).
- Organized Nordic workshop in Industrial Organization (NORIO) in June 1999 at Norwegian School of Economics and Business Administration (jointly with Kjell Erik Lommerud and Kjell G. Salvanes).
- Organized third CEPR conference on applied Industrial Organization in May 2002 at Norwegian School of Economics and Business Administration (jointly with Lars Hendrik Röller and Frode Steen).
- Organized second workshop on media economics in October 2003 at Norwegian School of Economics and Business Administration (jointly with Hans Jarle Kind and Tore Nilssen).
- Member of the expert committee in May-June 2005 that submitted the report: ‘*A separate electricity market for the power-intensive industry in Norway?*’ to the Norwegian Ministry of Industry and Trade.
- Member of the steering committee for the Association for Competition Economists (ACE), June 2009 –