

WOUTER DESSEIN
Graduate School of Business
COLUMBIA UNIVERSITY

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CURRICULUM VITAE

PERSONAL

Born in Roeselare, Belgium, 1974.
Married to Rita Zhang; father of Lucas Dessein.
Fluent in Dutch (native language), French and English.

ACADEMIC POSITIONS

- 2008 – present: **Professor of Economics**
Columbia University, Graduate School of Business
- 2007 –2008: **Senior Research Chair**
Toulouse School of Economics
- 2005 – 2008: **Associate Professor of Economics**
University of Chicago, Graduate School of Business.
- 2001 –2005: **Assistant Professor of Economics**
University of Chicago, Graduate School of Business

EDUCATION

- 2000: **Ph.D. in Economics**, Université Libre de Bruxelles, Belgium, and University of Toulouse, France.
Advisors: Prof. Mathias Dewatripont, Prof. Patrick Rey, Prof. Jean Tirole.
- 1997: **M.A. Mathematical Economics and Econometrics**, University of Toulouse, France.
- 1997: **B.S. in Management and Applied Sciences** (Handelsingenieur), Katholieke Universiteit Leuven, Belgium.

PUBLICATIONS

- **“Centralization versus Decentralization: An Application to Price Setting by a Multi-Market Firm.”**
Journal of the European Economic Association, April-May 2008, Vol. 6, No. 2-3, 457-467.
(with R. Alonso and N. Matouschek)
- **“When does Coordination require Centralization?”**
American Economic Review, March 2008, 98(1), 145-179. (with R. Alonso and N. Matouschek.)
- **“Adaptive Organizations”**
Journal of Political Economy, October 2006, Vol 114 (5), 956-995. (with T. Santos)
- **“Information and Control in Ventures & Alliances,”**
Journal of Finance, 2005, Vol 60 (5), 2513-2550 (Nominated for a Brattle Prize)

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- **"Network Competition with Heterogeneous Customers and Calling Patterns"**
Information Economics and Policy, 2004, Vol 16, pp. 323-345.
- **"Network Competition in Nonlinear Pricing"**
Lead article in the *Rand Journal of Economics*, Winter 2003, Vol 34 (4), pp.593-611.
- **"Authority and Communication in Organizations"**
Review of Economic Studies, October 2002, Vol. 69, pp. 811-838.

SUBMITTED PAPERS

- **"Organizing for Synergies,"** (Aug 2008)) (with L. Garicano and R. Gertner)
- **"Why a Group Needs a Leader: Decision-making and Debate in Committees"** (Feb 2007)

WORK IN PROGRESS

- **"Organize to Compete"** (with R. Alonso and N. Matouschek).
- **"Leadership and Communication"** (with B. Biais and E. Perotti)
- **"Global Inc.: Wage Differentials, Strategy and the Location of International Production."**
(with T. Santos and T. Chaney).

OTHER PUBLICATIONS

- "Why Mergers Fail", with L. Garicano and R. Gertner, in *Capital Ideas*, December 2005;

CONFERENCE PRESENTATIONS

- 2nd Annual Organizational Economics Workshop, Sydney, August 2008, Keynote speaker.
- SP-SP Workshop on IO Contracts and Organization, Barcelona IESE, March 2008.
- European Economic Association Meeting, Budapest, August 2007, Organizer of invited session on "Decision-making and Incentives in Organizations".
- Stanford Summer Institute for Theoretical Economics (SITE), August 2007.
- 5th Annual Duke/Northwestern/Texas – I.O. Theory Conference, Northwestern, Sept 06
- Econometric Society European Meeting, Vienna, August 2006, Invited session on "Organizations and the Theory of the Firm."
- 4th Annual Duke/Northwestern/Texas – I.O. Theory Conference, Austin, October 2005
- MIT Summer Camp in Organizational Economics, August 2005
- European Summer Symposium in Economic Theory (ESSET), Gerzensee, July 2005
- MIT Summer Camp in Organizational Economics, July 2004.
- Stockholm Venture Capital and Entrepreneurial Conference, August 2003
- Stanford Summer Institute for Theoretical Economics (SITE), August 2003
- Wallace Summer Conference, Rochester, May 2003
- Stanford Strategic Management Conference, February 2003
- NBER Organizational Economics Conference, Boston, October 2002
- European Summer Symposium in Economic Theory (ESSET), Gerzensee, July 2001
- World Congress of the Econometric Society, Seattle, August 2000
- Stanford Summer Institute for Theoretical Economics (SITE), August 2000
- Review of Economic Studies Tour, May 2000

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- European Winter Meeting of the Econometric Society, January 2000
- Information Processing Organizations, ECARES/CEPR, Brussels, June 1999
- CIRANO-PURC-IDEI Conference on Network Industries, November 1998
- European Economic Association Meeting, Berlin, September 1998

SEMINAR PRESENTATIONS

- 2008: Toulouse, Paris School of Economics, Amsterdam (Erasmus), Mannheim, Madrid (Carlos III), Edinburgh, Berlin, Sydney.
- 2007: John Hopkins, Berkeley (Haas), LSE, UCL, Columbia GSB, Harvard/MIT, UCLA (Anderson), Barcelona (Pompeu Fabre).
- 2006: Columbia University, University of British Columbia, University of Toulouse, HKUST, University of Washington at St. Louis, Chicago GSB.
- 2005 : University of Wisconsin-Madison, Duke Fuqua, Bloomington Indiana, Chicago GSB, Ecares (ULB).
- 2003-2004: Chicago GSB, Harvard-MIT, NYU Stern, University of Pennsylvania, University of Illinois Urbana-Champaign, Northwestern Kellogg, London School of Economics, Oxford, University of Wisconsin-Madison, Ecares (ULB).
- 2002-2003: Chicago Econ, Chicago GSB, Ecares (ULB).
- 2001-2002: Chicago GSB, Northwestern Kellogg, USC, University of Washington
- 2000-2001: Helsinki, Wisconsin-Madison, Toronto,
- -2000: Chicago Econ, Chicago GSB, MIT, KULeuven, LBS, London School of Economics, Stanford GSB, UAB, ULB, University of Toulouse.

GRANTS AND HONORS

- Associate Editor, *Journal of the European Economic Association*, 2008-
- “Information and Control in Ventures and Alliances”: Nominated for a 2005 Brattle Price by the Associate Editors of the *Journal of Finance*.
- Charles E. Merrill Scholar, Chicago GSB, 2003-2004.
- Editorial Board, *The Review of Network Economics*, 2001-
- CEPR Research Affiliate, 2000 -
- Selected for the *Review of Economic Studies* Tour as one of the best Econ Ph.D. students in 2000.
- Fellow of the Fund for Scientific Research Flanders (FWO), 1997- 2001.

REFEREEING FOR PROFESSIONAL JOURNALS

Journal of Political Economy, American Economic Review, Quarterly Journal of Economics, Review of Economic Studies, Econometrica, Journal of Finance, Rand Journal of Economics, Journal of Economic Theory, Review of Economics and Statistics, Journal of Public Economics, Management Science, Journal of the European Economic Association, Journal of Law & Economics, Journal of Law, Economics and Organization, Journal of Industrial Economics, Journal of Economics and Management Strategy, Journal of Economic Behavior and Organization, Journal of Business, International Journal of Industrial Organization, European Economic Review, JITE, B.E. Journals, Economic Theory, Review of Finance,...