

CURRICULUM VITAE

ØYSTEIN FOROS

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EDUCATION

2003: Dr. oec. NHH.

1996: MSc Economics (Høyere avdeling), NHH.

1993: Master of Business and Economics (Siviløkonom), Norwegian School of Management (BI).

CURRENT POSITION

Professor, Department of Business and Management Science, NHH Norwegian School of Economics, June 2008-

PREVIOUS POSITIONS

2004-2008 Associate Professor, Department of Economics, Norwegian School of Economics and Business Administration (NHH)

2004 Post doc. Department of Accounting, Auditing and Law, Norwegian School of Economics and Business Administration (NHH).

2000-2003 Research Scholar, Department of Economics, Norwegian School of Economics and Business Administration (NHH),

2002-2004 Senior Research Scientist, Telenor R&D, Oslo, Norway (20% position) 1996-2002: Research Scientist, Telenor R&D, Oslo, Norway

1998-2000: Research Advisor, Institute for Research and Business Administration, SNF (20% position).

1994-1996: Research Scholar, Department of Economics, NHH (50% position)

VISITING RESEARCHER

Fall 2003 WZB, Berlin

Spring 2006 University of York, Department of Economics

October 2007 Manchester Business School

MAIN FIELD OF STUDY

Industrial Organization, Management Science, Competition Policy, Telecommunications

REFEREE

Rand Journal of Economics, Economic Journal, Quarterly Journal of Economics, Management Science, Journal of Political Economy, International Economic Review, International Journal of Industrial Organization, American Economic Journal Micro, Journal of the European Economic Association, Journal of Industrial Economics, Scandinavian Journal of Economics, Journal of Economics and Management Strategy, Journal of Regulatory Economics, Marketing Science, Review of Industrial Organization, Regional Science of Urban Economics, Information Economics and Policy, Economics Bulletin, Telecommunications Policy, International Journal of the Economics of Business, Swedish Economic Policy Review, Japanese Economic Review, Samfunnsøkonomen.

AWARDS

Telenor Research and Innovation Prize 2007 (NOK 250 000) with Bjørn Hansen.

Best article in Samfunnsøkonomen 2014 (with Hans Jarle Kind)

PUBLICATIONS:

REFEREED ARTICLES IN ENGLISH

1. “Coordinate to obfuscate? The role of prior announcements of recommended prices”. Co-author: Mai Nguyen-Ones, *Economics Letters*, 2020, forthcoming.
2. “The Effects of a Day-off from Retail Price Competition: Evidence on Consumer Behavior and Firm Performance in Gasoline Retailing”, Co-authors: Mai Nguyen-Ones and Frode Steen, *International Journal of the Economics of Business*, 2020, forthcoming.
3. “The importance of consumer multi-homing (joint purchases) for market performance: mergers and entry in media markets”, Co-authors: Simon P. Anderson and Hans J. Kind. *Journal of Economics and Management Strategy*, 2019, 28, 125-137.
4. “Tax-free digital news?”, Co-authors: Hans Jarle Kind and Timothy Wyndham, *International Journal of Industrial Organization*, 2019, 66, 119-136.
5. ‘Competition for advertisers and for viewers in media markets’ Co-authors: Simon P. Anderson and Hans J. Kind. *The Economic Journal*. 128(1), 2018, 34–54.
6. “Apple's Agency Model and the Role of Most-Favored-Nation Clauses”, Co-authors: Hans Jarle Kind and Greg Shaffer, *RAND Journal of Economics*, 48(3), 2017, 673-703.
7. “Competition, product quality, and multi-purchasing”, Co-authors: Simon P. Anderson and Hans J. Kind, *International Economic Review*, 58(1), 2017, 183-210.
8. “Raising rivals’ costs or improving efficiency? An exploratory study of managers’ views on backward integration in the grocery market”, Co-authors: Hanna Skjervheim Bernes, Isabel Marie Flo, and Hans Jarle Kind. *Journal of Revenue and Pricing Management*. 2019, 18(1), 65-75.
9. “Merger policy and regulation in media industries”, Ch. 6, (with Hans Jarle Kind and Lars Sjørgard). In *Handbook of Media Economics*, Simon P. Anderson, David Strömberg and Joel Waldfogel (Eds.), 2015, North Holland.
10. “Empirical evidence on the relationship between mobile termination rates and firms’ profit”. Co-authors: Kjetil Andersson and Bjørn Hansen, *Scandinavian Journal of Economics*, 118(1), 2016, 129-149.
11. “On the choice of royalty rule to cover fixed costs in input joint ventures”. Co-authors: Kenneth

- Fjell and Hans Jarle Kind, *International Journal of the Economics of Business*, 22(3), 2015, 393-406.
12. 'Vertical Control and Price Cycles in Gasoline Retailing', Co-author: Frode Steen, *Scandinavian Journal of Economics*, 115(3), 2013, 640-661.
 13. 'Ad Pricing by Multi-Channel Platforms: How to Make Viewers and Advertisers Prefer the Same Channel?', Co-authors: Hans J. Kind and Guttorm Schjelderup, *Journal of Media Economics*, 25(3), 2012, 133-146.
 14. 'Media market concentration, advertising levels, and ad prices', Co-authors: Simon P. Anderson, Hans J. Kind and Martin Peitz, *International Journal of Industrial Organization*, 30(3), 2012, 321-325.
 15. "Mergers and Partial Ownership", co-authors: Hans Jarle Kind and Greg Shaffer, *European Economic Review*, 55(7), 2011, 916-926.
 16. "Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption", Co-authors: Hans J. Kind and Greg Shaffer, *International Journal of Industrial Organization*, 29(2), 2011, 179-186.
 17. "Foreclosure in contests", Co-authors: D.J. Clark and J.Y Sand, *Public Choice*, 148(1-2), 2011, 215-232.
 18. "Customer ignorance, price cap regulation, and rent-seeking in mobile roaming", Co-authors: Terje Ambjørnsen and Ole C. Wasenden, *Information Economics and Policy*, 23(1), 2011, 27-36.
 19. "Endogenous Average Cost Based Access Pricing". Co-authors: Kenneth Fjell and Debashis Pal, *Review of Industrial Organization*, 36(2), 2010, 149-162.
 20. "Price-dependent profits sharing as a channel coordination device", Co-authors: Kåre P. Hagen and Hans J. Kind, *Management Science*, 55(8), 2009, 1280-1291.
 21. "Text and voice: Complements, substitutes or both?", Co-authors: Kjetil Andersson and Frode Steen, *Industrial and Corporate Change*, 18(6), 2009, 1231-1247.
 22. "Entry may increase network providers' profit". Co-authors: Hans Jarle Kind and Jan Yngve Sand, *Telecommunications Policy*, 33(9), 2009, 486-494.
 23. "Slotting Allowances and Manufacturers' Retail Sales Effort" Co-authors: H.J. Kind and J.Y. Sand, *Southern Economic Journal*, 76(1), 2009, 266-282
 24. "Domestic regulation and international trade", Co-authors: Hans Jarle Kind and Lars Sørsgard, *Journal of Industry, Competition and Trade*, 9(1), 2009, 1-16.
 25. "Do slotting allowances harm retail competition?", Co-author: H.J. Kind, *Scandinavian Journal of Economics*, 110(2), 2008, 367-384.
 26. "Access regulation and strategic transfer pricing". Co-author: Kenneth Fjell, *Management Accounting Research*, 19(1), 2008, 18-31.
 27. 'Managerial incentives and access price regulation'. Co-authors: Hans Jarle Kind and Lars Sørsgard, *European Journal of Law and Economics*, 23(2), 2007, 117-133.
 28. "Price Strategies and Compatibility in Digital Networks", *International Journal of the Economics of Business*, 14(1), 2007, 85-97.
 29. "Strategic Regulation Policy in the Internet". Co-authors: Hans Jarle Kind and Lars Sørsgard, *Journal of Regulatory Economics*, 30(1), 2006, 63-84.
 25. "Are Interactive TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects". Co-authors: Kjetil Andersson and Kenneth Fjell. *Review of Industrial Organization*, 25, 2004, 295-316.
 26. 'Do Internet Incumbents Choose Low Interconnection Quality'. Co-authors: Hans Jarle Kind and Jan Yngve Sand. *Information Economics and Policy*, 17(2), 2005, 149-164.

27. 'Strategic Investments with Spillovers, Vertical Integration and Foreclosure in the Broadband Access Market.' *International Journal of Industrial Organization*, 22(1), 2004, 1-24.
28. 'The Broadband Access Market: Competition, Uniform Pricing and Geographical Coverage.' Co-author: Hans Jarle Kind. *Journal of Regulatory Economics*, 23(3), 2003, 215-235.
29. 'Demand-side Spillovers and Semi-Collusion in the Mobile Communications Market'. Co-authors: Bjørn Hansen and Jan Yngve Sand, *Journal of Industry, Competition and Trade*, 2(3), 2002, 259-278. Earlier version in J. Y. Sand, "Essays on regulation of the telecommunications industry", Doctorial dissertation (dr. oecon), NHH, June 2002.
30. 'Access Pricing, Quality Degradation, and Foreclosure in the Internet.' Co-authors: Hans Jarle Kind and Lars Sjørgard. *Journal of Regulatory Economics* 22 (1), 2002, 59-83.
31. "Competition and Compatibility among Internet Service Providers". Co-author: Bjørn Hansen. *Information Economics and Policy*, 2001, 13(4), 411-425.
32. "Connecting customers and disconnecting competitors - The facility-based firms' strategy towards virtual operators". Co-author: Bjørn Hansen. *Journal of Network Industries*, 2, 2001, 207-230
33. "Damaging Network Subscription". Co-authors: Sissel Jensen and Jan Y. Sand. *Communications & Strategies*, 33, 1999, 37-58. Revised version in S. Jensen, "Pricing of Telecommunications Services Under the Presence of Asymmetric Information", Doctorial dissertation (dr. oecon), NHH, June 2002.

OTHER PUBLICATIONS IN ENGLISH

34. "When or where to buy under regular under saw-tooth gasoline price cycles", Co-authors: Mai Nguyen-Ones and Frode Steen. VOXEU.org. October 2018. <https://voxeu.org/article/when-or-where-buy-under-saw-tooth-gasoline-price-cycles>
35. "Media platforms chasing 'exclusive eyeballs'", Co-authors: S.P. Anderson and H.J. Kind, 15 August 2018, VOXEU.org. <https://voxeu.org/article/valuing-exclusive-eyeballs>
36. "The media market and the battle for increasingly rare exclusive eyeballs". Co-authors: Simon P. Anderson and Hans J. Kind. LSE Business Review, March 6th, 2018
37. "Competition, Complementarity and Compatibility in the Internet", Doctorial dissertation (dr. oecon), NHH, January 2003.
38. "Does Apple's agency model raise eBook prices?" (with Hans Jarle Kind and Greg Shaffer), VOXEU.org., 15. November, 2013.
36. "The interplay between competition and cooperation: Market players' incentives to create seamless networks", Co-author: Bjørn Hansen (Telenor), *Teletronikk*, 104(2), 2008, 124-132.
37. "The SMS Bandwagon in Norway: What made the market?", Co-authors: Kjetil Andersson and Frode Steen, Andersson. In J. Müller and B. Preissl (Eds.), *Governance of Communication Networks*, (Springer), 2006.
38. "Norwegian radio broadcasting: From monopoly to competitive homogeneity?", Co-authors: H.J. Kind and H. Østbye. In L. Sjørgard (ed), *Competition and welfare: The Norwegian Experience*, The Norwegian Competition Authorities, 2006.
39. "Competition, Complementarity and Compatibility in the Internet", Doctorial dissertation (dr. oecon), NHH, January 2003.
40. 'National and Global Regulation of the Market for Internet Connectivity.' Co-author: Hans Jarle Kind. In Thorsten Wichman (ed.): *Economics and the Internet: Proceedings from the Third Berlin Internet Economics Workshop*, Berlecon Research, 2001, 33-45.
41. 'The Internet Market Structure: Implications for National and International Regulation.' Co-author: Hans Jarle Kind. *Teletronikk* 96 (2); 2000, 45-59.
42. 'Interconnection and Competition Between Portals Offering Broadband Access.' Co-author:

Bjørn Hansen. *Teletronikk* 96 (2); 2000, 26-37.

REFEREED ARTICLES IN NORWEGIAN

43. «Konkurransen om melkebøndene», Co-authors: Erling J. Hjelmeng og Hans J. Kind. *Samfunnsøkonomen*, September 2020.
44. “Størrelsesbasert prisdiskriminering i dagligvaremarkedet: Teori og terreng. Co-author: Hans J. Kind, *Samfunnsøkonomen*, November, 2019.
45. “Individuelle priser – et fangens dilemma for dagligvarekjedene?”. Co-authors: H.J. Kind og F. Steen, 2017, *Magma*, 4, 2017.
46. «Fastpris på bøker», Co-authors: H.J. Kind and E.J. Hjelmeng, *Samfunnsøkonomen*, May 2014,
47. «Fastpris – med fokus på bokbransjen». Co-author: H.J. Kind. *Praktisk økonomi & finans* 2012, 28(4), 67-76.
48. ”Konkurransopolitikk i turbulente tider”, *Magma*, 12(7), 2009.
49. ”Virker konkurranseloven prisdrevende?” Co-author: E. Hjelmeng, *Økonomisk Forum*, Nr. 1, 2006.
50. ”Angrep er det beste forsvar? Svar til Mads Magnussen og Lars Sjørgard, Konkurransetilsynet”, Co-author: E. Hjelmeng, *Økonomisk Forum*, Nr. 4, 2006.
48. ’Hva gjør teleselskapene i innholdsmarkedene?’, Co-authors: Kjetil Andersson, Haakon F. Bratsberg, Bjørn Hansen, Ole C. Wasenden., *Norsk Medietidsskrift*, 11(2), 2004, 122-145.
49. ’Konkurransen og regulering innen Internett.’ (English title: Competition and Regulation in the Internet.) Co-author: Hans Jarle Kind. *Norsk Økonomisk Tidsskrift (The Norwegian Economic Journal)* 116 (2), 2002; 149-167.
50. “Asymmetrisk regulering innen telekommunikasjon.” (English title: Asymmetric regulation in telecommunications.) Co-author: Jan Yngve Sand. *Norsk Økonomisk Tidsskrift (The Norwegian Economic Journal)* 113, 1999; 137-156.
51. ”Telemarkedet: Nye regulatoriske utfordringer” (English title: The telecom market: New regulatory challenges”). Co-author: Jan Y. Sand. *Sosialøkonomen*; 1997

OTHER PUBLICATIONS IN NORWEGIAN

51. «Strategisk skreddersøm av produkter og priser», Co-authors: Hans Jarle Kind and Mai Nguyen-Ones, *Praktisk økonomi & finans*, 2019, 35(1).
52. “Innkjøpspriser i dagligvaremarkedet”, Co-author: Hans Jarle Kind, *Samfunnsøkonomen*, nr 4, 2018.
53. “NRK disiplinere TV2 og TVNorges reklamelyst”, Co-author: Hans Jarle Kind, *Samfunnsøkonomen*, 7, 2010
54. ‘Bredbånd – til alle?’ (English title: Broadband – to everyone?) Co-authors: Lars Sjørgard and Hans Jarle Kind. In Helge Godø (ed): *IKT etter dotcom-boblen*. Gyldendal Akademisk, 2003; 190- 210.
55. ‘Hvem vinner når tele og media møtes? Aksessleverandørenes strategiske utfordringer.’ (English title: Who Wins when Tele and Media meet? Strategic Challenges for Local Access Providers.) Co-authors: Hans Jarle Kind and Lars Sjørgard. In: Svein Ulset (ed.): *Fra summetone til informasjonsportal* (English title: From Dialing Tone to Information Portal). SNF Årbok, 2001, 93-113.
56. ‘IKT-næringen: Integrasjon, konkurranse eller vennskap?’ (English title: ‘The ICT industry (information and communications technology): Integration, Competition or Friendship?’) Co-authors: Hans Jarle Kind and Lars Sjørgard. *Magma*, 3(4); 2000, 19-30.

57. 'Elektronisk Handel -tumlepass for tiggutter?' (English title: 'E-Commerce...') Co-author: Bjørn Hansen. *Magma*, 3(1); 2000.
58. 'Naturlige grenser for teleselskaper?' (English title: 'The natural boundaries of telecommunication providers?') Co-authors: Svein Ulset. *Magma*, 1(5); 1998.

WORKING PAPERS (WORK IN PROGRESS)

- "Does exogenous asymmetry in size among retailers induce input price discrimination?". Co-authors: Hans Jarle Kind and Greg Shaffer.
- "Personalized pricing disables rivals to soften competition". Co-authors: Hans J. Kind and Mai Nguyen-Ones
- "Access price structure and entrants' build or buy incentives in mobile markets", co-author: Malin Arve and Hans Jarle Kind.
- "Advertiser matching to media", Co-authors: Simon P. Anderson and Hans J. Kind.
- «Input partnerships and mergers when size matters», Co-authors: Malin Arve and Hans Jarle Kind
- "Congestion rather than competition?", Co-authors: Bjørn Hansen and Thibaud Vergé

CONFERENCES/SEMINARS/TALKS

- Konkurransetilsynet, "Access Competition and co-operation in mobile telecom markets", October 28, 2020, webinar.
- Telenor, Oslo. «Incremental pricing when size matters», October 19, 2020.
- Nærings- og fiskeridepartementet. «Dagligvareleverandørenes prisdiskriminering», May 8, 2020, webinar.
- Den digitaliserte økonomien, Seminarserie: Perspektivmeldingen 2020. "Hva om Google lå bak betalingsmur?", December 12, 2019, Finansdepartementet, NHH, og Konkurransetilsynet
- Workshop on the Economics of Fixed Book Price Systems, "Industrywide laws vs. vertical agreements: The effects of different institutional setups", Justus-Liebig Univeritat, Giessen, November 14-15, 2019.
- Nærings- og fiskeridepartementet, Oslo. «Størrelsesbasert prisdiskriminering i dagligvaremarkedet: Årsaker og virkninger», Oslo, September 24, 2019.
- Nærings- og fiskeridepartementet, Oslo. «Seminar om prisdiskriminering i dagligvaremarkedet», August 29, 2019
- ITS 2019, "Access price structure and entrants' build or buy incentives in mobile markets", Helsinki, June 16-18, 2019.
- NORIO XI, "Personalized pricing disables rivals to soften competition", Stockholm School of Economics, June 10-11, 2019
- Kommunal- og moderniseringsdepartementet. «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse», June 6, 2019.
- NHO Service og Handel, Oslo, "Innkjøpspriser og konkurranse i dagligvaremarkedet", May 10, 2019.
- Fagseminar ved NHH, CBE, Oslo, "788 millioner i gebyr til Telenor for å ha bremsset utbyggingen av et tredje mobilnett", May 8, 2019.
- NHH CFO Forum, Oslo. "Er algoritmene de nye frimurene, som møtes i hemmelige rom?", May 7, 2019.
- NHH FIBE. «Does exogenous asymmetry in size among retailers induce input price discrimination?», January 3, 2019.

Konkurransetilsynet, Bergen. «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse», December 12, 2018.

EFTA Surveillance Authority (ESA). The market for residential broadband. Remarks to Nkom's draft decision, November 21, 2017.

Beccle, Bergen, Seminar "Fastprisavtalen for bøker". October 23, 2018.

EFTA Surveillance Authority (ESA). The market for residential broadband: Market definition and assessment of significant market power, October 8, 2017.

Arendalsuka 2018. Debatt: Dagligvaremarkedet - høyest priser og dårligst utvalg. Må det være sånn?, NHO Service og Handel, August 16, 2018.

Nkom, Lillesand. «Markedet for bredbånd hjemme: Markedsavgrensning og konkurranseanalyse», June 7, 2018.

Nærings- og fiskeridepartementet, Oslo. «Asymmetriske innkjøpspriser dagligvaremarkedet», May 23, 2018

Civita/Rema1000, Oslo. «Asymmetriske innkjøpspriser dagligvaremarkedet», May 9, 2018

Telenor, seminar, Oslo, "Nettnøytralitet og mediemangfold", December 15, 2017.

Lunsmøte med Sigve Brekke, CEO Telenor, NHH, October 3, 2017. « Kan vi lære av Telenors Columbi-egg (1. gen. app store) for å unngå destruktiv priskonkurranse?»

Seminar Center for Business Economics, NHH. Paper presented "Competition when big data allow for personalized pricing and product customization", September 25, 2017.

Workshop on "Competition and Bargaining in Vertical Chains", 19th–20th June 2017, DICE Düsseldorf. Paper presented: "Upstream partnership among competitors when size matters"

Nettnøytralitetsforum, Nkom, Oslo, June 9, 2017. "Nettnøytralitet og mediemangfold"

NHH FOOD 2017, Oslo. "Personlig prising – et fangens dilemma?", March 22, 2017.

Forskermøte 2017, Samfunnsøkonomene, Høgskolen i Oslo. Paper presented: "Price effects in two-sided media mergers". January, 2017.

NHH Forum NorgesGruppen, October 2016. "When size matters".

The Economics of Platforms Workshop, April 7-8, 2016, ESMT European School of Management and Technology GmbH. Paper presented: "Apple's agency model and the role of RPM and MFN clauses".

NHH seminar, Geilo, February 2016. Paper presented: Paper presented: «Picking a partner among competitors when size matters»

Nettnøytralitet og konkurranserett – rettslige, økonomiske og tekniske perspektiver, Workshop, Institutt for privatrett, UiO, January 12, 2016, "Net-neutrality – a few questions"

The Future of Books, Workshop, Toulouse School of Economics, 6th January 2016, "Does it matter who decide prices?"

Seminar Telenor, October 2015, Bergen, Paper presented: "Competition law and regulatory powers" (with Erling J. Hjelmeng)

NHH Telenor Workshop on telecommunication economics, October 2015, Bergen, Paper presented: «Congestion rather than competition?»

EARIE 2015, August 2015, Munich, Paper presented: «Picking a partner among competitors when size matters»

BECCLE seminar om dagligvaremarkedet, Oslo, May 2015, "Sliding doors: Ica+Coop"

1st annual BECCLE Competition Policy Conference, April 2015, Bergen. Paper presented: «Picking a partner among competitors when size matters»

Royal Economic Society Annual Conference 2015, April 2015, Manchester. Paper presented:

«Picking a partner among competitors when size matters»

Telenor, March 2015, Paper presented: «Picking a partner among competitors when size matters» Den norske Forleggerforening, Oslo, March 2015, “Who should decide the price on books?”.

FIBE 2015, January 2015, Paper presented: «Picking a partner among competitors when size matters» Telenor, Oslo. January 2015. “Should Apple or MNOs decide retail prices?”

Telenor, Oslo. December 2014. «Jean Tirole: The science of understand and taming powerful firms»

NRKs rolle i det nye mediebildet, konferanse NHH/SNF, November 2014, «NRKs rolle: Mangfold i finansieringskilder gir mangfold i innhold?»

Markedsstruktur i mobilmarkedet, konferanse NHH/SNF, October 2014, «Regulering av terminering og tilgang»

BECCLE, October 2014. Paper presented: «Picking a partner among competitors when size matters»

Telenor, August 2014, Paper presented: “Apple’s agency model and the role of resale price maintenance”

NORIO, University of Oslo, June 2014, Paper presented: “Apple’s agency model and the role of resale price maintenance”

Oslo Economics, March 2014, Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

TV2, Litteraturhuset i Bergen, “Digitale innholdstjenester: Delegering av prisbeslutninger, January 2014.

FIBE 2014, January 2014, Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

“4th Workshop on the Economics of ICTs”, March 2013, Evora, Portugal. Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

BECCLE, September 2013, Bergen. Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

“EARIE 2013”, September 2013, Evora, Portugal. Paper presented: “Turning the Page on Business Formats for Digital Platforms: Does Apple's Agency Model Soften Competition?”

“EARIE 2011”, September 2011, Stockholm, Sweden. Paper presented: “Hotelling competition with multi-purchasing”

“FIBE 2011”, January 2011, Bergen, Norway. Paper presented: “Hotelling competition with multi-purchasing”

Telenor (internal seminar), 7 December 2011, Paper presented: “Hotelling competition with multi-purchasing”

Hansa Borg Bryggerier, Bergen, 20th January , 2010, Kontroll over adgang til kundene og knapp hylleplass: Leverandører vs detaljister i det norske dagligvaremarkedet.

Telenor (internal seminar), 25 October 2009, ” Kampen om plass på mobilskjermen - paralleller fra dagligvarebransjen?”

Digital TV-distribusjon: Marked og regulering, NHH-Forbrukerrådet, Oslo, 23 November 2009, ”Regulatoriske utfordringer med åpne nett”

Telenor Forum, Workshop, NHH, 30 October 2009, Paper presented: “Comparing mergers and partial ownership arrangements”

The University of Bergen, Department of information science and media studies, Departmental seminar, 21 October, 2009, “Kampen om nettborgere”

Lehmkuhlkonferansen NHH, 25. september 2009, ”Næringslivsfinansiert forskning innen

telekommunikasjon og media”.

Kulturdepartementet, 17 April, 2009, “Finansieringskilder og mediemangfold”

FIBE 2009, January 2009, Bergen, Norway. Paper presented: “Price-dependent profits sharing as a channel coordination device”

Verdikt-conference, NFR, Bergen. November 2008, Paper presented: “The interplay between competition and cooperation: Market players’ incentives to create seamless networks”

EARIE, Toulouse, September 2008. Paper presented: “Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption”.

“FIBE 2008”, 3-4 January 2008, Bergen, Norway. Paper presented: “Gasoline prices jump on Mondays: An outcome of aggressive competition?”

Telenor Research and Innovation Price Lecture, 29 November, 2007, Paper presented: “Price-dependent profits sharing as an escape from the Bertrand Paradox”.

EARIE, Valencia, September 2007. Paper presented: “Price-dependent profits sharing as an escape from the Bertrand Paradox”.

Telenor R&I, Oslo, 23 November 2006. Paper presented: “Price-dependent profits sharing as an escape from the Bertrand Paradox”.

EARIE, Amsterdam, September 2006. Paper presented: “Do slotting allowances harm retail competition?”.

The University of York, Department of Economics, Departmental seminar, 7 June, 2006, Paper presented: “Do slotting allowances harm retail competition?”

Norwegian Post and Telecommunication Authority, 16 May 2006. “Regulation of termination charges in the Norwegian mobile market”

The Norwegian Competition Authorities, 9 February 2006. “Virker konkurranseloven prisdrivende?”

“FIBE 2006”, 5-6 January 2006, Bergen, Norway. Paper presented: “Text and voice: Complements, substitutes or both?”.

“CoCombine conference”, University of Cambridge, Churchill College, 10-11 December 2005. Paper Presented: “Welfare effects of one-sided regulation when internationally traded complements are unregulated”.

“KIM, NFR” 24 November 2005, “The SMS Bandwagon in Norway: What made the market?”

“EARIE”, Porto, 1-4 September 2005. Paper presented: ‘Managerial incentives and access price regulation’

The Norwegian Competition Authorities, 30 August 2005. “Concentration in the Norwegian Mobile Market”

“Workshop on telecommunication regulation”, Norwegian School of Economics and Business Administration, 18 August 2005. “Concentration in the Norwegian Mobile Market”

The University of Bergen, Department of Economics, Departmental Seminar, 20 January, 2005, “Slotting Allowances” (Hylleprising)

“FIBE 2005”, 6-7 January 2005, Bergen, Norway. Paper presented: “The SMS Bandwagon in Norway: What made the market?”

Norwegian Post and Telecommunication Authority, 4. October 2004. Paper presented: “The SMS Bandwagon in Norway: What made the market?”

“4th ZEW Conference on the Economics of Information and Communication Technologies”, 2-3 July, Mannheim, Germany. Paper presented: “Price Strategies and Compatibility in Digital Networks”.

“Workshop on Accounting and Economics”, 17-19 June 2004, Frankfurt, Germany. Paper presented: ‘Managerial incentives and access price regulation’

Helsinki School of Economics, Departmental Seminar, 4 June, 2004, Helsinki, Finland. Paper presented: 'Managerial incentives and access price regulation'

Leangenkollenkonferansen 2004 (Saki), NFR, 2 June, 2004. Paper presented: "The SMS Bandwagon in Norway: What made the market?"

"FIBE 2004", 8-9 January 2004, Bergen, Norway. Paper presented: 'Managerial incentives and access pricing: The non-discrimination principle as a tool to make integrated firms aggressive?'

Norwegian School of Economics and Business Administration, Department of Economics, Departmental Seminar, 16 December 2003, Bergen, Paper presented: 'Managerial incentives and access pricing: The non-discrimination principle as a tool to make integrated firms aggressive?'

Telenor, 27 October, 2003, Oslo, Norway. Presentation: "The non-discrimination principle in the new regulatory framework"

"Nordic Workshop in Industrial Organization", 30-31 May, 2003, Copenhagen Business School, Denmark. Paper presented: "Price Strategies and Compatibility in Digital Networks"

"Workshop on Internet Economics", University of Copenhagen, Department of Economics, 25-26 April 2003, Copenhagen, Denmark. Presented: "Are TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects"

Telenor, 6 March 2003, Oslo, Norway. Presented: "Are TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects"

"The 25th National Research Conference for Economists", 7-8 January 2003, Bergen, Norway. Presented: "Price Competition and Interconnection Quality in the Market for Digital Network Services".

"FIBE, 2003", 9-10 January 2003, Bergen, Norway. Presented: 'Price Competition and Interconnection Quality in the Market for Digital Network Services'.

"EARIE", 5-8 September 2002, Madrid, Spain. Presented: 'Price Competition and Interconnection Quality in the Market for Digital Network Services'.

"FIBE, 2002", 8-9 January 2002, Bergen, Norway. Presented: "International Complementarities in the Internet: Should Local Access Prices be Regulated?"

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