

# Iñaki Aguirre

## Curriculum Vitae

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### Contact

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Other Web Sites: <https://ideas.repec.org/e/pag26.html>.

### 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

Associate Professor, University of the Basque Country, 1999-present.  
Head of Foundations of Economic Analysis I Department, October 2009 to January 2014.  
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: Market Power and Strategy, Uncertainty and Contracts, 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.
- [15] "Microeconomía: Organización Industrial, Juegos, Redes y Economía del Comportamiento", Ministerio de Economía y Competitividad (ECO2012-31626). Head Researcher: Ignacio Aguirre, 2013-2015.
- [16] "Problemas Microeconómico Teóricos, Empíricos y Experimentales relacionados con Organización Industrial, Juegos, Redes y Economía del Comportamiento", Gobierno Vasco (IT869-13). Head Researcher: Ignacio Aguirre, 2013-2018.
- [17] "Topics in Applied Microeconomics: Industrial Organization, Games, Networks and Behavioral Economics", Ministerio de Economía y Competitividad (ECO2015-66027-P). Head Researchers: Nagore Iriberry and Norma Olaizola, 2016-2019.
- [18] "Problemas Microeconómicos teóricos, empíricos y experimentales relacionados con Economía del Comportamiento, Elección Social, Juegos, Organización Industrial y Redes", Gobierno Vasco (IT1367-19). Head Researcher: Elena Iñarra, 2019-2021.

[19] "Topics in Applied Microeconomics: Behavioral Economics, Games, Networks, Industrial Organization and Social Choice", Ministerio de Ciencia, Innovación y Universidades (MCIU): PID2019-106146GB-100. Head Researchers: Nagore Iriberry and Norma Olaizola, 2020-2023.

### **Publications (articles in refereed journals)**

- [1] "Oligopoly Price Discrimination, Competitive Pressure and Total Output," *Economics: The Open-Access, Open-Assessment E-Journal*, 13, 1-16, 2019.
- [2] "Modelling Countervailing Incentives in Adverse Selection Models: a Synthesis," with Arantza Beitia, *Economic Modelling*, 62, 82-89, 2017.
- [3] "On the Economics of the Meeting Competition Defense Under the Robinson-Patman Act", *The B.E. Journal of Economic Analysis and Policy*, 16 (3), 1213-1238, 2016.
- [4] "Monopoly Price Discrimination with Constant Elasticity Demand", with Simon G. Cowan, *Economic Theory Bulletin* 3, pp. 329-340, 2015.
- [5] "Third-Degree Price Discrimination: Apology not Necessary\_ Comment", *Atlantic Economic Journal*, 40 (2), pp. 185-189, 2012.
- [6] "Welfare Effects of Third-Degree Price Discrimination: Ippolito Meets Schmalensee and Varian", *Social Welfare*, ISBN 979-953-307-528-9, 2012.
- [7] "Monopoly Price Discrimination and Demand Curvature", with Simon G. Cowan and John Vickers, *American Economic Review*, 100 (4), pp. 1601-1615, 2010.
- [8] "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.
- [9] "Output and Misallocation Effects in Monopolistic Third-Degree Price Discrimination", *Economics Bulletin*, 4 (11), pp. 1-11, 2008.
- [10] "Monopolistic Price Discrimination and Output Effect under Conditions of Constant Elasticity Demand", *Economics Bulletin*, 4 (23), pp. 1-6, 2006.
- [11] "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.
- [12] "Product Differentiation with Consumer Arbitrage", with María P. Espinosa, *International Journal of Industrial Organization* 22, , pp. 219-239, 2004.
- [13] "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.
- [14] "Most-favoured-customer Pricing Policy and Competitive Advantage", *Bulletin of Economic Research*, 52 (3), pp. 215-223 , 2000.
- [15] "Information Transmission and Incentives not to Price Discriminate", *Spanish Economic Review*, 1 (3), pp. 283-299, 1999.
- [16] "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.

### **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.

[12] "Monopoly Price Discrimination with Constant Elasticity Demand", with Simon Cowan, IKERLANAK, Working Paper Series IL 74/13, University of the Basque Country, 2013.

[13] "Countervailing Incentives in Adverse Selection Models: A Synthesis", with A. Beitia, IKERLANAK, Working Paper Series IL 84/14, University of the Basque Country, 2014.

[14] "On the Economics of the Meeting Competition Defense Under the Robinson-Patman Act", IKERLANAK, Working Paper Series IL, 86/15, University of the Basque Country, 2015.

[15] "Cournot Oligopoly, Price Discrimination and Total Output", MPRA Paper No. 80166, 2017.

[16] "Oligopoly Price Discrimination, Competitive Pressure and Total Output", Economics Discussion Papers, No 2019-50, Kiel Institute for the World Economy 2019.

### Work in progress

[1] I. Aguirre (2021): "A Rationale for the Meeting Competition Defense".

### 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.
- [16] "Monopoly Price Discrimination with Constant Elasticity Demand", with Simon Cowan, *Annual Meeting of the Association of Southern European Economic Theorists*, Bilbao, 2013.
- [17] "On the Economics of the Meeting Competition Defense Under the Robinson-Patman Act", *80th International Atlantic Economic Conference*, Boston, 2015.
- [18] "Cournot Oligopoly, Price Discrimination and Total Output", *82nd International Atlantic Economic Conference*, Washington D.C., 2016.
- [19] "Oligopoly Price Discrimination, Competitive Pressure and Total Output", *86th International Atlantic Economic Conference*, New York, 2018.

### 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.
- [4] Member of the Organizing Committee for the *Annual Meeting of the Association of Southern European Economic Theorists*, Bilbao, 2013.
- [5] Member of the Scientific Committee for the *Annual Meeting of the Association of Southern European Economic Theorists*, Bilbao, 2013.
- [6] Member of the Program Committee for the *80th International Atlantic Economic Conference*, Boston, 2015.

### 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 and 2014. Economía Agraria y Recursos Naturales, 2003. Southern Economic Journal, 2004 and 2010. Economics Bulletin, 2006, 2009, 2015, 2016 and 2018. Bulletin of Economic Research, 2006 and 2007. Oxford Economic Papers, 2009 and 2017, Scandinavian Journal of Economics, 2012. Economics Letters, 2012 and 2014. Journal of Economic Theory, 2013. Review of Economic Studies, 2013. Review of Industrial Organization, 2015 and 2017. Rand Journal of Economics, 2015, 2016, 2017, 2018, 2019 and 2020. Spatial Economic Analysis, 2016. Journal of Institutional and Theoretical Economics, 2016. Economic Modelling, 2016. American Journal of Agricultural Economics, 2018. International Review of Economics Education, 2020. Journal of Industrial Economics, 2020.

#### **Awards and Research Evaluation**

- Award in the Program of Recognition to Excellence in Economics Research (Consolidating Economics) in the edition of 2011.
- Evaluation of researchers for IKERBASQUE (Basque Foundation for Science) , 2014, 2015, 2017, 2018 and 2020.
- Positive Evaluation of the Research Period 2009-2016 by the Ministry of Science and Innovation, Spain, 2017.
- 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.