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## **Wouter Dessein**

Columbia University, Graduate School of Business  
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### **ACADEMIC POSITIONS**

Columbia University, Graduate School of Business

Eli Ginzberg Professor of Finance and Economics, 2009-  
Chair, Economics Division, 2017-2020

Professor of Finance and Economics, 2008

University of Chicago, Graduate School of Business

Associate Professor of Economics, 2005-2008

Assistant Professor of Economics, 2001-2005

### **EDITORIAL POSITIONS**

Associate Editor, *American Economic Journal: Microeconomics*, 2013-2022

Editor-in-Chief, *Journal of Law, Economics and Organization*, 2014-2019

Co-editor, *Journal of Law, Economics and Organization*, 2009-2013

Associate Editor, *Journal of the European Economic Association*, 2008-2009

### **EDUCATION**

Université de Toulouse, France and Université Libre de Bruxelles, Belgium

PhD in Economics, 2000

Advisors: Mathias Dewatripont, Patrick Rey and Jean Tirole

KU Leuven, Belgium

B.S. in Management and Applied Sciences (Handelsingenieur), 1997

### **RESEARCH FIELDS**

Organizational Economics, Firm Strategy.

### **TEACHING**

Economics of Strategic Behavior (MBA, EMBA)

Competitive Strategy (MBA, EMBA), Organizational Strategy (MBA, EMBA)

Economics of Organizations (PhD)

**WOUTER DESSEIN**  
COLUMBIA UNIVERSITY

**PUBLICATIONS**

- "Managing with Style? Micro-Evidence on the Allocation of Managerial Attention" *Management Science*; November 2022, Vol. 68(11): 8261-8285. (with Desmond Lo, Francisco Brahm, and Chieko Minami)
- "Coordination and Organization Design: Theory and Micro-Evidence" *American Economic Journal: Microeconomics*; November 2022, Vol. 14(4): 804-843. (with Desmond Lo and Chieko Minami)
- "Organizational Capital, Corporate Leadership and Firm Dynamics" *Journal of Political Economy*; June 2022, Vol. 130(6): 1477–1536. (with Andrea Prat)
- "Organizations with Power-Hungry Agents" *Journal of Law & Economics*; February 2022, Special Issue in Memory of Harold Demsetz, Vol. 65(S1): S263-S291. (with Richard Holden)
- "Managerial Style and Attention" *American Economic Journal: Microeconomics*; August 2021, Vol. 13 (3): 372-403. (with Tano Santos)
- "Rational Inattention and Organizational Focus" *American Economic Review*; June 2016, Vol 106:1522-36. (with Tano Santos and Andrea Galeotti)
- "Delegation and Performance Pay: Evidence from Industrial Sales Force" *Journal of Law, Economics & Organization*; 2016, Vol 32(3): 508-544. (with Desmond Lo, Mrinal Ghosh, and Francine Lafontaine.)
- "Attention in Organizations" *The Oxford Handbook on the Economics of Networks*; 2016, eds. Bramoullé Y., A. Galeotti and B. Rogers. (with Andrea Prat)
- "Organizing to Adapt and Compete" *American Economic Journal: Microeconomics*; May 2015, Vol 7: 158-187. (with Ricardo Alonso and Niko Matouschek).
- "Incomplete Contracts and Firm Boundaries: New Directions" *Journal of Law, Economics & Organization*; May 2014, Vol 30, suppl. 1, i13-i36.
- "Pandering to Persuade" *American Economic Review*, February 2013, Vol. 103: 47-79. (with Yeon-Koo Che and Navin Kartik)
- "Organizing for Synergies" *American Economic Journal: Microeconomics*, November 2010, Vol. 2(4): 77-114. (with Luis Garicano and Robert Gertner)
- "Strategic Communication: Prices versus Quantities" *Journal of the European Economic Association*, April-May 2010, Vol. 8 (2-3): 365-376. (with Ricardo Alonso and Niko Matouschek)
- "Centralization versus Decentralization: An Application to Price Setting by a Multi-Market Firm" *Journal of the European Economic Association*, April-May 2008, Vol. 6 (2-3): 457-467. (with Ricardo Alonso and Niko Matouschek)

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COLUMBIA UNIVERSITY

- “When does Coordination require Centralization?” *American Economic Review*, March 2008, Vol. 98 (1): 145-179. (with Ricardo Alonso and Niko Matouschek)
- “Adaptive Organizations” *Journal of Political Economy*, October 2006, Vol. 114 (5): 956-995. (with Tano Santos)
- “Information and Control in Ventures & Alliances” *Journal of Finance*, 2005, Vol. 60 (5): 2513-2550 (Nominated for a Brattle Prize)
- "Network Competition with Heterogeneous Customers and Calling Patterns" *Information Economics and Policy*, 2004, Vol. 16: 323-345.
- “Network Competition in Nonlinear Pricing” *Rand Journal of Economics*, Winter 2003, Vol. 34 (4): 593-611. (Lead Article)
- “Authority and Communication in Organizations” *Review of Economic Studies*, October 2002, Vol. 69: 811-838.

**WORKING PAPERS**

- “Test-optional Admissions,” April 2023, with Alex Frankel and Navin Kartik. Draft.
- “Loyalty in tournaments,” February 2023, with Luis Garicano. Preliminary Draft.
- “The Management of Knowledge Work,” July 2023, with Desmond (Ho-Fu) Lu, Hideo Owan and Ruo Shanguan.
- “Dynamics of Competitive Advantage,” with Jin Li and Chang Sun. Work in Progress.

**DORMANT WORKING PAPERS**

- “Why a Group Needs a Leader: Decision-making and Debate in Committees.” (2007) R&R *Rand Journal of Economics*

**CASES AND OTHER PUBLICATIONS**

- Kohl & Frisch: A Prescription for competition. **Columbia Case Works** May 2020.
- Pratt & Whitney and the Geared Turbofan: This Changes Everything. **Columbia Case works**, October 2019.
- Setting Strategy at S-group: Finland’s largest retailer anticipates Amazon’s arrival. **Columbia Case works**, February 2019.
- Albert Heijn: Price Wars among Retailers; **Columbia Case works**, October 2011.
- “Why Mergers Fail.” with L. Garicano and R. Gertner, *Capital Ideas*, December 2005.

**GRANTS AND HONORS**

- Excellence in Refereeing Award 2016, *American Economic Review*.

**WOUTER DESSEIN**  
COLUMBIA UNIVERSITY

- Fernand Braudel Senior Fellow, European University Institute, Fall 2016.
- CEPR Research Fellow, 2009-
- CEPR Research Affiliate, 2000 -2009
- Fellow, Strategy Research Initiative.
- Nominated for a 2005 Brattle Price for “Information and Control in Ventures and Alliances”.
- Charles E. Merrill Scholar, Chicago GSB, 2003-2004.
- 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**

American Economic Review, Journal of Political Economy, Review of Economic Studies, Quarterly Journal of Economics, Econometrica, Journal of Finance, PNAS, American Economic Journal: Microeconomics, Rand Journal of Economics, Journal of Law, Economics and Organization, Management Science, Review of Economics and Statistics, Journal of Economic Theory, Theoretical Economics, Journal of Public Economics, Journal of the European Economic Association, Journal of Law & Economics, Journal of Industrial Economics, Journal of Economics and Management Strategy, Journal of Economic Behavior and Organization, among many others.