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JOHAN N. M. LAGERLÖF

CITIZENSHIP

Swedish

ADDRESS AND CURRENT AFFILIATION

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EDUCATION

Ph.D. (economics)	Stockholm School of Economics	January 1998
<i>Filosofie Licentiat</i>	Stockholm School of Economics	March 1996
<i>Fil kand</i> (B.Sc.)	Stockholm University	June 1992

POSITIONS AND LONGER VISITS

Associate Professor (with tenure), Department of Economics, University of Copenhagen	January 2008 –
Senior Lecturer (with tenure), Royal Holloway, University of London	September 2004 – December 2007
Research Fellow, Social Science Research Center Berlin (WZB)	January 2002 – June 2004
Research Fellow, ECARES, Free University of Brussels	January 2001 – December 2001
Research Fellow, Social Science Research Center Berlin (WZB)	July 1998 – December 2000

Visiting Scientist, Wallis
Institute of Political
Economy, University of
Rochester

September 1997 – May 1998

SHORTER VISITS

ECARES, Free University of
Brussels

February 28 – March 10, 2000

ECARES, Free University of
Brussels

May 15 – 26, 2000

RESEARCH INTERESTS

Political economy:

interest group politics, electoral
competition, the role of uncertainty in
politics

Industrial organization:

oligopoly theory, competition policy,
regulation

Other:

discrimination, altruism and strategic
interaction, experimental economics,
behavioral economics, microeconomics
and applications of game theory in
general

TEACHING EXPERIENCE

University of Copenhagen:

- Spring 2008: Macroeconomics, 3rd year undergraduate (lectures).
- Fall 2008: Contract Theory, MSc (lectures).
- Spring 2009: Industrial Organization, 3rd year undergraduate (lectures).
- Fall 2009: Contract Theory, MSc (lectures).
- Spring 2010: Industrial Organization, 3rd year undergraduate (lectures), and Microeconomics 3 (math dept) – Competition and Information (lectures).
- Fall 2010: Contract Theory, MSc (lectures).
- Spring 2011: Industrial Organization, 3rd year undergraduate (lectures), and Microeconomics 3 (math dept) – Competition and Information (lectures).
- Fall 2011: Contract Theory, MSc (lectures).

- Spring 2012: Industrial Organization, 3rd year undergraduate (lectures), and Microeconomics 3 (math dept) – Industrial Organization (lectures).
- Fall 2012: Contract Theory, MSc (lectures), and Advanced Health Economics (half of course).
- Spring 2013: Industrial Organization, 3rd year undergraduate (lectures), and Microeconomics 3 (math dept) – Industrial Organization (lectures).
- Fall 2013: Contract Theory, MSc (lectures).
- Spring 2014: Industrial Organization, 3rd year undergraduate (lectures), and Microeconomics 3 (math dept) – Industrial Organization (lectures).
- Fall 2014: Contract Theory, MSc (lectures) (half of course).
- Spring 2015: Industrial Organization, 3rd year undergraduate (lectures), and Microeconomics 3 (math dept) – Industrial Organization (lectures).
- Supervision of a large number of master and bachelor dissertations. Joint supervision of one PhD student, who later left the PhD program.

Royal Holloway:

- 2004/05: Industrial Economics, 3rd year undergraduate (lectures and seminars); Microeconomics, MSc (lectures and seminars); one lecture in the Economics Workshop course; supervision of about a dozen students writing their 3rd year dissertations; supervision of one MSc dissertation.
- 2005/06: Industrial Economics, 3rd year undergraduate (lectures); Industrial Economics, MSc (lectures); supervision of four students writing their 3rd year dissertations; supervision of one MSc dissertation.
- 2006/07: Industrial Economics, 3rd year undergraduate (lectures); Industrial Economics, MSc (lectures); one lecture in the Economics Workshop course; supervision of eleven students writing their 3rd year dissertations; supervision of three MSc dissertations.
- Supervision of number of master and bachelor dissertations. Joint supervision of one PhD student.

Stockholm School of Economics: game theory, Ph.D. program, fall 1995 (teaching assistant); math, Ph.D. program, fall 1996 (teaching assistant)

Stockholm University: undergraduate micro, spring 1995 (teaching assistant).

TEACHING INTERESTS

Contract theory, industrial organization, political economy, public economics, microeconomics, game theory, mathematics, statistics,

principles of most fields of economics

ADMINISTRATIVE EXPERIENCE AT THE UNIVERSITY OF COPENHAGEN

- Member of PhD admission committee 2008, 2010, 2012 and 2014.
- Organizing the CIE seminars at the University of Copenhagen, 2010 and 2011. Organizing other micro seminars in fall of 2012.

ADMINISTRATIVE EXPERIENCE AT ROYAL HOLLOWAY

Major administrative task

Exams Officer and Chair of the Sub-board of Examiners, Dept. of Economics (December 2005 – September 2007).

Other

- Member of Research Committee (2004/05).
- Organizer of Internal Seminar Series (2004/05).
- Editor of Discussion Paper Series (2004/05).
- Member of the Validation Committee for a new MSc program in the School of Management (spring 2005).
- Member of recruiting committee for a teaching fellow (summer 2005)

PEDAGOGICAL DEVELOPMENT

Participation in the CAPITAL course (Postgraduate Certificate in Academic Practice in Teaching and Learning) at Royal Holloway (2004/05 – 2005/06). Course requirements include about 51 contact hours, teaching observations, presentations, and a 5000 word essay.

PARTICIPATION IN RESEARCH PROGRAMS

The TMR program “The Evolution of Market Structure in Network Industries” (funded by the European Commission)

The RTN program “Product Markets, Financial Markets and the Pace of Innovation in Europe” (funded by the European Commission)

PUBLICATIONS IN REFEREED JOURNALS

In reverse chronological order:

- Lagerlöf, Johan N. M. and Andrew J. Seltzer (2009), “The Effects of Remedial Mathematics on the Learning of Economics: Evidence from

a Natural Experiment”. **Journal of Economic Education** 40(2): 115-137 (lead article). Featured in the *Times Higher Education Supplement*, April 14, 2006, p. 7; and in *The Times*, April 18, 2006.

- Frisell, Lars, and Johan N. M. Lagerlöf (2008) “Eliciting Demand Information through Cheap Talk: An Argument in Favor of a Ban on Price Discrimination”. **Economics Letters** 99(3): 421-424 (lead article).
- Lagerlöf, Johan N. M. (2007), “Insisting on a Non-Negative Price: Oligopoly, Uncertainty, Welfare, and Multiple Equilibria”. **International Journal of Industrial Organization** 25: 861-875.
- Lagerlöf, Johan N. M. (2007), “A Theory of Rent Seeking with Informational Foundations”. **Economics of Governance** 8: 197-218.
- Frisell, Lars, and Johan N. M. Lagerlöf (2007) “A Model of Reputation in Cheap Talk”. **Scandinavian Journal of Economics** 109(1): 49-70.
- Lagerlöf, Johan N. M. (2006), “Equilibrium Uniqueness in a Cournot Model with Demand Uncertainty”. **Topics in Theoretical Economics** 6: No. 1, Article 19.
- Lagerlöf, Johan N. M., and Paul Heidhues (2005), “On the Desirability of an Efficiency Defense in Merger Control,” **International Journal of Industrial Organization** 23: 803-827. Featured in *Competition Law Insight*, Issue 6, May 2003, pp. 25-26.
- Lagerlöf, Johan, (2004), “Are We Better Off if Our Politicians Have More Information?,” **Scandinavian Journal of Economics** 106(1): 123-142.
- Lagerlöf, Johan, (2004), “Efficiency-Enhancing Signalling in the Samaritan's Dilemma,” **Economic Journal** 114: 55-68.
- Heidhues, Paul, and Johan Lagerlöf, (2003), “Hiding Information in Electoral Competition,” **Games and Economic Behavior** 42: 48-74.
- Lagerlöf, Johan, (2003), “Policy-Motivated Candidates, Noisy Platforms, and Non-Robustness,” **Public Choice** 114 (3-4): 319-347.
- Lagerlöf, Johan, (2001), “Costly Information Acquisition and Delegation to a ‘Liberal’ Central Banker,” **Economics & Politics** 13: 221-236 (lead article).
- Lagerlöf, Johan, (1997), “Lobbying, Information, and Private and Social Welfare,” **European Journal of Political Economy** 13: 615-637.

OTHER PUBLICATIONS

- Lagerlöf, Johan, (1997), “Essays on Political Economy, Information, and Welfare,” Ph.D. Thesis (defended in January 1998), Stockholm School of Economics.
- Lagerlöf, Johan, (1999), “Das Dilemma der Lobbyisten,” WZB Mitteilungen, Issue 83, March, pp. 37-39.
- Lagerlöf, Johan, (2002), “Fusionen und Lobbying: Das Für und Wider einer „Effizienzverteidigung“,“ WZB Mitteilungen, Issue 98, December, pp. 18-21.
- Lagerlöf, Johan, and Paul Heidhues, (2003), „Fusionskontrolle und

Anreize zum Lobbying“, *Wirtschaftsdienst*, 83. Jahrgang, Heft 2, pp. 121-124.

- Johan N. M. Lagerlöf and Andrew J. Seltzer (2008), “Do Remedial Mathematics Courses Help Economics Students?”. VoxEU column. Available at <http://www.voxeu.org/index.php?q=node/1526>.
- Johan N. M. Lagerlöf and Andrew J. Seltzer (2012), “Effects of Remedial Mathematics on the Learning of Economics”. In Norbert M. Seel (ed), *Encyclopedia of the Sciences of Learning, Part 5*, pp. 1091-1093, Springer.

WORKING PAPERS AND WORK IN PROGRESS

- “Monopoly Insurance with Endogenous Information”. Joint with Christoph Schottmüller. Current version from August 2015. R&R at *International Economic Review*.
- “Facilitating Consumer Learning in Insurance Markets – What are the Welfare Effects”. Joint with Christoph Schottmüller. Current version from September 2015. Submitted to the *Scandinavian Journal of Economics*.
- “Does Cost Uncertainty in the Bertrand Model Soften Competition?”. CEPR DP No. 8817, Feb 2012 (current version: December 2013). Under major revision. A new version – essentially a new paper in terms of the substance – will be available soon, under the title “Bertrand under Uncertainty: Private and Common Costs”. The results are much stronger.
- “Strategic Gains from Labor Market Discrimination”. The paper is part of my research project “Discrimination in a Strategic World”, which is funded by the Danish Research Council (*Det Frie Forskningsråd*, grant number DFF – 1327-00079). Current version: November 2015.
- “Hybrid All-Pay and Winner-Pay Contests”. I have results and need some time to finish the paper. The paper is part of my research project “Discrimination in a Strategic World”.
- “Behavior-Based Pricing and Consumer Education”. I have results and need some time to finish the paper.
- Two other papers that also are part of my research project “Discrimination in a Strategic World”:
 1. One on targeted advertising and market segmentation.
 2. One on labor market discrimination with an entry/exit process.

REFEREEING, ETC.

American Economic Review; *B.E. Journals in Theoretical Economics*; Cambridge University Press; *Economic Journal*, *Economic Theory*; *Economica*; *Economics Bulletin*; *Economics of Education Review*; *Economics of Governance*; *European Economic Review*; *Environmental and Resource Economics*; *European Journal of Political Economy*; *Games and Economic Behavior*; *International Review of Law and Economics*; *Journal of Economic Behavior and Organization*; *Journal of Economic Education*; *Journal of Economic Theory*; *Journal of the European Economic Association*; *Journal of Industrial Economics*; *Journal of Industry, Competition and Trade*; *Journal of Institutional and Theoretical Economics*; *Journal of Labor Economics*; *Journal*

of Law, Economics, and Organization; Journal of Public Economics; Journal of Political Economy; Journal of Public Economic Theory; Journal of Theoretical Politics; Journal of Transport Economics and Policy; International Economic Review; International Journal of Industrial Organization; Macroeconomic Dynamics; Mathematical Social Sciences; Public Choice; RAND Journal of Economics; Review of Economic Studies; Resource and Energy Economics; Riksbankens Jubileumsfond; Roars Transactions (RT): A Journal on Research Policy & Evaluation; Scandinavian Journal of Economics; Social Choice and Welfare; Southern Economic Journal; Theoretical Economics; Theory and Decision

Refereeing of five papers for the *Verein für Socialpolitik* yearly conference 2003.

Member of the WZB Discussion Paper Committee, 2000

Discussant of Ola Andersson's PhD dissertation draft ("slutseminarieopponent"), University of Lund, December 14, 2007. Five papers on experimental and theoretical IO.

Member of the examination committee ("betygsnämnd") at Ola Andersson's PhD examination, University of Lund, March 14, 2008.

Chair of the examination committee at Andreas Madum's PhD examination, University of Copenhagen, April 2015.

Discussant at a number of conferences.

REFERENCES

Jörgen Weibull (my main PhD supervisor):

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SE-113 83 Stockholm, Sweden

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Lars-Hendrik Röller (my boss at the WZB):

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Technology (ESMT)
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D-10178 Berlin
Germany

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Patrick Legros (my host while visiting ECARES):

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Andrew Seltzer (co-author and Head of Dept during most of my stay at Royal Holloway):

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