

STEPHANE SAUSSIER



PERSONAL INFORMATIONS

- French citizenship
- E-mail: saussier@univ-paris1.fr
- Web Site: <http://www.webssa.net>

ACADEMIC POSITIONS

Current positions

- Professor of Economic at the Institute of Business Administration – University Paris I Sorbonne
- Member of the European Society for New Institutional Economics (ESNIE: <http://www.esnie.org>).
- Research Fellow at ATOM- University of Paris I - Sorbonne (<http://atom.univ-paris1.fr>).
- Scientific Advisor at the French Council of Economic Analysis (<http://www.cae.gouv.fr/>)

Past Positions

- Full Professor of Economics, University of Paris South (Paris XI – Orsay), September 2003 – 2008, Faculty Jean Monnet, Office Bat A-104, University of Paris South, 54 Bvd Desgranges, F-92331, Sceaux. Research tel: +33-140911865. Teaching tel: +33-140912458.
- Director of the ADIS–Research center in Economics at Paris XI – <http://www.adislab.net>
- Full Professor of Economics, University of Nancy II, September 2000 – September 2002.
- Assistant Professor, University of Paris XI, September 1998 – September 2000.
- Non-permanent research fellow (ATER), University of Paris I Sorbonne, September 96 – September 98.

DEGREES

- **PhD:** «Contractual Choices and Transaction Costs». Supervisor: Claude MENARD. Defended November 1997, and obtained with highest honors. Defense committee members: Jacques CRÉMER -Referee- (IDEI - University of Toulouse); François GARDES (University of Paris I Sorbonne); Michel GLAIS -President- (University of Rennes 1); Scott MASTEN (University of Michigan-USA.); Claude MÉNARD (University of Paris I Sorbonne); Michel RAINELLI -Referee- (University of Nice).
This PhD. obtained the Louis Forest Prize given by the Chancellery of the Universities of Paris in 1998, for the best Phd of the year.
- **Other Degrees:** Master of Microeconomics and Econometrics at the University of Paris I Sorbonne

RESEARCH

RESEARCH INTERESTS

- Economics of contracts and organization (Theory and Econometrics)
- Public Economics and Public-Private Partnerships
- Economics of regulation

PUBLICATIONS

A. Peer-Reviewed Journals

1. (With A. Yvrande and M. Amaral) "Corruption, Collusion, and other Strategic Behaviors: The Case of Local Transport in London and France", *Utilities Policy*, Forthcoming.
2. (With C. BESSY et E. BROUSSEAU) « Price schemes in Technology Licensing Agreements: a Typology », *Research Policy*, Forthcoming
3. (Avec A. PLUNKET and F. HUET), "La dimension spatiale dans le choix des collectivités de déléguer leurs services publics : le cas de la distribution d'eau en France", *Revue d'Economie Industrielle*, à Paraître.
4. (With L. ATHIAS) "Un Partenariat Public-Privé rigide ou flexible ? Théorie et application aux contrats de concessions routières à péage", *Revue Economique*, 58, 565-576, 2007.
5. (With B. DEFFAINS – E. PFISTER – M. DORAT-DUBAN) « How laws and institutions may affect organizational choices: The Case of Franchising », *European Journal of Law and Economics*, 21 (1) 53-78, 2006.
6. (With E. CHONG, F. HUET, F. STEINER) "Public-Private Partnerships and Prices: Evidence From Water Distribution in France", *Review of Industrial Organization*, 29, #1-2, August-September 2006.
7. (With E. CHONG et F. HUET) "Auctions, Ex post Competition and Prices", *Annals of Public and Cooperative Economics*, 77 (4), 524-551.
8. (With P. GARROUSTE) "The Alternative Theories of the Firm", *Journal of Economic Behavior and Organization*, Special Issue, Eds, P. Garrouste and S. Saussier, 58 (2), 178-199, 2005.
9. (With E. RAYNAUD et T. PÉNARD) "Théorie des contrats et réseaux de franchise : analyse et enseignement", *Revue Française d'Economie*, 18, 151-192, 2004.
10. (With A. PLUNKET) "Human Asset Specificity in Alternative Theories of the firm: How to rule out competing views?", *Economie et Institutions*, 3, 103-130, 2003.
11. (With F. HUET) « The Provision of Public Interest Services through Private Law Contracts », *European Business Organization Law Review*, 4, 403-428, 2003.
12. (With E. RAYNAUD et T. PÉNARD) « Franchise Mix as a stable organization form ? An Empirical Analysis Using French Data », *Journal of Marketing Channel*, 10, 3/4, 5-32, 2003.
13. (With C. MÉNARD) "La délégation de service public comme mode organisationnel efficace de la distribution d'eau en France : Théories et évidences empiriques », *Economie Publique*, 12, 99-129, 2003.
14. (With M. FARES) « Contrats Incomplets et Coûts de Transaction » *Revue Française d'Economie*, 2/3 (janvier), 193-230, 2002.
15. (With S.E. MASTEN) « Econometrics of Contracts : An Assessment of Developments in the Empirical Literature of Contracting », *Revue d'Economie Industrielle*, 92, 215-237, 2002.

16. « Contractual Choices and Performances: The Case of Water distribution in France », *Revue d'Economie Industrielle*, 92, 385-404, 2002.
17. «Transaction Costs and Contractual Completeness», *Journal of Economic Behavior and Organization*, Vol. 42 (2), 189-206, 2000. Reprinted in *The International Library of the New Institutional Economics Library*, 2004, Edward Elgar.
18. «Coûts de transaction et choix contractuels : un test économétrique sur une entreprise publique», *Economie et Prévision*, 145 (4), 169-180, 2000.
19. «Transaction Cost Economics and Contract Duration : An Empirical Analysis of EDF Coal Contracts», *Louvain Economic Research*, 65 (1), 3-21, 1999.
20. «Théorie des coûts de transaction et durée des contrats : une analyse empirique», *Economie et Prévision*, 135 (4-5), pp. 137-147, 1998.

B. Publications in Books

1. (With P. GARROUSTE) « Theories of the Firm », in *New Institutional Economics: a Textbook*, Cambridge University Press, Sept. 2008
2. (With E. BERTRAND) « Ronald H. Coase », in *Les grands auteurs en économie des organisations*, EMS éditeurs, Forthcoming, Sept 2008.
3. “Theory of Optimal Contract: Modeling Contractual Relationships”. Chapter 3 in Anatoly Gretchenko & Anton Oleynik (eds.), *Institutional Economics and its Applications to the Analysis of Post-soviet Economies*, Moscow, Aldershot, Hants and Burlington, VT: Ashgate, September 2005, 384 pages
4. (With ANNE YVRANDE) «Governance Choices and Performances », in *New Ideas in Contracting and Organizational Economics Research*, Ed. J. Harvey, Norwell MA: Kluwer Academic Publishers, 71-89, 2005.
5. (With E. RAYNAUD et T. PÉNARD) « An Overview of Franchising in France », Ilan Alon and Welsh, Dianne eds., *International Franchising in Industrialized Markets: Northern and Western Europe*, Washington DC, CCH Inc. Publishing, 2003.
6. (With C. MÉNARD & C. STAROPOLI), “L’impact des contraintes institutionnelles sur les choix contractuelles des collectivités locales”, *Annuaire 2003 des Collectivités Locales*, CNRS Editions, 109-118.
7. (With D. CHABAUD) « Transaction Cost Economics and Governance Structures: Developments, Applications and Perspectives », in *Conventions and Structures in Economic Organization*, Eds, O. Favereau et E. Lazega, Edward Elgar, 93-113, 2002.
8. (With C. MÉNARD) « Contractual Choices and Performances: The Case of Water distribution in France », in *Economics of Contracts: Theories and Applications*, Brousseau E. & Glachant J-M Eds, Cambridge University Press, 440-463, 2002.
9. (With S.E. MASTEN) «Econometrics of Contracts : An Assessment of Developments in the Empirical Literature of Contracting», in *Economics of Contracts: Theories and Applications*, Brousseau E. & Glachant J-M Eds, Cambridge University Press, 273-293, 2002.
10. (With D. BRÉCHEMIER) « What Governance Structures for non-contractible services? », in *The Dynamics of Industrial Collaboration*, Plunket A., Voisin C. & Bellon B. Eds, Edward Elgar, 35-54, 2001.

11. «When Incomplete Contract Theory Meets Transaction Cost Economics: A Test on Contract Form», in *Institutions, Contracts and Organizations : Perspectives from New Institutional Economics*, Edward Elgar Ed., pp. 376-399, 2000.

C. Books

1. (With A. YVRANDE) « La Théorie des Coûts de Transaction : Théorie et Applications », Ed. Repères, July, 2007

D. Others

1. « La structure des organisations », interview pour le *Business Digest*, Janvier 2004.
2. « Les modes de gestion de l'eau : quelle efficacité ? », Rapport de 165 pages pour le MEDD, 2004.
3. « Les conséquences économiques de la réglementation sur la gestion des collectivités locales : le cas du secteur de l'eau », rapport de 65 pages pour le GRALE, 2003
4. « La mixité des réseaux de franchise : logique économique et influence sur la nature de la relation de franchise », Rapport de 170 pages pour la DECAS, MEFI, 2003.
5. « Benchmarking des unités de distribution d'électricité », Rapport de 50 pages pour la CRE, 2002.

E. Research Papers

1. (With C. BESSY et E. BROUSSEAU) « Price schemes in Technology Licensing Agreements: a Transaction Cost Approach », submitted for publication.
2. (With M. AMARAL and A. YVRANDE) "The Impact of the number of bidders on auctions' results: the case of local transportation in London", work in progress
3. (With D. CHABAUD) "Incentives and Control in Company-Owned vs. Franchised Outlets: An Empirical Study at the Chain Level", work in progress.
4. (With E. RAYNAUD et T. PÉNARD) « What Complementarities Between The Structure of Franchise Contracts and Managerial Control? A Theoretical Model”, submitted for publication.
5. (With L. ATHIAS) « Contractual Design of Toll Adjustment Processes In Infrastructure Concession Contracts: What Matters? », submitted for publication.
6. (With J. BEUVE) "Enhancing Cooperation in Interfirm Relationships: The Role of Reputation and (In)Formal Agreements" submitted for publication.
7. (With C. DESRIEUX and E. CHONG), "Horizontal Integration and Relational Contracting: An application to local public services", submitted for publication.

COMMUNICATIONS IN CONFERENCES AND REGULAR SEMINARS

- 2008 American Economic Association (AEA), New Orleans, 3-6 janvier.
- 2007 International Industrial Organization Conference - Savannah, 14-15 April
CEPR conference on Public Private Partnerships, London, February 22, 23rd.
- 2006 CEPR Public Policy Symposium, Kiel, November 7-8th
Isnie - Boulder (USA), 21-24 September
EEA (European Economic Association), Vienna, 22-25 August.
ESF-CEPR Workshop, « Designing Partnerships Between Government And The Private Sector », organized by M. Dewatripont and P. Grout - Invited - Bristol, 20-22 June.
Cour de Cassation -Invited Conference - 10 April.
International Industrial Organization Conference - Boston, 7-9 April.
IDEI-VEOLIA - Public Services and Management "Designs, Issues, Implications for

- Local Governance”, Toulouse, 12-14 January.
- 2005** Conference Europlace – Invited. Tokyo, 28 November.
IVth conference WIP – « Applied Infrastructure Research », Invited, Berlin, 9 October.
ISNIE – Barcelona, 21-22 September.
AFSE (French Economic Association) – Paris, 15-16 September.
Western Economic Association Conference, San Francisco, 30 June – 3 July.
ESNIE – Cargese, Invited, 1-8 May.
European Workshop on "Auctions and Public Service Procurement", Invited, Paris Sorbonne, 15-16 April.
ERMES – Invited Seminar, Paris II Assas, 29 March
LATAPSES – Invited Seminar, Nice, 24 March
- 2004** ECADE –Invited Seminar, Ecole Militaire, Paris, 9 December
ADIS – Public Private Partnerships – State Council, Invited, Paris, 23 October
EIASM Public Sector Conference, Oslo, 2-5 October
Association Française de Sciences Economiques, Paris, 16-17 September
Western Economic Conference, Vancouver, 30 June – 3 July.
Invited Seminar, University of La Réunion, 25 June.
ESNIE (European School of New Institutional Economics), Cargese, Corsica, 1^{ier}-5 May.
- 2003** XXth EALE (European Association of Law and Economics) Conference, Nancy – 17-20 September.
VIIth ISNIE Conference, Budapest – 11-13 September.
Workshop – Link –, June, Copenhagen.
Invited Seminar, Inra – Dijon, May.
Invited Seminar, Cerna – Ecole des Mines, March.
- 2002** “Evolutionismes et Institutionalismes”, Lyon, 2-3 December
“Organizing Processes of Building and Leveraging Knowledge”, Link Conference, Copenhagen, 31 October – 02 November.
VIth ISNIE Conference, Cambridge – MIT, 27-29 September.
Invited Seminar – GRALE, 25 June.
Journées de Micro-Economie appliquées, Rennes, 6-7 June.
ESNIE (European School of New Institutional Economics), Cargese, Corsica, 1^{ier}-5 April.
- 2001** Invited Seminar, Crereg, November, University of Rennes 1.
Journées de l’AFSE, Paris, 20-21 September.
Vth ISNIE Conference, Berkeley, 13-15 September.
Journées de Micro-Economie appliqués, Nancy, 7-8 June.
European Public Choice Society, Paris, 18-22 April.
- 2000** Invited Seminar, Ecole Doctorale, February, 14 December, Nancy.
Invited Seminar, KLICT, Paris, 4 December.
LINK Workshop, Copenhagen, 26-27 October.
IVth ISNIE Conference, Tübingen, 22-24 September.
AFSE, Paris, 21-22 September.
EARIE Conference, Lausanne, 8-10 September.
- 1999** IIIrd ISNIE Conference, Washington DC, 9-10 September.
ADIS Conference, Coopération Industrielle, Diversité et synthèse, Paris, 3-4 May.
HEC – invited seminar – Jouy-en-Josas, 14 April.
ENSTB, invited Seminar, Brest, 12 February.
- 1998** (AFSE), Paris, 25 September.

- IInd Annual Conference of The International Society for New Institutional Economics (ISNIE), Paris, 19-21 September.
International Atlantic Economic Conference (IAEC), Rome, 15-20 March.
Summer School CNRS, "Organisations et marchés", CNRS, Paris, 22 July.
- 1997 European Association for research in Industrial Economics (EARIE), University Catholic of Louvain, 31 August - 03 September.
Journées de Microéconomie Appliquées, Marrakech, 28-29 May.
- 1996 Colloque International d'Economie Publique, Brest, 13-14 June.
(AFSE), «L'empirique en Economie Industrielle», Caen, 25-26 April.

OTHERS

- 2007 Organization of a NBER workshop with Robert Gibbons, "Putting contract theories at work: empirical issues", June, Boston MIT.
- 2004 Organization of a workshop on «Public Private Partnerships : Theoretical Issues and Empirical Developments». Participants: P. GROUT (Bristol U.); A. ESTACHE (WB) ; E. IOSSA (Brunel U.) ; S. TADELIS (Stanford U.), E. ENGEL (Yale University) et John KWOKA (Northeastern U). Editor of a Special Issue in the *Review of Industrial Organization*, 2006.
- 2002 Organization of a workshop on « Alternative Theories of the Firm ». Participants : R. GIBBONS (MIT) ; M. CASSON (Reading U.) ; L. GARICANO (U. of Chicago) ; G. DOSI (Pise) ; N. FOSS (Copenhaguen Business School) ; B. KOGUT (Insead) ; J. CREMER (IDEI). Editor of a special issue in the *Journal of Economic Behavior and Organization*.
- 2001 Organization of a session on « Economics of Contracts » at the ISNIE conference, with Steven TADELIS (Stanford U.), Francine LAFONTAINE (U. of Michigan) and Scott MASTEN (U. of Michigan) - Berkeley.

TEACHING EXPERIENCES

Undergraduate Level

- Microeconomics (2003-2006), University of Paris XI (36h)
- History of Economic Thought (1998-2000), University of Paris XI (36h)
- International Economics (1998-2000), University of Paris XI (36h)
- European Competition and Network (1998-2005), Ecole Centrale Paris (9h00)

Graduate Level

- Economics of Organization (1998-2000), L2, University of Paris XI (36h)
- Economics of Contracts (2000-2002), L1, University of Nancy II (20h)

Post-Graduate Level

- Econometrics (2002-2004), Master 2, University of Paris X (36h)
- Applied Econometrics (2002-2004), Master 2, University of Paris XI (36h)
- Economics of Contracts and Organization of Public Services (2003-2006), Master 2, University of Paris I (20h)
- Economics of Organization (2001-2003), Master 2, University of Paris I
- Public Private Partnerships (2004-2006), Master 2, University of Paris XI (20h)
- Managerial Economics (2001-2006), Master 2, University of Paris XI (30h)

OTHER ACTIVITIES

Associate Editor of the *Economics review* (e-journal) (2006-)
Director of the ADIS research center – University of Paris XI (2005-2008)
Deputy-Director of the ATOM research center – University of Paris I (1999-2004)
PhD advisor for 5 students (Aude Le Lannier, Jean Beuve, Julie de Brux, Régis Trausch). 5 already defended their Phd (Eshien Chong (2006), Freddy Huet (2006), Mariem Mint Beddy (2007), Laure Athias (2008) and Claudine Desrieux (2008).

Referee for:

National Reviews

Economie et Prévision ; Revue d'Economie Industrielle ; Revue d'Economie Politique ; Revue Economique, Revue d'Economie Rurale

International Review

California Management Review, Cambridge Journal of Economics ; International Journal of Industrial Economics ; Journal of Applied Economics ; Journal of Economic Behavior and Organization ; Journal of Economics and Management Strategy ; Journal of Economic Surveys ; Journal of Institutional and Theoretical Economics ; Journal of Law, Economics and Organization ; Journal of Public Economics ; Recherches Economiques de Louvain ; Research Policy ; Review of Austrian Economics ; Review of Industrial Organization ; Scandinavian Journal of Economics.

REFERENCES

- Robert GIBBONS**, Sloan School and Department of Economics, E52-432, MIT, Cambridge, MA 02142-1347, (617) 253-0283, Fax: (617) 253-2660.
Web: http://econ-www.mit.edu/faculty/index.htm?prof_id=rgibbons
E-mail: Rgibbons@mit.edu
- Paul GROUT**, University of Bristol, School of Economics, Finance and Management, Department of Economics, 12 Priory Road, Bristol BS8 1TN, United Kingdom, 0117 33 10712 (Office).
Web: <http://www.bris.ac.uk/Depts/CMPO/people/biogROUT.htm>,
E-mail: P.A.GROUT@bristol.ac.uk
- Scott MASTEN**, University of Michigan Ross School of Business, 701 Tappan St. Ann Arbor, MI 48109-1234, (734)-764-1389 (Office), (734)-936-6631 (fax).
Web: <http://webuser.bus.umich.edu/departments/busecon/faculty/masten/bio.html>
E-mail: semasten@umich.edu
- Brian SILVERMAN**, Professor of Strategic Management, University of Toronto, Rotman School of Management, 105 St. George Street, Toronto, ON M5S 3E6 Canada, 416.946.7811 (phone), 416.978.4629 fax
Web: <http://www.rotman.utoronto.ca/%7Esilverman/>
E-mail: silverman@rotman.utoronto.ca
- Oliver WILLIAMSON**, Walter A. Haas School of Business S545 Student Services Bldg. #1900 Berkeley, CA 94720-1900, University of California, Berkeley
Phone: (510) 642-8697, Fax: (510) 642-4700
Web: <http://groups.haas.berkeley.edu/bpp/oew/>
E-mail: owilliam@haas.berkeley.edu