

STEPHANE SAUSSIER

PERSONAL INFORMATIONS

- French citizenship
- Born: 11/25/1969
- E-mail: saussier@univ-paris1.fr
- Web Site: <http://www.webssa.net>



ACADEMIC POSITIONS

Current positions

- 2008- Professor of Economics at IAE Paris - Sorbonne Business School - <http://iae.univ-paris1.fr/en/index.php>
- 2009- Scientific Director of the Economics of Public Private Partnerships Chair - <http://chaire-eppp.org>
- 2020- Professor at the Blavatnik School of Government - Oxford University.

Past Positions

- 2013-20 Scientific Director of the Water area at the Florence School of Regulation (European University Institute - <https://fsr.eui.eu/water/>)
- 2009-14 Scientific Advisor for the Prime Minister at the French Council of Economic Analysis (<http://www.cae.gouv.fr/>)
- 2003-08 Full Professor of Economics, University of Paris South (Paris XI - Orsay)
- 2005-08 Director of the ADIS-Research center in Economics at Paris XI
- 2006-08 Director of the Law-Economics & Management Doctoral School at Paris XI
- 2000-03 Full Professor of Economics, University of Nancy II
- 1998-00 Assistant Professor, University of Paris XI

DEGREES

- 1997 **PhD:** «Contractual Choices and Transaction Costs». Supervisor: Claude Ménard. Defended November 1997, and obtained with highest honors. 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.
- 1992 **MSc** of Microeconomics and Econometrics - University of Paris I Sorbonne

RESEARCH INTERESTS

- Organization Economics
- Contract Economics
- Public-Private Contracting
- Economics of regulation
- Social Impact

PUBLICATIONS

A. International Peer-Reviewed Journals

1. A. Mayol et S. Saussier “Contract Renewals, Prices and Deprivatizations. The Case of Water in France”, *Applied Economics*, Forthcoming.
2. S. Saussier et J. Tirole “Reinforcing the Efficiency of Public Procurement”, *Economia Industriale*, Volume 1, Number 415, p.111-123, 2020.
3. J. Beuve, M. Moszoro et S. Saussier “Political Contestability and Public Contract Rigidity”, *Journal of Economics and Management Strategy*, 28 (2), 316-335, 2019.
4. S. Saussier et P. Valbonesi “Introduction to the Special Issue: Public Procurement: New Theoretical and Empirical Developments”, *Economia e Politica Industriale*, (45) 1, 1-4, 2018.
5. L. Athias et S. Saussier “Are Public Private Partnerships that Rigid? And Why? Evidence from Price Provisions in French Toll Road Concession Contracts”, *Transportation Research Part A: Policy and Practice*, 111, 174-186, 2018.
6. E. Iossa et S. Saussier “Public Private Partnerships in Europe for Building and Managing Public Infrastructures : An Economic Perspective”, *Annals of Public and Cooperative Economics*, 89 (1) 2018.
7. L. Chever, S. Saussier et A. Yvrande “The law of small numbers: investigating the benefits of restricted auctions for public procurement”, *Applied Economics*, (49), 4241-4260, 2017.
8. E. Chong, S. Saussier et B. Silverman “Water under the Bridge: Cith Size, Bargaining Power, Price and Franchise Renewals in the Provision of Water”, *Journal of Law, Economics, and Organization*, Volume 31, Number 1, 3-39, 2015.
9. Roumboutsos A., S. Saussier “Public-Private Partnerships and Investments in Innovation: The Influence of Contractual Arrangement”, *Construction Management and Economics*, 32 (4), 349-361, 2014.
10. A. Estache et S. Saussier “Public-Private Partnerships and Efficiency: A Short Assessment”, *CESifo DICE Report* , 2014, Volume 12, Number 3, p.8-13, 2014.
11. S. Saussier “Public Private Partnerships”, *Journal of Economic Behavior and Organization*, (89), 143-144, 2013.
12. S. Cabral et S. Saussier “Organizing Prisons Through Public-Private Partnerships: a Cross-Country Investigation”, *Brazilian Administration Review*, 10 (1), 100-120, 2013.
13. M. Amaral, S. Saussier et A. Yvrande “Does Competition for the Field Improve Cost Efficiency? Evidence from the London Bus Tendering Model”, *Journal of Transport Economic and Policy*, 47 (1), 17-34, 2013.

14. E. Chong, C. Desrieux et S. Saussier "Putting all one's eggs in one Basket: Relational contracts and the management of local public services", *Journal of Economic Behavior and Organization*, (89), 167-186, 2013
15. J. Beuve et S. Saussier "Interfirm Cooperation in Strategic Relationships: The Role of Formal Contract", *Industrial and Corporate Change*, 21(4), 811-836, 2012.
16. E. Raynaud, S. Saussier et T. Pénard, "Monitoring Policy and Organizational Forms in Franchised Chains", *International Journal of the Economics of Business*, 18 (3), 399-417, 2012.
17. S. Saussier, C. Staropoli et A. Yvrande "Public-Private Agreements, Institutions, and Competition: When Economic Theory Meets Facts", *Review of Industrial Organization*, 35, 1-2, 1-18, 2009.
18. M. Amaral, S. Saussier et A. Yvrande "Corruption, Collusion, and other Strategic Behaviors: The Case of Local Transport in London and France", *Utilities Policy*, 17, 166-175, 2009.
19. B. Deffains, E. Pfister, S. Saussier et M. Doriat-Duban « How laws and institutions may affect organizational choices: The Case of Franchising », *European Journal of Law and Economics*, 21 (1) 53-78, 2006.
20. E. Chong, F. Huet, S. Saussier et F. Steiner) "Public-Private Partnerships and Prices: Evidence From Water Distribution in France", *Review of Industrial Organization*, 29, #1-2, 149-169, 2006.
21. E. Chong, F. Huet et S. Saussier "Auctions, Ex post Competition and Prices", *Annals of Public and Cooperative Economics*, 77 (4), 524-551, 2006.
22. P. Garrouste et S. Saussier "The Alternative Theories of the Firm", *Journal of Economic Behavior and Organization*, Special Issue, Eds, P. Garrouste et S. Saussier, 58 (2), 178-199, 2005.
23. F. Huet et S. Saussier « The Provision of Public Interest Services through Private Law Contracts », *European Business Organization Law Review*, 4, 403-428, 2003.
24. E. Raynaud, S. Saussier 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.
25. S. Saussier «Transaction Costs and Contractual Completeness», *Journal of Economic Behavior and Organization*, Vol. 42 (2), 189-206, 2000
26. S. Saussier «Transaction Cost Economics and Contract Duration : An Empirical Analysis of EDF Coal Contracts», *Recherches économiques de Louvain*, 65 (1), 3-21, 1999.

B. National Peer-Reviewed Journals

27. J. Beuve, J. de Brux et S. Saussier "Renégocier pour durer : une analyse empirique des contrats de concession", *Revue d'Economie Industrielle*, 141 (1), 117-148, 2013.

28. S. Saussier et T.P. Tran “L’efficacité des contrats de partenariat en France : une première évaluation quantitative”, *Revue d’Economie Industrielle*, 140, 81-111, 2012.
29. S. Saussier “Partenariats public privé et performances des services publics”, *Revue d’Economie Industrielle*, 140 (4): 11-18, 2012.
30. S. Saussier “Solving The “Selective Intervention” Puzzle. Some Thoughts About The Theory of The Firm”, *Revue d’Economie Industrielle*, 132, 2012.
31. A. Plunket, S. Saussier et 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*, 123, 45-65, 2008.
32. L. Athias et S. Saussier “Un Partenariat Public-Privé rigide ou flexible ? Théorie et application aux contrats de concessions routières à péage”, *Revue Économique*, 58, 565-576, 2007.
33. E. Raynaud, S. Saussier et T. Pénard “Théorie des contrats et réseaux de franchise : analyse et enseignement”, *Revue Française d’Economie*, 18, 151-192, 2004.
34. A. Plunket et S. Saussier “Human Asset Specificity in Alternative Theories of the firm: How to rule out competing views?”, *Economie et Institutions*, 3, 103-130, 2003.
35. C. Ménard et S. Saussier “La délégation de service public comme mode organisationnel efficace de la distribution d’eau en France : Théories et évidences empiriques », *Économie Publique*, 12, 99-129, 2003.
36. M. Fares et S. Saussier «Contrats Incomplets et Coûts de Transaction» *Revue Française d’Economie*, 2/3 (janvier), 193-230, 2002.
37. C. Ménard et S. Saussier « Contractual Choices and Performances: The Case of Water distribution in France », *Revue d’Economie Industrielle*, 92, 385-404, 2000.
38. S.E. Masten et S. Saussier «Econometrics of Contracts : An Assessment of Developments in the Empirical Literature of Contracting», *Revue d’Economie Industrielle*, 92, 215-237, 2000.
39. S. Saussier «Coûts de transaction et choix contractuels : un test économétrique sur une entreprise publique», *Economie et Prévision*, 145 (4), 169-180, 2000.
40. «Théorie des coûts de transaction et durée des contrats : une analyse empirique», *Economie et Prévision*, 135 (4-5), pp. 137-147, 1998.

C. Book Chapters

41. S. Saussier “Life-Cycle Costing in Public Procurement” in *The Challenges of Public Procurement Reforms*, Eds. Castelli A., Piga G., Saussier S. and Tunde Tatrai, Routledge, 252 pages, 2020.

42. S. Saussier “Retendering a contract for breach of procurement rules or changes to contract”, in *The Applied Law and Economics of Public Procurement*, Edited by Gustavo Piga, Steen Treumer, 2012.
43. D. Chabaud, A. Lavitt de Hautefort, S. Saussier, “Incentives and Control in Company-owned versus Franchised Outlets: An Empirical Study at a Chain Level”, dans *New Developments in the Theory of Networks: Franchising, Alliances and Cooperatives*, Eds. M. Tuunanen, J. Windsperger, G. Cliquet and G. Hendrikse, Springer, 2011.
44. S. Saussier “L'accès des PME aux marchés publics: une analyse économique”, *Les PME et le droit de la concurrence*, Litec, 341-360, 2009.
45. E. Brousseau, S. Saussier “Contracting with Government”, *Handbook of Strategic Management*, Ed. J. Nickerson et B. Silverman, Edward Elgar, 2009.
46. S. Saussier, “Microéconomie”, *Encyclopædia Universalis*, 2008.
47. S. Saussier, “L'indétermination du prix dans les contrats : le point de vue de l'économiste”, dans *“le droit et l'économie des relations contractuelles”*, C. Jamin Ed, LGDJ.
48. P. Garrouste, S. Saussier « Theories of the Firm », in *New Institutional Economics: a Textbook*, Cambridge University Press, Sept. 2008
49. E. Bertrand, S. Saussier « Ronald H. Coase », in *Les grands auteurs en économie des organisations*, EMS éditeurs, Forthcoming, Sept 2008.
50. S. Saussier “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
51. S. Saussier, A. Yvrande-Billon «Governance Choices and Performances », in *New Ideas in Contracting and Organizational Economics Research*, Ed. J. Harvey, Norwell MA: Kluwer Academic Publishers, 71-89, 2005.
52. T. Pénard, E. Raynaud, S. Saussier « 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.
53. C. Ménard, S. Saussier, C. Staropoli “L'impact des contraintes institutionnelles sur les choix contractuelles des collectivités locales”, *Annuaire 2003 des Collectivités Locales*, CNRS Editions, 109-118.
54. D. Chabaud, S. Saussier « 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.
55. C. Ménard, S. Saussier « 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.
56. Scott E. Masten, S. Saussier «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.

57. D. Bréchemier, S. Saussier « 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.
58. S. Saussier «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.

D. Books

59. S. Porcher, S. Saussier “*Facing the Challenges of Water Governance*”, Palgrave MacMillan, 366 pages, 2019.
60. S. Saussier, J. de Brux “*The Economics of Public Private Partnerships*”, Ed. Springer, 240 pages, 2018
61. S. Saussier “*Economie des Partenariats Public-Privé*”, Ed. De Boeck, 280 pages, 2015.
62. A. Le Lannier, S. Saussier “*Management des Entreprises*”, Eyrolles, 250 pages, 2013.
63. A. Yvrande-Billon, S. Saussier « *La Théorie des Coûts de Transaction : Théorie et Applications* », Ed. Repères, 124p. 2007

E. Reports (Selection of)

64. S. Saussier & J. Tirole “Reinforcing the Efficiency of Public Procurement”, Report for the French Council of Economic Analysis, April, 2015 - <http://www.cae-eco.fr/IMG/pdf/cae-note022-env2.pdf>
65. S. Saussier, “An Economic Analysis of the Closure of Markets and other dysfunctions in the awarding of concession contracts”, Report for the European Parliament ~ 2012

ORGANIZATION OF WORKSHOPS AND CONFERENCES

Since 2001, I organized 14 workshops / conferences, with keynote speakers including O. E. Williamson (U. of Calif. Berkeley), N. Foss (Copenhagen Business School), J. Cremer (Toulouse School of Economics), S. Chassang (NYU), M. Guadalupe (INSEAD), R. Gibbons (MIT), S. Tadelis (U. of Calif. Berkeley), B. Macleod (U. of Columbia), A. Galetovic (U. of Chile), Nicolas Bloom (Stanford U.), Antonio Estache (U. Libre de Bruxelles), Jose-Luis Guasch (U. of California), D. Martimort (Paris School of Economics), P. Grout (Bristol U), E. Zhuravskaya (PSE), F. Lopez de Silanes (Edhec), P. Rey (TSE), Pablo Spiller (U. of California, Berkeley), S. Straub (U. d’Edinburgh), Patrick Schmitz (U. de Cologne), E. Iossa (U. de Brunel), E. Engel (Yale University), John Kwoka (Northeastern U). M. Casson (Reading U.) ; L. Garicano (U. of Chicago) ; G. Dosi (Pise) ; B. Kogut (Columbia U.), F. Lafontaine (U. of Michigan) et S.E. Masten (U. of Michigan).

COURSES TAUGHT (SINCE 2010)

IAE PARIS - SORBONNE BUSINESS SCHOOL

- Environnement Economique de l'Entreprise (48HC) – Master d'Administration des Entreprises (MBA)
- Théorie Economique de l'Entreprise – Master Recherche – M2 – (12H)
- European Economics – International MBA – M2 – (12H)
- Economie des Partenariats Public-Privé (MBA and short executive prgrams) – M2 – (30H)
- Théories des entreprises et externalisation (MSc Human Ressources) – M1 – (15H)
- European Business (MBA – Beijing) (56H)

SCIENCES-PO PARIS

- Public Procurement (24HC) – MSc Public Affairs, School of Public Affairs

U. TOR VERGATA ITALIE

- Public-Private Partnerships (15HC) – MSc IMPPM

GRANTS, RESEARCH CONTRACTS, FUNDRAISING & AWARDS

COLLECTED FUNDS FOR THE ECONOMICS OF PUBLIC-PRIVATE PARTNERSHIPS CHAIR AS FOUNDER AND SCIENTIFIC DIRECTOR (PATRONAGE ONLY)

CDC Habitat	Research on social impact bonds, 2018-2020	(200 K€).
Suez	Research on water utilities 2010-2020	(1 100 K€).
Vinci	Research on public-private partnerships, 2013-20	(800 K€).

RESEARCH CONTRACTS (A selection of)

European Commission Horizon 2020, LIS Water Project, IAE Paris – Sorbonne Business School in partnership with LNEC & Cranfield University, 399 K€ (76 K€ for my institution; I served as investigator), 2018.

ADEME (French agency for the environment), Project on waste management, IAE Paris – Sorbonne Business School, 50 K€, 2010.

ONEMA (French agency for water and aquatic environments), Project on water management, IAE Paris – Sorbonne Business School, 50 K€, 2010.

GRANTS FOR PHDS

- Epoka, 90 K€, 2014 ; Paris City, 90 K€, 2014 ; French Transport Regulation Authority, 90 K€, 2013 ; Suez, 90 K€, 2013 ; Vinci Energie, 90 K€, 2013 ; Paris Habitat, 90 K€, 2010 ; Mayer-Brown, 90 K€, 2010 ; Vinci Concessions, 90 K€, 2009 ; Gaz de France, 90 K€, 2006; Vinci Concessions, 90 K€, 2004.

AWARDS

1998 Best dissertation of the year, Universities of Paris Chancellery.

2011 Best article "Public and Non-Profit" division of the Academy of Management (AOM), San Antonio, Texas

SUPERVISED PHDS

22 PhDs supervised and completed since 2001 (18 as a main supervisor).

1. **Mariem Mint Beddy** (2007)
2. **Freddy Huet** (2006): Associate Professor – University of Réunion
3. **Eshien Chong** (2006): Associate Professor – Sorbonne Business School & Hong-Kong Competition Authority
4. **Laure Athias** (2007): Professor of Public Management – IDHEAP, Lausanne University
5. **Claudine Desrieux** (2008): Full Professor of Economics, University of Paris II Panthéon-Assas
6. **Régis Trausch** (2008) : Cheops Technology
7. **Aude le Lannier** (2010): TDF Telecommunication
8. **Jean Beuve** (2011): Associate Professor, University Paris I Panthéon-Sorbonne
9. **Julie de Brux** (2011): CEO - Citizing
10. **Simon Porcher** (2012): Associate Professor, Sorbonne Business School.
11. **Lisa Chever** (2013): TDF Telecommunication
12. **John Moore** (2013): French Competition Authority
13. **Phuonh Tra Tran** (2014): Associate Professor, Public Management, IPAG.
14. **Guillaume Fonouni** (2014): CEO – Risk & Co
15. **Anissa Boulémia** (2015): Electronic Communications, Postal and Print media distribution French Regulatory Authority – ARCEP
16. **Jean-Christophe Thiebaut** (2016): Assistant Professor, Lausanne University
17. **Zoé le Squeren** (2016): Associate Professor of Public Management, IAE Lille.
18. **Louise Vidal** (2018): Responsible of social public procurement – Paris City.
19. **Marion Chabrost** (2018): Compass Lexecon
20. **Ouïam Kaddouri** – (2019): Associate Professor of CSR-SKEMA.
21. **Charles Bizien** (2019): Vinci-Concessions.
22. **Olivier Cristofini** (2019) : Associate Professor candidate.

ASSOCIATE EDITOR

Journal of Public Procurement

REVIEWER FOR:

California Management Review; Cambridge Journal of Economics; Economie et Prévision; 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; Journal of Public Procurement; Recherches Economiques de Louvain; Research Policy; Review of Austrian Economics; Review of Industrial Organization; Revue d'Economie Industrielle; Revue d'Economie Politique; Revue Economique; Scandinavian Journal of Economics; Strategic Management Journal; The Economic Journal.

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
- 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
- Pablo SPILLER,** 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: spiller@haas.berkeley.edu