

## CURRICULUM VITAE

March 2012

### Sjaak Hurkens

date of birth            September 30, 1967  
place of birth           Haps, The Netherlands  
citizenship             The Netherlands  
gender                    male  
marital status          married, one child

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#### Current Positions

**Since April 6, 2010** Profesor de Investigación (research professor). Institut d'Anàlisi Econòmica (CSIC).

**Since September 2008** Research Fellow of Public-Private Sector Research Center - IESE Business School, University of Navarra, Spain.

**Since July 2006** Affiliated professor of Barcelona Graduate School of Economics

### Previous Positions

- July 2009-April 5, 2010** Investigador Científico (tenured researcher). Institut d'Anàlisi Econòmica (CSIC).
- July 2005-July 2009** Científico Titular (tenured researcher). Institut d'Anàlisi Econòmica (CSIC).
- June 2002-July 2005** Profesor Titular de Universidad (tenured associate professor). Universitat Pompeu Fabra.
- August 2001 till June 2002** Profesor Titular de Universidad interino Universitat Pompeu Fabra.
- 1996-2001** Tenure track assistant professor Universitat Pompeu Fabra.
- 1995-1996** HCM Fellow at Universitat Pompeu Fabra (9 months).
- 1995** HCM Fellow at University College London (6 months).

### Degrees

- 1991-1994** Ph.D. in Economics, Tilburg University. (February 24, 1995.) Supervisor Prof.dr. Eric van Damme.
- 1985-1990** Doctorandus degree in Mathematics, Catholic University Nijmegen (cum laude). Special discipline: Functional Analysis. Master's thesis "The behavior of orthonormal sequences under operators" (in Dutch).

### Published articles in refereed journals

- Hurkens S. and Á. López (2012). 'The welfare effects of mobile termination rate regulation in asymmetric oligopolies: The case of Spain.' *Telecommunications Policy*, in press.
- Hurkens S. and N. Kartik. (2009) 'Would I Lie To You? On Social Preferences and Lying Aversion?' *Experimental Economics*, **12**: 182-192.
- Jeon, D.-S. and S. Hurkens (2008) 'A Retail Benchmarking Approach to Efficient Two-Way Access Pricing: No Termination-Based Price Discrimination,' *RAND Journal of Economics*., **39**(3): 822-849.

- Freixas, X., S. Hurkens, A.D. Morrison and N. Vulkan (2007) 'Interbank Competition with Costly Screening,' *The B.E. Journal of Theoretical Economics*: Vol. 7 : Iss. 1 (Topics), Article 15. Available at: <http://www.bepress.com/bejte/vol7/iss1/art15>
- Hurkens, S. and N. Vulkan (2006) 'Endogenous Private Information Structures,' *European Economic Review*, **50** (1): 35-54.
- van Damme, E. and S. Hurkens (2004) 'Endogenous Price Leadership', *Games and Economic Behavior*, **47** (2): 404-420.
- Hurkens, S. and N. Vulkan (2003) 'Free Entry Does Not Imply Zero Profit', *Economics Letters*, **81** (3): 285-290.
- Hurkens, S. and Karl H. Schlag (2002) 'Evolutionary Insights on the Willingness to Communicate,' *International Journal of Game Theory*, **31** (4): 511-526.
- Hauk, E. and S. Hurkens (2002) 'On Forward Induction and Evolutionary and Strategic Stability,' *Journal of Economic Theory*, **106** (1): 66-90.
- Hauk, E. and S. Hurkens (2001) 'Secret Information Acquisition in Cournot Markets,' *Economic Theory*, **18** (3): 661-681.
- Hurkens, S. and N. Vulkan (2001) 'Information Acquisition and Entry', *Journal of Economic Behavior and Organization*, **44**, 467-479.
- van Damme, E. and S. Hurkens (1999) 'Endogenous Stackelberg Leadership', *Games and Economic Behavior*, **28**, 105-129.
- van Damme, E. and S. Hurkens (1997) 'Games with Imperfectly Observable Commitment', *Games and Economic Behavior*, **21**, 282-308.
- Hurkens, S. (1997). 'Loze Praat' ('Cheap Talk') *Economisch Statistische Berichten*, February 26, 1997, 175-177.
- van Damme, E. and S. Hurkens (1996) 'Commitment Robust Equilibria and Endogenous Timing', *Games and Economic Behavior*, **15**, 290-311.
- Hurkens, S. (1996) 'Multi-sided Pre-play Communication by Burning Money', *Journal of Economic Theory*, **69**, 186-197.

Hurkens, S. (1995) ‘Learning by Forgetful Players’, *Games and Economic Behavior*, **11**, 304-329.

van Damme, E., V. Feltkamp, S. Hurkens and R. Strausz (1994) ‘Machtsverhoudingen in de politiek’ (‘Measurement of power in politics’), *Economisch Statistische Berichten*, May 25, 1994, 482-486.

Other publications

Hurkens, S. (2003). Book review on “Foundations of Non-Cooperative Game Theory” by Klaus Ritzberger. *Journal of Institutional and Theoretical Economics*, **159**(3), 600–601.

Hurkens, S. (1997). Book review on “Evolutionary Game Theory” by Jorgen Weibull. *Economica*, **64**, 181-183.

Hurkens, S. and Vulkan, N. (1995). ‘Limited Attention In Market Entry Games,’ in *Frontiers in Economic Psychology*, eds. E. Nyhus and S. Troye, **1**, 407-418.

Hurkens, S. (1993) ‘Coordination Failure and Endogenous Timing’, in *Operations Research '92*, eds. A. Karmann, K. Mosler, M. Schader, G. Uebe, 419-421.

Work in progress

Dynamic Matching and Bargaining with Heterogeneous Deadlines. Joint with Nir Vulkan

Dynamic Matching and Bargaining: The Role of Private Deadlines. Joint with Nir Vulkan

Matching and Bargaining with Deadlines: An Experimental Study. Joint with Ingrid Boxall and Nir Vulkan.

Bayesian Nash Equilibrium in "LINEAR" Cournot Models with Private Information About Costs.

A Retail Benchmarking Approach to Efficient Two-way Access Pricing: Termination Based Price Discrimination with Elastic Subscription Demand. Joint with Doh-Shin Jeon.

Mobile Termination, Network Externalities, and Consumer Expectations.  
Joint with Ángel López.

Mobile Termination and Consumer Expectations under the Receiver-Pays  
Regime. Joint with Ángel López.

Bundling and Switching Costs, with Implications on Convergence. Joint  
with Doh-shin Jeon and Domenico Menicucci.

Unobservable Information Acquisition Before Bargaining.

Deal or no Deal: Evidence on Decision Taking from a Spanish TV Game  
Show.

Recent seminars and conferences

“Dynamic Matching and Bargaining: The Role of Deadlines”

- Universit de Nantes, France. (january 2007)
- Free University of Berlin, Germany. (november 2006)
- Tinbergen Institute of Amsterdam, The Netherlands. (october 2006)
- EEA-ESEM 2006, Viena, (august 2006)
- Northwestern University, USA. (april 2006)
- Barcelona JOCS, Spain. (february 2006)
- Informal Seminar, IAE, Barcelona, Spain. (january 2006)

“Unobservable Information Acquisition before Bargaining”

- Informal Seminar, GSB, Stanford University, USA. (may 2006)
- Third World Congress of Game Theory, Northwestern University, Evanston, USA. (july 2008)
- Informal Seminar IAE, Barcelona, Spain. (june 2008)

“(When) would I Lie to You? Comment on ‘Deception: The Role of Consequences’ ”

- IAREP-SABE Conference, Paris. (2006)
- 1st European Workshop on Experimental and Behavioural Economics, EWEBE'06, University of Valencia, Spain. (2006)

“Interbank Competition with Costly Screening”

- IESE Workshop on Industrial Organization and Finance, Barcelona. (2006)

“A Retail Benchmarking Approach to Efficient Two-way Access Pricing: No Termination-Based Price Discrimination”

- Informal Seminar IAE, Barcelona, (March 2007)
- ESEM'07 Budapest (August 2007)
- LEA IO Workshop, UPF, Barcelona, (November 2007)
- Universidade Católica Portuguesa, Lisbon. (February 2008)
- University of Zurich. (April 2008)
- IESE, Barcelona. (April 2008)
- IIOC Arlington (USA) (May 2008)
- Instituto Superior Técnico, Lisbon. (July 2008)

“A Retail Benchmarking Approach to Efficient Two-way Access Pricing: Termination-Based Price Discrimination with Elastic Subscription Demand” (renamed as “Mobile Termination and Mobile Penetration”)

- IESE, Barcelona. (February 2009)
- IIOC Boston, (April 2009)
- 7<sup>th</sup> ZEW Conference, Mannheim, (June 2009)
- FESAMES, Tokyo (August 2009)
- EARIE, Ljubljana (September 2009)
- University of Southampton (October 2009)

“Mobile Termination, Network Externalities, and Consumer Expectations”

- University of Groningen (December 2009)
- Institute for Advanced Studies and University of Vienna (March 2010)
- University of the Basque Country (March 2010)
- Toulouse School of Economics (March 2010)
- 8th Annual IIOC, Vancouver (May 2010)
- Law and Economics of Media and Telecommunications, Tilburg (June 2011)
- SAET, Faro (June 2011)

“Mobile Termination and Consumer Expectations under the Receiver-Pays Regime”

- Net Institute Conference on Network Economics, New York. (November 2010)
- Workshop on Telecommunications Economics, Universitat de Barcelona. (February 2011)
- Second Workshop on the Economics of ICTs, Evora (March 2011)
- ESEM 2011, Oslo (August 2011)
- EARIE 2011, Stockholm (September 2011).

“Bundling and switching costs, with implications on convergence”

- Conference on the economics of information and communication technologies. Paris. (September 2011)
- IAE, Barcelona (September 2011)

“The welfare effects of mobile termination rate regulation in asymmetric oligopolies: The case of Spain

- CMT Barcelona (November 2011)

#### Courses taught

**1995-1996** Matemáticas III

- 1996-1997** Microeconomía Aplicada, Microeconomía II
- 1997-1998** Teoría Económica II, Microeconomía II
- 1998-2000** Microeconomía II, Microeconomics III (graduate).
- 2000-2002** Microeconomía II, Microeconomics III (graduate), Advanced Game Theory (graduate).
- 2002-2003** Microeconomía II, Teoría de juegos y diseño de instituciones, Microeconomics III (graduate).
- 2003-2004** Microeconomía II, Advanced Microeconomics (graduate)
- 2004-2005** Microeconomía II, Advanced Game Theory (graduate)
- 2007-2008** Game Theory. IDEA graduate program. Teoría de las decisiones y de los juegos. Microeconomía II (undergraduate)
- 2008-2010** Game Theory. IDEA graduate program, Microeconomía I (undergraduate)
- 2010-2011** Microeconomía I (undergraduate)
- 2011-2012** Microeconomía Avanzada I (undergraduate)

Refereeing for

American Economic Review, B.E. Journals in Theoretical Economics, Games and Economic Behavior, Econometrica, Economics Letters, Experimental Economics, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economics, Journal of Economic Theory, Journal of European Economic Association, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Manchester School, RAND Journal of Economics, Review of Economic Dynamics, Mathematical Social Sciences, Review of Economic Studies, Spanish Economic Review, Theoretical Economics, Theory and Decision, Zeitschrift für Operations Research.



#### Other services to academic society

- Member of the Recruiting Committee at UPF 1997-2001.
- Coordinator Microeconomics Seminar Series 1999-2001.
- Coordinator ERASMUS student exchange program, 2000-2004.
- Coordinator MSc program UPF January 2003-2005.
- Member of program committee EEA 2001, ESEM 2002, EEA 2004, EEA 2005.
- Associate editor for Spanish Economic Review 2002-2004.
- Co-editor for Spanish Economic Review 2005-2008.
- Co-Organizer Bellaterra seminar series 2006-2009.

#### Prizes, Grants, Fellowships and other Merits

- Principal researcher of Fundación BBVA grant “Aprender a jugar” (2005-2007).
- Principal researcher of research grant “Una Nueva Perspectiva Micro-económica de los incentivos y restricciones en el sector público y privado” (SEJ2006-01717).
- Principal researcher of research grant “Soluciones nuevas para problemas viejos” (ECO2009-12695).
- Team member of research grants 2005SGR 00470, SEC2003-03474, BEC2000-1029, 1999SGR 00157, 1997SGR 00138, DGES PB96-0302.
- HCM fellowship ERBCHGCT 93-0462.
- Benjamin Meaker Visiting Fellowship, Bristol University, 2000.
- 1 “tramo de docencia” (teaching recognition) (1995-2000)

3 “tramos de investigación” (research recognition) (1990-1996, 1997-2002, and 2003-2008)

Accreditation of Advanced Research (Generalitat de Catalunya)

Grant BE-2005-00703 (Generalitat de Catalunya) for a two month visit to Stanford University (March-May, 2006).

Grant PR-2005-0204 (Spanish Ministry of Education and Science) for four month visit to University of California, San Diego. (May-August, 2005).