

Name: Tore NILSSEN

Born: 16 December 1959 in Bergen, Norway.

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NO-0317 Oslo, Norway.

Phone: +47 95 211 211. E-mail: [tore.nilssen@econ.uio.no](mailto:tore.nilssen@econ.uio.no).

*Main research areas:*

Industrial organization (consumer switching costs; horizontal mergers; competition policy; location; R&D; advertising; media industries; vertical relations; regulation).

Political economy (bureaucracy; competition policy).

Information economics (insurance; renegotiation; dynamics of competitive screening; pooling; mechanism design; health insurance; regulation).

Contest theory (sequential contests; win advantages; contest design).

*Education:*

“Siviløkonom” (undergraduate, business administration), Norwegian School of Economics, Bergen, 1983.

Master degree, Economics, Norwegian School of Economics, 1987.

Research Fee Student, London School of Economics, 1988-89.

Dr.oecon. (Ph.D.), Economics, Norwegian School of Economics, 1991.

*Present positions:*

Professor, Department of Economics, University of Oslo, since 1997.

Vice-Dean for Research, the Faculty of Social Sciences, University of Oslo, 2020-2023.

*Other positions:*

Associate, Bergen Center for Competition Law and Economics (BECCLE).

*Previous positions:*

Researcher, Christian Michelsen Institute, Bergen, 1983-1986.

Research scholar, Norwegian School of Economics, 1987-1991.

Assistant professor, Norwegian School of Economics, 1991.

Associate professor, BI Norwegian Business School, Oslo, 1992-1994.

Visiting researcher, Norges Bank (Central Bank of Norway), 1993-1994.

Associate professor, Department of Economics, University of Oslo, 1995-1997.

Visiting scholar, Haas School of Business, University of California, Berkeley, 1999-2000.

*Referee for international journals, etc.:*

American Economic Journal: Microeconomics

American Economic Review

Annals of Operations Research

Australian Economic Papers

B.E. Journal of Economic Analysis and Policy

Canadian Journal of Economics

Economica  
Economic Inquiry  
Economic Journal  
Economic Theory  
Elsevier Handbooks of Economics  
European Economic Review  
Games  
Games and Economic Behavior  
Health Economics  
Information Economics and Policy  
International Economic Review  
International Journal of Industrial Organization  
Journal of Economic Behavior and Organization  
Journal of Economics  
Journal of Economics and Management Strategy  
Journal of Health Economics  
Journal of Industrial Economics  
Journal of Industry, Competition and Trade  
Journal of Media Economics  
Journal of Political Economy  
Journal of Public Economics  
Journal of Regional Science  
Journal of Risk and Insurance  
Journal of the European Economic Association  
Managerial and Decision Economics  
MIT Press  
Portuguese Economic Journal  
RAND Journal of Economics  
Regional Science and Urban Economics  
Review of Economic Design  
Review of Industrial Organization  
Review of International Economics  
Review of Network Economics  
Scandinavian Journal of Economics  
Scottish Journal of Political Economy

*Referee for government institutions, etc.:*

Danish Council for Independent Research  
FWO – Research Foundation Flanders  
Research Council of Norway  
U.S. National Science Foundation

*Participation at international conferences:*

Association Francaise de Science Economique, 2013 (Aix-en-Provence).  
Association of Southern European Economic Theorists Annual Meeting, 2016 (Thessaloniki).  
Barcelona GSE Summer Forum, 2016 (Barcelona).  
BECCLE Annual competition policy conference, 2015, 2016 (Bergen).

Canadian Economics Association, 2000 (Vancouver).  
 CESifo Workshop on Political Economy, 2016 (Dresden).  
 “Competition and Industrial Policies in Open Economies” Conference, 1998 (Bergen).  
 “Contests: Theory and Evidence” conference, 2015, 2018 (Norwich).  
 “Contracts and Insurance Markets” Conference, 1993 (Paris).  
 “Contracts and Organizations” Conference, 2013 (Bergen).  
 CRESSE Conference, 2013 (Corfu), 2016 (Rhodes).  
 Econometric Society: European Meeting, 1991 (Cambridge), 1993 (Uppsala), 2003 (Stockholm); European Winter Symposium, 1990 (Warsaw); North American Summer Meeting, 1997 (Pasadena, CA); World Congress, 1990 (Barcelona), 2015 (Montreal).  
 European Association for Research in Industrial Economics (EARIE) Conference, 1994 (Chania), 1998 (Copenhagen), 2000 (Lausanne), 2001 (Dublin), 2005 (Porto), 2007 (Valencia), 2014 (Milan), 2019 (Barcelona).  
 European Economic Association (EEA) Congress, 1990 (Lisbon), 1993 (Helsinki), 1995 (Prague), 1998 (Berlin), 2000 (Bolzano), 2003 (Stockholm), 2008 (Milan), 2010 (Glasgow), 2014 (Toulouse), 2019 (Manchester).  
 European Group of Risk and Insurance Economists Seminar, 1991 (Mons).  
 European Summer Symposium in Economic Theory (ESSET), 1994 (Gerzensee).  
 “Inequalities in contests” workshop, 2009 (Oslo).  
 ISI Annual Conference on Growth and Development, 2012 (Delhi).  
 Jornadas de Economía Industrial, 2012 (Murcia), 2016 (Palma de Mallorca).  
 Louis-André Gérard-Varet Conference in Public Economics, 2013 (Aix-en-Provence).  
 MaCCI Annual Conference, 2013, 2020 (Mannheim).  
 NORIO – Nordic workshop in Industrial Organization, 1997 (Stockholm), 2001 (Helsinki), 2012 (Copenhagen), 2016 (Reykjavik), 2019 (Stockholm).  
 The Peder Sather Conference, 2016 (Bergen).  
 The Public Economic Theory Conference, 2018 (Hue, Vietnam).  
 Southern Economic Association – Annual Conference, 2004 (New Orleans).  
 “The Cultural Economy’s New Frontiers” Conference, 2008 (Paris).  
 UECE Lisbon Meetings on Game Theory and Applications, 2012 (Lisbon).  
 Workshops on media regulation, 2003, 2004 (Toulouse).  
 Workshop on Economic Theory and Experimental Economics, 2017 (Tromsø).

*Seminar presentations:*

University of Bergen  
 Norwegian School of Economics, Bergen  
 Tilburg University  
 Universidade Nova de Lisboa  
 University of California at Berkeley  
 University of Colorado at Boulder  
 Northwestern University  
 Copenhagen Business School  
 Erasmus University, Rotterdam  
 University of Antwerpen  
 Katholieke Universiteit Leuven  
 Helsinki Center for Economic Research

Università Bocconi, Milan  
Norwegian Business School, Oslo  
University of Tromsø  
Institute for Social Research, Oslo  
University of Düsseldorf  
University of Southern Denmark, Odense  
Max Planck Institute for Tax Law and Public Finance, Munich  
Norwegian Competition Authority, Bergen

*Other professional activities*

Organizer, workshop on empirical industrial organization, BI Norwegian Business School, Oslo, 1993.

Co-editor, *Sosialøkonomen* and *Norsk Økonomisk Tidsskrift* (Norwegian-language economics journals, published by the Norwegian Economists' Association), 1993-1995.

Co-organizer, Forskermøtet (the annual research conference of the Norwegian Economists' Association), Oslo, 1996; Bergen 2015; Trondheim 2016; and Oslo 2017.

Member of the programme committee, European Finance Association, 1996 (Oslo), 1997 (Vienna).

Member of the Board, *Stiftelsen UNIFOR*, 1998-2004.

Member of the evaluation committee, Norwegian Economists' Association Prize for Best Article in *Samfunnsøkonomen* (previously *Økonomisk forum*) and *Norsk Økonomisk Tidsskrift*, 2002-2011.

Co-organizer, workshop on media economics, Norwegian School of Economics, Bergen, October 2003.

Member of the Executive Committee, European Association for Research in Industrial Economics, 2004-2010.

Deputy Head, Department of Economics, University of Oslo, 2005-2007.

Substitute member of the Board, HERO - the Health Economics Research Programme at the University of Oslo, 2005-2009. (Acting member, 2008-2009.)

Member of the editorial board, *Journal of Media Economics*, since 2007.

Affiliated with the *Equality, Social Organization, and Performance* research centre at the Department of Economics, University of Oslo, 2007-2016.

Member of the programme committee, European Association for Research in Industrial Economics conference, 2008 (Toulouse), 2009 (Ljubljana), 2010 (Istanbul).

Expert judge at Oslo District Court, *StatoilHydro ASA vs the State* (regarding arm's length pricing in captive insurer), March-April 2008.

Co-organizer, workshop on "Inequalities in contests" at the University of Oslo, October 2009.

Member of the board, the University of Oslo Library, 2009-2017. (Acting deputy head of the board, 2010-2012.)

Participant in an educational film on the 2007 Nobel prize in economics, produced by Snøball Film AS, available at [www.samfunnsokonomi.no](http://www.samfunnsokonomi.no), 2010.

Member, Norges Bank's review panel to evaluate its Payments System Report, 2010.

Member, Local Arrangements Committee, EEA-ESEM Conference 2011 (Oslo).

Head of the PhD programme in economics, University of Oslo, 2012-2019. (Acting head, 2005-2006.)

Co-organizer, workshop on "Ethics and environmental theory", University of Oslo, February 2014.

Organizer, NORIO IX, Nordic workshop on Industrial Organization, University of Oslo, June 2014.

Member, Government Commission on Foster Care (“Fosterhjemsutvalget”), 2017-2018; see NOU 2018:18 *Trygge rammer for fosterhjem*.

Member, UHR-Økonomi & Administrasjon, Universities Norway (UHR), since 2018.

Head of the board, TIK Centre for Technology, Innovation and Culture, University of Oslo, 2020-2023.

*Doctoral students:*

Terje Ambjørnsen (2002)

Øystein Børsum (second supervisor; 2010)

Arne Gramstad (2017)

Jørgen Veisdal (NTNU; second supervisor; current)

Tyra Merker (current)

*Oppositions of doctoral theses:*

University of Bergen

Stockholm School of Economics

Norwegian School of Economics, Bergen (x2)

Stockholm University

BI Norwegian Business School, Oslo (x2)

Università Bocconi, Milan

Hanken School of Economics, Helsinki

University of Southern Denmark, Odense

*Selection boards, etc:*

University of Bergen

University of Tromsø

University of Oslo

Copenhagen Business School

University College of Southeast Norway

Molde University College

*Media exposure:*

NRK (TV, radio); Aftenposten (newspaper); Dagens Næringsliv (newspaper); Klassekampen (newspaper); Universitas (newspaper); RadioNova (radio); Vårt Land (newspaper); e24.no (online news); Fontene (magazine); Stavanger Aftenblad (newspaper); Dagsavisen (newspaper); TV2 (TV); Dagbladet (newspaper).

*Consulting:*

Norwegian Ministry of Transportation; Netcom AS; Norwegian Competition Authority; Norwegian Ministry of Culture; Norwegian Consumer Council; Norwegian Media Authority; Verisure AS; Norwegian Ministry of Trade, Industry and Fisheries.

*Publications in international journals:*

“Optimum Exploration and Extraction in a Petroleum Basin: The Case of Simultaneous Field Developments” (with A.N. Nystad), *Resources and Energy* **8** (1986), 219-230.

- “Two Kinds of Consumer Switching Costs”, *RAND Journal of Economics* **23** (1992), 579-589.
- “Non-Discriminating Renegotiation in a Competitive Insurance Market” (with G.B. Asheim), *European Economic Review* **40** (1996), 1717-1736.
- “On the Consistency of Merger Policy”, *Journal of Industrial Economics* **45** (1997), 89-100.
- “Insurance Monopoly and Renegotiation” (with G.B. Asheim), *Economic Theory* **9** (1997), 341-354.
- “Sequential Location When Transportation Costs Are Asymmetric”, *Economics Letters* **54** (1997), 191-201.
- “Time Schedule and Program Profile: TV News in Norway and Denmark” (with L. Sørsgard), *Journal of Economics and Management Strategy* **7** (1998), pp. 209-235.
- “Sequential Horizontal Mergers” (with L. Sørsgard), *European Economic Review* **42** (1998), 1683-1702.
- “The Effect of Firm Heterogeneity on R&D Competition” (with P.P. Barros), *Nordic Journal of Political Economy* **25** (1999), 87-93.
- “Industrial Policy and Firm Heterogeneity” (with P.P. Barros), *Scandinavian Journal of Economics* **101** (1999), 597-616.
- “Consumer Lock-In with Asymmetric Information”, *International Journal of Industrial Organization* **18** (2000), 641-666.
- “A Public Firm Challenged by Entry: Duplication or Diversity?” (with L. Sørsgard), *Regional Science and Urban Economics* **32** (2002), 259-274.
- “Deductibles in Health Insurance: Pay or Pain?” (with G.B. Asheim and A.W. Emblem), *International Journal of Health Care Finance and Economics* **3** (2003), 253-266.
- “Cream Skimming, Dregs Skimming, and Pooling: On the Dynamics of Competitive Screening” (with D. Lund), *Geneva Papers on Risk and Insurance Theory* **29** (2004), 23-41.
- “Media Competition on the Internet” (with P.P. Barros, H.J. Kind, and L. Sørsgard), *Topics in Economic Analysis & Policy* **4** (2004), Article 32.
- “Genetic Testing in Competitive Insurance Markets with Repulsion from Chance: A Welfare Analysis” (with M. Hoel, T. Iversen, and J. Vislie), *Journal of Health Economics* **25** (2006), 847-860.
- “Majority Voting Leads to Unanimity” (with G.B. Asheim and C.A. Claussen), *International Journal of Game Theory* **35** (2006), 91-110.
- “Competition for Viewers and Advertisers in a TV Oligopoly” (with H.J. Kind and L. Sørsgard), *Journal of Media Economics* **20** (2007), 211-233.
- “Business Models for Media Firms: Does Competition Matter for How They Raise Revenue?” (with H.J. Kind and L. Sørsgard), *Marketing Science* **28** (2009), 1112-1128.
- “The TV Industry As a Market of Attention”, *Nordicom Review* **31** (2010), 115-123.
- “Health Insurance: Medical Treatment vs. Disability Payment” (with G.B. Asheim and A.W. Emblem), *Research in Economics* **64** (2010), 137-145.
- “Risk Externalities in a Payments Oligopoly”, *Portuguese Economic Journal* **10** (2011), 211-234.
- “Learning by Doing in Contests” (with D.J. Clark), *Public Choice* **156** (2013), 329-343.
- “Media Competition Enhances New-Product Entry: On the Market for Fake Observations” (with K.A. Brekke), *Information Economics and Policy* **31** (2015), 59-66.
- “Transversal Agency and Crowding Out” (with P.P. Barros and S. Hoernig), *Journal of Institutional and Theoretical Economics* **171** (2015), 589-608.

- “Inter-Firm Price Coordination in a Two-Sided Market” (with H.J. Kind and L. Sørsgard), *International Journal of Industrial Organization* **44** (2016), 101-112.
- “The Economics of Retailing Formats: Competition versus Bargaining” (with B.O. Johansen), *Journal of Industrial Economics* **64** (2016), 109-134.
- “Keep On Fighting: The Dynamics of Head Starts in All-Pay Auctions” (with D.J. Clark), *Games and Economic Behavior* **110** (2018), 258-272.
- “Plan S and the Economics of Scientific Journal Publishing” (with K. Nyborg, B. Harstad, S. Holden, and K. Storesletten), *Journal of Peer Production* **13** (2019).
- “Sweetening the Pill: A Theory of Waiting To Merge” (with E. Fumagalli), *Journal of Industry, Competition & Trade* **19** (2019), 351-388.
- “Creating Balance in Dynamic Games” (with D.J. Clark), *International Journal of Industrial Organization* **69** (2020), Article 102578.
- “Gaining Advantage by Winning Contests” (with D.J. Clark and J.Y. Sand), *Review of Economic Design* **24** (2020), 23-38.
- “Delegation of Regulation” (with T. Kundu), *Journal of Industrial Economics*, forthcoming.
- “Competitive Balance When Winning Breeds Winners” (with D.J. Clark), *Social Choice and Welfare*, forthcoming.

*Publications in Norwegian-language journals, etc.:*

- “Planleggingstid og utvinningsgrad ved olje- og gassproduksjon” (with A.N. Nystad), *Sosialøkonomen* **39**(8), 22-25, 1985.
- “Beveger norsk bankvesen seg fra underskudd til stilltiende samarbeid?”, *Sosialøkonomen* **42**(6), 10-12, and **42**(7), 10-11, 1988.
- “Til minne om Cournot: En kommentar”, *Norsk Økonomisk Tidsskrift* **103**, 310-313, 1989.
- “Bankenes utlånstap”, *Sosialøkonomen* **45**(11), 11-18, 1991.
- “Markedsstruktur og bedriftsintern effektivitet”, Appendix 5 to *NOU 1992:26* (Sysselsettingsutvalget), 416-428, 1992.
- “Hvordan skaffe kapital til næringslivet? Bank kontra aksjemarked”, *Norsk Økonomisk Tidsskrift* **109**, 27-50, 1995.
- “Krysseie og eierkonsentrasjon i det norsk-svenske kraftmarkedet” (with N.-H. von der Fehr, E. Sørensen, and L. Sørsgard), *Konkurransen* **1**(3), 13-16, 1998.
- “De vet no’ som ikke vi vet: Nobel-prisvinnerne i økonomi”, *Økonomisk forum* **55**(9), 27-33, 2001.
- “Medier i markedet”, *Økonomisk forum* **60**(2), 20-26, 2006.
- “Opsjoner til bedriftsledere: har vi noe valg?”, *Søkelys på arbeidslivet* **24**, 303-314, 2007.
- “Skattefinansiering av kringkasting”, *Samfunnsøkonomen* **6**/2015, 4-6.
- “Hvordan skal vi publisere?”, *Samfunnsøkonomen* **2**/2019, 17-20.
- “Prisdiskriminering i dagligvarebransjen” (with T.S. Gabrielsen and E.R. Moen), *Samfunnsøkonomen* **3**/2020, 21-30.

*Articles in Norwegian newspapers:*

- “Hvordan skal avisene tjene penger?” (with H.J. Kind and L. Sørsgard), *Dagens Næringsliv*, 20.03.2009.
- “Steng tunnelene”, *Dagens Næringsliv* 11.05.2009.
- “Barna blir taperne – igjen” (with I.S. Tjelflaat), *Bergens Tidende* 09.04.2013.
- “Barnevern og medhold”, *Dagsavisen* 25.04.2018.
- “Åpen tilgang fjerner ikke forlagenes makt” (with K. Nyborg, S. Holden, K. Storesletten, and

B. Harstad), *Aftenposten* 05.02.2019.  
“Påbud om like innkjøpspriser kan gi dyrere dagligvarer” (with T.S. Gabrielsen and E.R. Moen), *Dagens Næringsliv* 17.01.2020.  
«Plan S: snøballen som stopper opp» (with C.H. Knutsen and T. Wig», *Khrono.no* 18.08.2020.

*Working papers:*

“When Pooling Is the Rule: Asymmetric-Information Models with Incomplete Separation”.  
“Strategic Informative Advertising on TV” (with L. Sørgard).  
“The TV Industry: Advertising and Programming” (with L. Sørgard).  
“Who Are the Advertisers?” (with L. Sørgard).  
“Delegating Pollution Permits” (with T. Kundu).