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Dr. Catherine de Fontenay

Research Interests

Development Economics, Industrial Organization, Bargaining Theory,
Theory of Contracts and Organizations, Comparative Institutional Analysis

Teaching Interests

Game Theory, Microeconomics, Industrial Organization, Development Economics

Citizenship and Residency

United States and France.
Permanent Resident of Australia

Education

Ph.D Economics, Stanford University, 1998.
B.A. Honours Economics, McGill University, 1989

Publications

- “Vertical Integration in the Presence of Upstream Competition.” With Joshua Gans. *RAND Journal of Economics*, Autumn 2005, 36(3), 544-572.
- “Optional Fixed Fees in Multilateral Vertical Relations.” With Joshua Gans. *Economics Letters*, 2005, 88, 184-189.
- “Vertical Integration and Competition between Networks.” With Joshua Gans. *Review of Network Economics*, March 2005, 14(1), 4-18.
- “The Dual Role of Market Power in the Big Push: from Evidence to Theory.” *Journal of Development Economics*, October 2004, 75(1), 221-238.
- “Can Vertical Integration by a Monopsonist Harm Consumer Welfare?” With Joshua Gans. *International Journal of Industrial Organization*, June 2004, 22(6), 821-834.
- “Israel’s ‘Silicon Wadi’: the sources of its comparative advantage in the IT industry.” With Erran Carmel. In *Building High-Tech Clusters*, Bresnahan and Gambardella eds., Cambridge University Press, 2004.
- “Organizational Design and Technology Choice under Intrafirm Bargaining: Comment.” With Joshua Gans. *American Economic Review*, March 2003, 93(1), 448-455.
- “The Role of Mobility in Offsetting Inequality: A Nonparametric Exploration of the CPS.” With Tue Gørgens and Haoming Liu. *Review of Income and Wealth*, 48(3)(2002), 347-370.
- “Returns to Scale in One-Shot Information Processing When Hours Count.” With Kieron Meagher. *Review of Economic Design*, 6(2001), 113-124.

Market Power and the Big Push in a Developing Country: The Case of Agro-Exports in Northern Honduras. PhD. Dissertation, Department of Economics, Stanford University, 1998.

Working Papers

“Bilateral Bargaining with Externalities.” With Joshua Gans.

“Supply Competition and Outsourcing: A Bilateral Bargaining Approach.” With Joshua Gans.

“The Source of Specificity: Grossman-Hart-Moore versus Williamsonian effects in Vertical Integration.” With Joshua Gans.

“Efficiency in Multilateral Vertical Contracting: Bargaining and the Nature of Competition.” With Joshua Gans.

Professional Experience

Research Positions and Lectureships:

- Associate Professor, Melbourne Business School, October 2001 to present; and Senior Lecturer, Department of Economics, University of Melbourne, July 2003 to present.
- Visiting Associate Professor, Stern School of Business, NYU, Spring 2006.
- Visiting Scholar, Stanford Institute for Economic Policy Research, 2001.
- Research Associate, Economics Division, Research School of Pacific and Asian Studies, ANU (honorary position) since 1999
- Lecturer, Department of Economics, University of New South Wales, 1998 to 2001
- Visiting Fellow, Economics Division, Research School of Pacific and Asian Studies, ANU, September 1997 to February 1998

Field Experience:

- Mini-survey on the cost of crime to shopkeepers in Buenos Aires, Argentina, November 2005
- Data collection by phone interview with software firms in North America, Europe.
- Interviews of the management of software firms that have offices in Israel and the United States. Interviews in Israel (February and March 2001) and in California (May 2001)
- Volunteer Consultant to the relief effort of the Anglican Church in Honduras, in February 1999, following the November 1998 hurricane disaster. Survey of economic conditions of refugees.
- 8 Months Fieldwork in Honduras, in 1994 and 1995. Survey of 80 Farms growing oil-palm and bananas. Interviews within the oil-palm crushing and refining industry, and the banana-exporting industry, and the public sector. Visiting Scholar, Pan-American Agriculture School.
- 3 Months in El Salvador, 1992. Interviews within the public sector

Teaching Experience:

- **Economic Development** (Department of Economics, University of Melbourne): 3rd year undergraduate course; 3 sessions.
- **Firms and Markets** (Stern School of Business, NYU): 1st year MBA core course; 2 sessions
- **Managerial Economics** (Melbourne Business School): 1st year MBA core course; 9 sessions.

- **Game Theory and Business Strategy** (UNSW): 2nd year undergraduate course; 3 sessions. Basic game theory and IO, and its application to business strategy. Primarily theoretical work, with some case studies.
- **Industrial Organization** (UNSW), taught jointly with Dr. Kieron Meagher: graduate and 4th year honours course; 3 sessions.
- **Markets in Developing Countries** (UNSW): Masters of Commerce course, ½ session. Issues of market and contractual failure in developing countries.
- **Strategic Game Theory for Managers** (AGSM) MBA course, 1 session. Mid-level game theory with applications to strategy, and introductory decision analysis.
- **Macroeconomics 1** (UNSW): 1st year undergraduate course; 1 session.