

July 2017

**WOUTER DESSEIN**  
Graduate School of Business  
COLUMBIA UNIVERSITY

**Correspondence:**

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Columbia University  
3022 Broadway, Uris Hall 625  
New York, NY 10027  
[wd2179@columbia.edu](mailto:wd2179@columbia.edu)

**CURRICULUM VITAE**

**MAIN POSITION**

**Eli Ginzberg Professor of Finance and Economics**, Columbia University, Graduate School of Business

**OTHER POSITIONS**

- Chair of Economics Division, *Columbia Business School*.
- Editor-in-Chief, *Journal of Law, Economics and Organization*.
- Associate Editor, *American Economic Journal: Microeconomics*

**PREVIOUS ACADEMIC POSITIONS**

- 2008: **Professor of Finance and Economics**, Columbia Business School.
- 2007–2008: **Senior Research Chair**, Toulouse School of Economics
- 2005–2008: **Associate Professor of Economics**, University of Chicago GSB
- 2001–2005: **Assistant Professor of Economics**, University of Chicago GSB

**EDUCATION**

- 2000: **Ph.D. in Economics**, Université Libre de Bruxelles, Belgium, and University of Toulouse, France.  
Advisors: Prof. Mathias Dewatripont, Prof. Patrick Rey, Prof. Jean Tirole.
- 1997: **M.A. Mathematical Economics and Econometrics**, University of Toulouse, France.
- 1997: **B.S. in Management and Applied Sciences (Handelsingenieur)**, Katholieke Universiteit Leuven, Belgium.

**PUBLICATIONS**

- **“Rational Inattention and Organizational Focus”**  
*American Economic Review*; June 2016, Vol 106:1522-36.  
(with Tano Santos and Andrea Galeotti)
- **“Delegation and Performance Pay: Evidence from Industrial Sales Force”**  
*Journal of Law, Economics & Organization*; 2016, Vol 32(3): 508-544.  
(with Desmond Lo, Mrinal Ghosh, and Francine Lafontaine.)
- **“Attention in Organizations”**  
*The Oxford Handbook on the Economics of Networks*; 2016,  
eds. Bramouille Y, A. Galeotti and B. Rogers. (with Andrea Prat)

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- **“Organizing to Adapt and Compete”**  
*American Economic Journal: Microeconomics*; May 2015, Vol 7: 158-187.  
(with Ricardo Alonso and Niko Matouschek).
- **“Incomplete Contracts and Firm Boundaries: New Directions”**  
*Journal of Law, Economics & Organization*; May 2014, Vol 30, suppl. 1, i13-i36.
- **“Pandering to Persuade”**  
*American Economic Review*, February 2013, Vol. 103: 47-79.  
(with Yeon-Koo Che and Navin Kartik)
- **"Organizing for Synergies"**  
*American Economic Journal: Microeconomics*, November 2010, Vol. 2(4): 77-114.  
(with Luis Garicano and Robert Gertner)
- **“Strategic Communication: Prices versus Quantities”**  
*Journal of the European Economic Association*, April-May 2010, Vol. 8 (2-3): 365-376.  
(with Ricardo Alonso and Niko Matouschek)
- **“Centralization versus Decentralization: An Application to Price Setting by a Multi-Market Firm”**  
*Journal of the European Economic Association*, April-May 2008, Vol. 6 (2-3): 457-467.  
(with Ricardo Alonso and Niko Matouschek)
- **“When does Coordination require Centralization?”**  
*American Economic Review*, March 2008, Vol. 98 (1): 145-179. (with Ricardo Alonso and Niko Matouschek)
- **“Adaptive Organizations”**  
*Journal of Political Economy*, October 2006, Vol. 114 (5): 956-995. (with Tano Santos)
- **“Information and Control in Ventures & Alliances”**  
*Journal of Finance*, 2005, Vol. 60 (5): 2513-2550 (Nominated for a Brattle Prize)
- **"Network Competition with Heterogeneous Customers and Calling Patterns"**  
*Information Economics and Policy*, 2004, Vol. 16: 323-345.
- **“Network Competition in Nonlinear Pricing”**  
*Rand Journal of Economics*, Winter 2003, Vol. 34 (4): 593-611. (Lead Article)
- **“Authority and Communication in Organizations”**  
*Review of Economic Studies*, October 2002, Vol. 69: 811-838.

**WORKING PAPERS**

- **“Organizational Capital, Managerial Heterogeneity and Firm Dynamics** (August 2017)  
(with Andrea Prat)
- **“Organizations with Power-Hungry Agents”** (July 2017)  
(with Richard Holden)
- **“Managerial Style and Attention”** (September 2016)  
(with Tano Santos)
- **“Why a Group Needs a Leader: Decision-making and Debate in Committees.”** (Feb 2007)  
*R&R Rand Journal of Economics* (August 2007)

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**OTHER PUBLICATIONS**

- “Why Mergers Fail.”, with L. Garicano and R. Gertner, in *Capital Ideas*, December 2005;

**GRANTS AND HONORS**

- Excellence in Refereeing Award 2016, *American Economic Review*.
- Fernand Braudel Senior Fellow, European University Institute, Fall 2016.
- Editor-in-Chief, *Journal of Law, Economics and Organization*, 2013-.
- Co-Editor, *Journal of Law, Economics and Organization*, 2009-2013.
- Associate Editor, *American Economic Journal: Microeconomics*, 2013-
- CEPR Research Fellow, 2009-
- CEPR Research Affiliate, 2000 -2009
- Fellow, Strategy Research Initiative.
- Associate Editor, *Journal of the European Economic Association*, 2008-2009
- Editorial Board, *The Review of Network Economics*, 2001-2009
- Nominated for a 2005 Brattle Price for “Information and Control in Ventures and Alliances”.
- Charles E. Merrill Scholar, Chicago GSB, 2003-2004.
- Selected for the *Review of Economic Studies* Tour as one of the best Econ Ph.D. students in 2000.
- Fellow of the Fund for Scientific Research Flanders (FWO), 1997- 2001.

**REFEREING FOR PROFESSIONAL JOURNALS**

American Economic Review, Journal of Political Economy, Review of Economic Studies, Quarterly Journal of Economics, Econometrica, Journal of Finance, American Economic Journal: Microeconomics, Rand Journal of Economics, Journal of Law, Economics and Organization, Management Science, Review of Economics and Statistics, Journal of Economic Theory, Theoretical Economics, Journal of Public Economics, Journal of the European Economic Association, Journal of Law & Economics, Journal of Industrial Economics, Journal of Economics and Management Strategy, Journal of Economic Behavior and Organization, among many others.

**OUTSIDE ACTIVITIES:**<sup>1</sup> None

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<sup>1</sup> Columbia Business School requires its faculty members to disclose any activities that might present a real or apparent conflict of interest.