

October 2014

# Alexandre de Cornière

University of Oxford  
Nuffield College  
New road  
Oxford OX1 1NF  
United Kingdom

E-mail : [adecorniere@gmail.com](mailto:adecorniere@gmail.com); Phone : +44 7963 080665

Website : <http://sites.google.com/site/adecorniere/>

Nationality : French

Date of birth : January 27th 1984

## EMPLOYMENT

---

**2012-present** : Post-doctoral research fellow, University of Oxford (Nuffield College and Economics Department)

## EDUCATION

---

**2008-2012** : Ph.D. Economics, Paris School of Economics.

**2007-2008** : M. A. Economics, Paris School of Economics

**2007-2008** : M.Sc. Statistics and Economics, ENSAE, Paris

**2004-2008** : Ecole Normale Supérieure, Cachan

## RESEARCH FIELDS

---

**Primary** : Industrial Organization (Internet, media, advertising, competition policy)

**Secondary** : Microeconomic Theory

## RESEARCH PAPERS

---

### Quality Provision in the Presence of a Biased Intermediary

with Greg Taylor : **job market paper**

*Abstract* : In many industries, consumers rely on recommendations by an intermediary when choosing between competing products. In this paper, we look at how the existence of contracts between firms and intermediaries affects the quality of the advice received by consumers, and firms' incentives to invest in improving the quality of their products. We consider a model with one intermediary and two firms who decide how much to invest. Under a variety of contractual environments (vertical integration, ex post contracting) we show that, even though the intermediary tends to endorse the best firm, contractual endorsement distorts firms' incentives to invest. Quality can then decrease or increase compared to an objective benchmark. We contrast our approach to a setup with fixed qualities and endogenous prices, under which contractual endorsement hurts consumers.

### Integration and Search Engine Bias (2014)

with Greg Taylor. *RAND Journal of Economics*

### Online Advertising and Privacy

with Romain de Nijs. Conditionally accepted at the *RAND Journal of Economics*

### Search Advertising

Revise and resubmit, *American Economic Journal : Microeconomics*.

## TEACHING EXPERIENCE

---

**Undergraduate :** Microeconomics, Game Theory, Industrial Organization, Contract Theory.

**Graduate :** Competition Policy (Oxford MPhil).

## AWARDS AND GRANTS

---

**NET Institute Research Grant**, with Greg Taylor, 2014.

**Young Economist Essay Award** European Association for Research in Industrial Economics, 2010

**Doctoral scholarship** ENS Cachan, 2008-2010

**Undergraduate scholarship** ENS Cachan, 2004-2008

## PROFESSIONAL ACTIVITIES

---

Referee for : *American Economic Review*, *Economic Journal*, *International Journal of Industrial Organization*, *Journal of Economics & Management Strategy*, *Journal of Economic Theory*, *Journal of the European Economic Association*, *Journal of Industrial Economics*, *Journal of Mathematical Economics*, *RAND Journal of Economics*, *Review of Economic Design*, *Theory and Decision*

Program Committee member for *the Fourteenth ACM Conference on Electronic Commerce (EC'13)*

## RECENT AND FORTHCOMING TALKS

---

Summer Institute in Competitive Strategy, Haas School of Business, Berkeley, July 2014

7th Conference on the economics of advertising and marketing, Vienna, June 2014

Workshop on Internet Economics and Privacy, The Hague, June 2014

7th Conference on the Economics of Information and Communication Technologies, Telecom ParisTech, Paris, 2014

11th Workshop on Media Economics, Tel-Aviv, 2013

7th bi-annual Conference on The Economics of Intellectual Property, Software and the Internet , Toulouse, 2013

IIOC Conference, Boston, 2013

4th workshop on ICT, Evora, 2013

## ACADEMIC REFERENCES

---

Jacques Crémer  
Toulouse School of Economics  
jacques.cremer@tse-fr.eu

Benjamin E. Hermalin  
University of California, Berkeley  
hermalin@berkeley.edu

Margaret Meyer  
University of Oxford  
margaret.meyer@nuffield.ox.ac.uk

Régis Renault  
Université Paris Dauphine  
regis.renault@dauphine.fr