

# CURRICULUM VITAE

LUKASZ GRZYBOWSKI

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## ADDRESS

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## CURRENT APPOINTMENT

01.2012 - now: Associate Professor, Telecom Paris

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## QUALIFICATIONS

06.2015: Habilitation (HDR), University Paris 1 Pantheon-Sorbonne

05.2001 - 07.2005: Ph.D. Economics, Ludwig Maximilians Universität München

10.1995 - 10.2000: M.Sc. Quantitative Methods and Information Systems, Warsaw School of Economics

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## PAST EMPLOYMENTS

01.2012 - 12.2018: Associate Professor, School of Economics, University of Cape Town

07.2010 - 12.2011: Senior Lecturer, School of Economics, University of Cape Town

08.2008 - 06.2010: Manager, Econometrics Team, Ernst & Young, London

08.2007 - 08.2008: Economist, UK Competition Commission

10.2006 - 09.2007: Visiting Assistant Professor, University of Alicante

09.2005 - 10.2006: Post-Doctoral Fellow, CEPR RTN Competition Policy in International Markets, Katholieke Universiteit Leuven, Belgium

04.2006 - 08.2006: Postgraduate Trainee, Chief Economist's Office, DG Competition, European Commission, Brussels

05.2001 - 07.2005: Research Assistant, Center for Information and Network Economics  
University of Kiel and University of Munich

09.1998 - 04.2001: Bertelsmann Media Poland  
Data Base Marketing Project Manager

06.1997 - 08.1997: internship, Department of Information Technology, Polkomtel S.A.

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## WORKING/SUBMITTED PAPERS

“International price differences in online markets – Evidence from portable computers”, with Nestor Duch-Brown, Frank Verboven and Andre Romahn, R&R American Economic Journal: Microeconomics.

“Narrowing the digital divide: the role of complementarities between fixed and mobile data in South Africa”, under review

- “How bundling impacts entry? Evidence from broadband market”, with Christine Zulehner and Roxana Fernandez
- “Bundling and consumer churn in telecommunications”, with Christine Zulehner and Julienne Liang
- “Impact of roaming regulation on prices, revenues and profits of mobile operators in the EU”, with Angela Munoz
- “Mobile phones and financial inclusion in Sub-Saharan Africa”, with Onkokame Mothobi and Valentin Lindlacher

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## PUBLICATIONS

- “Are online markets more integrated than traditional markets? Evidence from consumer electronics”, with Nestor Duch-Brown, Frank Verboven and Andre Romahn, *Journal of International Economics*, 2021, Vol.131.
- “Consumer inertia in repeated choices of smartphones”, with Ambre Nicolle, *Journal of Industrial Economics*, 2021, 69(1), pp.33-82.
- “Distribution of the benefits of regulation vs. competition: The case of mobile telephony in South Africa”, with Ryan Hawthorne, *International Journal of Industrial Organization*, 2021, 74.
- “Unbundling the incumbent and deployment of high-speed Internet: evidence from France”, with Marc Bourreau and Maude Hasbi, *International Journal of Industrial Organization*, 2019, 67.
- “Transition from copper to fiber broadband: the role of connection speed and switching costs”, with Maude Hasbi and Julienne Liang, *Information Economics and Policy*, 2018, 42, pp.1-10.
- “Impact of competition and regulation on prices of mobile services: Evidence from France”, with Ambre Nicolle and Christine Zulehner, *Economic Inquiry*, 2018, 56(2), pp. 1322-1345.
- “The impact of online sales on consumers and firms – Evidence from consumer electronics”, with Nestor Duch-Brown, Frank Verboven and Andre Romahn, *International Journal of Industrial Organization*, 2017, 52, pp. 30-62.
- “Infrastructure deficiencies and adoption of mobile money in Sub-Saharan Africa”, with Onkokame Mothobi, *Information Economics and Policy*, 2017, 40, pp. 71-79.
- “Substitution between fixed-line and mobile access: the role of complementarities”, with Frank Verboven, *Journal of Regulatory Economics*, 2016, 49(2), pp. 113-151
- “The role of network effects and consumer heterogeneity in the adoption of mobile phones: evidence from South Africa”, *Telecommunications Policy*, 2015, 39(11), pp. 933-943.
- “Estimating demand for fixed-mobile bundles and switching costs between tariffs”, with Julienne Liang, *Information Economics and Policy*, 2015, 33, pp. 1-10.
- “Market definition of broadband Internet services in Slovakia: are fixed and mobile in the relevant market?”, with Rainer Nitsche, Lars Wiethaus and Frank Verboven, 2014, *Information Economics and Policy*, 28, pp. 39-56.
- “Fixed-to-mobile substitution in the European Union”, *Telecommunications Policy*, 2014, 38(7), pp. 601-612.
- “Estimating broadband diffusion in the EU using NUTS1 regional data”, with Magali Dauvin, *Telecommunications Policy*, 2014, 38(1), pp. 96-104.
- “Dynamic duopoly competition with switching costs and network externalities”, with Toker Doganoglu, *Review of Network Economics*, 2013, 12(1), pp.1-25.
- “Screening competition in mobile telephony”, *Applied Economics*, 2011, 43(17), pp.2155-2163.

- "Estimating network choices and switching costs in mobile telephony", with Pedro Pereira, *Review of Industrial Organization*, 2011, 38(1), pp.23-42.
- "Hedonic study on mobile telephony market in France: price-quality strategies", with Chiraz Karamti, *Netnomics*, 2010, 11(3), pp.255-289.
- "Competition in mobile telephony in France and Germany", with Chiraz Karamti, *Manchester School*, 2010, 78(6), pp.702-724.
- "The consumer welfare loss of minimum charges in mobile telephony", with Pedro Pereira, *Telecommunications Policy*, 2009, 33(3-4), pp.200-206.
- "Complementarity between calls and messages in mobile telephony", with Pedro Pereira, *Information Economics and Policy*, 2008, 20(3), pp.279-287.
- "Estimating switching costs in mobile telephony in the UK", *Journal of Industry, Competition and Trade*, 2008, 8(2), pp.113-132.
- "The impact of regulation on the retail prices in fixed-line telephony across the European Union", *Telecommunications Policy*, 2008, 32(2), pp.131-144.
- "The competitiveness of mobile telecoms across the European Union", *International Journal of the Economics of Business*, 2008, 15(1), pp.99-115.
- "Simulation of merger in mobile telephony in Portugal", with Pedro Pereira, *Review of Industrial Organization*, 2007, 31(3), pp.205-220.
- "Estimating network effects in mobile telephony in Germany", with Toker Doganoglu, *Information Economics and Policy*, 2007, 19(1), pp.65-79.
- "Regulation of mobile telephony across the European Union: An empirical analysis", *Journal of Regulatory Economics*, 2005, 28(1), pp.47-67.

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## JOURNALS

- 03.2016 - now:    Review of Network Economics, Editor in Chief
- 09.2017 - now:    Information Economics and Policy, Editorial Board

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## REFEREE ACTIVITY

Applied Economics; Economic Inquiry; Economics Letters; Empirical Economics; Economics Bulletin; Homo Oeconomicus; Information Economics and Policy; Information Systems Research; International Journal of Industrial Organization; Journal of Economics and Management Strategy; Journal of Industrial Economics; Journal of Industry, Competition and Trade; Managerial and Decision Economics; Telecommunications Policy; The BE Journal in Theoretical Economics; Review of Industrial Organization; Review of Network Economics; Southern Economic Journal; South African Journal of Economics, Utilities Policy

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## TEACHING

- Economics of Telecommunications, masters, 2012-2016, Telecom Paris
- Industrial Organization, masters, 2012-2020, Telecom Paris
- Economics of Network Industries, masters IREN, 2013-2020, Telecom Paris
- Empirical Industrial Organization, masters, 2011-2014, University of Cape Town
- Advanced Microeconomics, PhD, 2017-2020, University of Cape Town.
- Industrial Organization, honors, 2010-2020, University of Cape Town
- Economic Policy, honors, 2010-2011, University of Cape Town

Quantitative Methods in Competition Policy, 2011, South African Competition Commission  
Industrial Organization, undergraduate, 2007, University of Alicante (in Spanish)  
Mathematics, undergraduate, 2007, University of Alicante (in Spanish)

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## PHD SUPERVISION

Angela Munoz, co-supervisor, Telecom Paris  
Ryan Hawthorne, main supervisor, graduated 2019, University of Cape Town  
Ambre Nicolle, main supervisor, graduated 2018, Telecom Paris  
Onkokame Mothobi, main supervisor, graduated 2017, University of Cape Town  
Maude Hasbi, co-supervisor, graduated 2017, Telecom Paris

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## PRESENTATIONS

Conferences: 2019: Annual Scientific Seminar on the Economics and Policy of Communications and Media, Florence; 17th ZEW Conference on the Economics of ICT, Mannheim; Warsaw International Economic Meeting; CRESSE 2019, Rhodes, Greece  
2018: Annual Scientific Seminar on the Economics and Policy of Communications and Media, Florence; ITS Seoul 2018; Warsaw International Economic Meeting.  
2017: Annual Scientific Seminar on the Economics and Policy of Communications and Media, Florence; 15th Annual International Industrial Organization Conference, Boston; Warsaw International Economic Meeting; ITS Kyoto 2019; 11th Annual Competition Law, Economics & Policy Conference, Pretoria.  
2016: Ninth IDEI-TSE-IAST Conference on The Economics of Intellectual Property, Software and the Internet, Toulouse; Annual Scientific Seminar on the Economics and Policy of Communications and Media, Florence; Warsaw International Economic Meeting; CRESSE 2016, Rhodes, Greece.  
2015: 4th International Workshop on the Economics of Competition and Industrial Organization, Cape Town; Annual Scientific Seminar on the Economics and Policy of Communications and Media, Florence; 13th Annual International Industrial Organization Conference, Boston; Warsaw International Economic Meeting; Applied Economics Meeting, Alicante.  
2014: Workshop on Industrial Organisation, University of Johannesburg; Annual Scientific Seminar on the Economics and Policy of Communications and Media, Florence; 12th Annual International Industrial Organization Conference, Chicago; Workshop IO: Theory, Empirics and Experiments, Alberobello; Warsaw International Economic Meeting.  
2013: 4th Workshop on the Economics of ICTs, Evora, Portugal; Workshop on Telecommunications Economics, Barcelona; ERSa workshop on Time Series and Competition Policy, Stellenbosch, South Africa; Warsaw International Economic Meeting.  
2012: Warsaw International Economic Meeting.  
2011: ERSa Workshop on IO and Trade, Durban; Warsaw International Economic Meeting, Warsaw; Conference on Privatisation and Liberalization, Stockholm; ERSa Stellenbosch University; The 9th GLOBELICS International Conference, Buenos Aires.  
2010: Competition and Regulatory Policy Workshop, London.  
2008: Competition and Regulatory Policy Workshop, Las Palmas; 6th International Industrial Organization Conference, Washington DC.  
2007: Conference on the Economics of ICT, Paris.  
2006: 4th International Industrial Organization Conference, Boston; Conference on the Economics of ICT, Paris; Warsaw Economic Meeting; Conference on Telecommunications, Lisbon.  
2005: 5th ZEW Conference on the Economics of ICT, Mannheim; 20th Annual Congress of the EEA, Amsterdam;  
2004: 2nd International Industrial Organization Conference, Chicago; 19th Annual Congress of the EEA, Madrid; 7th Workshop on Economics of Information and Network Economics, Kloster Seon; European Doctorate Group in Economics Jamboree, Dublin; The Econometrics of Industrial Organization, Marseille;  
2003: 30th EARIE Conference, Helsinki; 6th Workshop on Economics of Information and

Network Economics, Kiel;

2002: 29th EARIE Conference, Madrid; 8th Spring Meeting of Young Economists, Leuven.

Summer Schools: Summer School on Industrial Dynamics, Cargese 2003; IO Summer School: Theory, Econometrics, and Anti Trust Policy, Mannheim 2005; 3rd CEPR School in Applied IO, Funchal 2006; Summer School on Industrial Dynamics, Cargese 2006.

Seminars: CREST, University of Kiel, University of Munich, Universitat Pompeu Fabra, IDEI Toulouse, Katholieke Universiteit Leuven, University of Hamburg, University of Tilburg, European Bank of Reconstruction and Development (London), Central European University (Budapest), CEPR Young Researchers' Meeting at DG Competition (Brussels), DG Competition (Brussels), University of Alicante, University of Bochum, DG Competition (Brussels), University of Groningen, Competition Commission, University of Munich, Instituto Superior Tecnico Lisbon, Universidad del Rosario (Bogota), University of Cape Town, University of Johannesburg, University of Witwatersrand, University of Pretoria, SA Competition Commission, Telecom ParisTech, Ofcom (London).

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## GRANTS

07.2013 - 09.2013: summer grant, Net Institute, Stern Business School, NYU

07.2007 - 09.2007: summer grant, Net Institute, Stern Business School, NYU

07.2006 - 09.2006: summer grant, Net Institute, Stern Business School, NYU

03.2006 - 08.2006: Portuguese Competition Authority, research grant

09.2005 - 10.2006: CEPR RTN Competition Policy in International Markets, European Commission

10.2003 - 06.2005: Deutsche Forschungsgemeinschaft, doctoral grant

10.2004 - 03.2005: GREMAQ, Universite Toulouse, doctoral grant

01.2004 - 06.2004: Marie Curie Fellowship, European Commission

05.2001 - 09.2003: Volkswagen Stiftung, doctoral grant

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## REFERENCES

Professor Frank VERBOVEN  
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Katholieke Universiteit Leuven  
Naamsestraat 69  
3000 Leuven, Belgium  
E-mail: frank.verboven@econ.kuleuven.be

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97070 Würzburg, Germany  
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1090 Vienna, Austria  
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