

**Current Position**

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09/2025 – Assistant Professor (with tenure) | Enseignante-Chercheuse  
Centre for Economics and Public Decisions, *Mines Paris – PSL*, France

**Past Positions**

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09/2022 – 08/2025 Assistant Professor | Akademische Rätin  
Institute for Strategy, Technology and Organization, LMU School of  
Management, *Ludwig Maximilian University* (LMU), Germany.  
Deputy Head of the Institute [2024 – 2025]

12/2020 – 09/2022 Assistant Professor (tenure-track) | Enseignante-Chercheuse  
Center for Research in Economics and Statistics (CREST), *École Nationale  
de la Statistique et de l'Analyse de l'Information* (ENSAI), France.

10/2018 -11/2020 Post-doctoral Researcher (LMU Incoming Research Fellow)  
Marie Skłodowska-Curie COFUND scheme and LMUexcellent  
Institute for Strategy, Technology and Organization (ISTO) *Ludwig  
Maximilian University* (LMU), Germany.

01/2020 - 03/2020 Visiting Researcher, Cambridge Judge Business School  
*University of Cambridge*, United Kingdom.

12/2017 - 09/2018 Research Assistant, LabEx Entreprendre, *University of Montpellier*.  
Visiting Researcher, *Telecom Paris*, France.

12/2014 - 11/2017 Research Assistant, Economic Research Department, *Orange*, France.  
Visiting Researcher, *Telecom Paris*, France.

**Education**

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2014- 2018 PhD in Economics, *University of Montpellier*, France.  
“Essays in Empirical Industrial Organization: Demand and Supply in the  
Mobile Telecommunications Markets”.  
Main advisors: Edmond Baranes (*University of Montpellier*) and Lukasz  
Grzybowski (*Telecom Paris*, now *University of Warsaw & University of  
Cape Town*).

2012-2014 Masters in Economics, *University of Montpellier*, France.

2009-2012 Bachelor in Economics and Management, *University of Perpignan*, France.

## Research Projects

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### Publications

- [1] Platform competition and strategic trade-offs for complementors: Heterogeneous reactions to the entry of a new platform (2026), joint with Johannes Loh. Published in *Strategic Management Journal*.
- [2] Strategic Confusopoly: Evidence from the UK mobile market (2025), joint with Christos Genakos and Tobias Kretschmer. Published in *Strategy Science*.
- [3] Displacement and complementarity in the recorded music industry: Evidence from France (2023), joint with Marc Ivaldi, Frank Verboven and Jiekai Zhang. Published in *Journal of Cultural Economics*, 48(1), 43-94.
- [4] Estimating consumer inertia in repeated choices of smartphones (2021), joint with Lukasz Grzybowski. Published in *Journal of Industrial Economics*, 69: 33-82.
- [5] Assessing fifteen years of State Aid for broadband networks in the European Union: a quantitative analysis (2020), joint with Marc Bourreau and Richard Feasey. Published in *Telecommunications Policy*, 44(7), 101974.
- [6] Impact of competition, investment, and regulation on prices of mobile services: Evidence from France (2018), joint with Lukasz Grzybowski and Christine Zulehner. Published in *Economic Inquiry*, 56(2), 1322-1345.

### Working papers

- [7] Are consumers myopic? Evidence from handset and mobile services choices. Single authored. Revise and Resubmit at *Journal of Industrial Economics*.
- [8] Threats, Bans, and Competition: Ripple Effects in the Global Smartphone Market. Single authored. Revise and Resubmit at *International Journal of Industrial Organization*.
- [9] Who Bears the Costs of Technology Sanctions? Evidence from Global Smartphone Markets, joint with Shiyuan Li and Frank Verboven. *CEPR Discussion Paper n°21405*.
- [10] Competition-as-a-Service: How subscription bundles reshape platform competition and complementor performance, joint with Johannes Loh.
- [11] Is There (Still) Anybody Out There? Online Forums in the Age of Generative AI, joint with Ralf Elsas-Nicolle.

### Work-in-progress

- [12] My fault – Your fault: Knowledge-Seeking Frictions in Online Communities, joint with Tobias Kretschmer and Sophia Wetzler.
- [13] When Platform Governance Hurts: Content Moderation, Monetization, and Complementor Responses, joint with Raphaela Andres, Michelangelo Rossi, and Mark Tremblay.

## Book

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*Digital Markets and Platforms*. Textbook co-authored with Tobias Kretschmer. Forthcoming, MIT Press (Winter 2027).

## Policy reports and briefs

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Confusopoly unveiled: How firms use complexity to raise prices, co-authored with Christos Genakos et Tobias Kretschmer.	[2025] VoxEU Column, Centre for Economic Policy Research (CEPR). [2022] CentrePiece The magazine for economic performance (LSE).
Substitution et complémentarité de la consommation de musique enregistrée à l'ère du numérique, co-authored with Marc Ivaldi, Frank Verboven, and Jiekai Zhang.	[2021] Report for the Département des Etudes, de la Prospective, des Statistiques et de la Documentation (DEPS), Ministère de la Culture.
State aid for broadband infrastructure in Europe: Assessment & policy recommendations, co-authored with Marc Bourreau and Richard Feasey.	[2018] Report for the Centre on Regulation in Europe (CERRE).

## Grants

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### Major Grants

2025-2028	Chaire de recherche Sciences Humaines et Sociales 2025. Grant from the <i>Région Ile de France</i> [Principal investigator, 150k€]. Project: "TNEF: Transformation Numérique des Entreprises Françaises : Facteurs d'Adoption, Impact des Politiques Publiques et Défis Règlementaires".
2025-2026	Grant from the Research in Strategic Management Program from the Strategy Research Foundation (SRF) of the Strategic Management Society. [Principal investigator, 25k\$]. Project: "Corporate Strategy in the Platform Economy: Organizations of Organizations and Competitive Dynamics". Co-investigator: Johannes Loh ( <i>VU Amsterdam</i> ).
2019-2020	Grant from the French Ministry of Culture [Co-investigator, 22k€]. Project: "Recorded Music Consumption in the Digital Era", joint with Marc Ivaldi ( <i>Toulouse School of Economics</i> ), Frank Verboven ( <i>KU Leuven</i> ) and Jiekai Zhang ( <i>Hanken School of Economics, now University of Southampton</i> ).
2018-2021	Incoming Research Fellowship from <i>Ludwig Maximilian University (LMU)</i> [Principal investigator, 55k€]. Project: "Consumer Behavior in Markets with Complex Pricing". Program co-financed by the Marie Skłodowska COFUND scheme of the European Union's Framework Program for Research "Horizon 2020. Three years of fellowship, start-up funding and annual allowance for travel and material expenses.

### *Other Grants*

2025: *LMU* Mentoring Program [1.5k€]; *LMU* PostDoctoral Support Funds [~4k€]. 2024: *LMU* Mentoring Program [1.7k€]; *LMU* PostDoctoral Support Funds [~3k€]. 2023: *LMU* PostDoctoral Support Funds [~2k€]. 2021-2022: Cooperation Funds from *Ludwig Maximilian University (LMU)* [5k€].

### **Awards and Honors**

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| 2025 | Best Reviewer Award, <i>Academy of Management Perspectives</i> .<br>Best Reviewer Award, <i>Competitive Strategy Interest Group</i> , Strategic Management Society (SMS). |
| 2024 | Nomination for the CSIG 2024 Best Proposal Awards (SMS 2024) with Johannes Loh.   |
| 2023 | Nomination for the SMS Annual Conference Best Paper Prize (SMS 2023) with Johannes Loh.   |
| 2019 | Best Reviewer Award, <i>International Journal of Industrial Organization</i> .  |
| 2019 | Honorable Mention for the Best PhD Thesis in Digital Economics Award, granted by the French Association for Research in Digital Economics (AFREN).                        |
| 2016 | Selected for the Rising Star session at EARIE 2016.   |

### **Presentations** (\*scheduled)

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#### *Invited talks*

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| 2025      | Seminar of the Research Institute of Industrial Economics (IFN), <i>Stockholm, Sweden</i> ; Montpellier Research in Economics Seminar, <i>Montpellier, France</i> .  |
| 2024      | Game Changers: The Business of Games, <i>University of Galway, Ireland</i> .<br>Applied Economics Seminar, <i>University of Bristol, UK</i><br>Research Seminar, <i>University of Freiburg, Germany</i>  |
| 2023      | LIEN Seminar, Economix, <i>University Paris Nanterre, France</i> ; LEDa's Seminar, <i>University Paris Dauphine – PSL, Paris, France</i> ; Brownbag Seminar, <i>Julius-Maximilians-Universität Würzburg, Germany</i> .   |
| 2022      | Digital Economics Seminar (jDES) organized by <i>UC Louvain, Telecom Paris</i> , and the <i>University of Bologna</i> .  |
| 2021      | CERNA <i>Mines-ParisTech</i> Lunch Seminar, France.  |
| 2016-2020 | Economics and Policy Seminar, <i>Cambridge Judge Business School, United Kingdom</i> .<br>CREM Seminar, <i>University of Rennes 1, France</i> . Centre on the Regulation in Europe (CERRE): Presentation of the report “State Aid for Broadband Networks”, Belgium.<br>Law, Institutions and Economics in Nanterre (LIEN) Seminar, Economix, <i>University Paris Nanterre, France</i> . DigiWorld Spring Session “Homo digitalis au coeur de la recherche”, France. Liège Competition and Innovation Institute (LCII) Seminar, <i>HEC Liège, Belgium</i> . |

## Conferences

- 2026 Digital Economy Workshop, Athens, Greece; 3EN Nice\*, France
- 2025 DIW Digital Economy Workshop, Berlin, Germany; VU Ecosystem Day, Amsterdam, The Netherlands; EU DPRN Summit, Madrid, Spain; AFSE, Paris-Saclay, France; 3EN Nanterre, France; AOM Annual Meeting, Copenhagen, Denmark. WiP Workshop, PSL, Paris, France.
- 2024 3EN Rennes, France; Digital Platform Ecosystem Forum, Passau, Germany
- 2023 AOM Annual Meeting, Boston, US.; 3EN Avignon, France.  
European Digital Platform Research Network Summit, Milan, Italy.  
Strategy Science Conference, Munich, Germany.  
14th Paris Conference on Digital Economics, Paris, France.
- 2016-2022 JMA, Rennes, France; AFSE, Dijon, France; EARIE, Vienna, Austria. 3EN Palaiseau, France; Competition and Innovation Summer School, Ulcinj, Montenegro; 3EN, La Rochelle, France; EARIE, Barcelona, Spain. Munich Summer Institute, Munich, Germany (Poster); IIOC, Indianapolis, USA ; ORG Seminar, Munich, Germany; TIME Seminar, Munich, Germany. EARIE, Maastricht, Netherlands; ITS, Passau, Germany; ZEW Summer Workshop for Young Economists, Mannheim, Germany. ITS, Cambridge, UK; EARIE, Lisbon, Portugal ; JMA, Besançon, France ; 3EN, Nice, France. 3EN Rennes, France.

*Discussions* Paris Conference in Digital Economics (2026), EU-DPRN Madrid (2025), TIME Colloquium, Munich (2024), Research on Innovation, Science and Entrepreneurship Workshop (2023), Munich Summer Institute PhD Workshop (2023), TIME Colloquium, Munich (2023); Munich Summer Institute PhD Workshop (2022); Paris Conference on Digital Economics (2021); Research on Innovation, Science and Entrepreneurship Workshop (2019); Munich Summer Institute (2019); Paris Conference on Digital Economics (2018); Paris Young Economists Seminar (2018).

## Teaching Experience (\*scheduled)

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### Lectures

#### *PhD Level*

- Quantitative Methods for Causal Inference (2025, 2026). *LMU Munich*, Germany (22h).

#### *Master Level*

- Digital Platform Strategy (2025). *Mines Paris – PSL*, France (30h).
- Panel Data Econometrics (2021, 2022). *ENSAI*, France (24h).
- Digital Economics (2021, 2022). *ENSAI*, France (12h).
- Discrete choice models (2022). *ENSAI*, France (5h).

### Guest lectures and Seminars

- Empirics of Organizations (2018, 2020, 2022, 2023) *LMU Munich*, Germany (6h).
- New products: from ideas to market (2022). *LMU Munich* (4h).
- Research Methods (2022). *ENSAI*, France. Undergraduate level (3h).
- Introduction to Econometrics with R (2017-2022). *Telecom Paris*, France (3h).
- Introduction to Game Theory (2017-2022) *Telecom Paris*, France (3h).

### *Undergraduate Level*

- Management and Economics of Platforms (2019, 2020, 2024). *LMU Munich*, Germany (10h).
- Managerial Economics (2023). *KU Leuven*, Belgium (21h).

### **Open Online Courses & Digital Teaching**

- Digital Markets and Platforms (2024-), *Virtuelle Hochschule Bayern & LMU Munich*. Massive Online Course developed with Tobias Kretschmer (15h of video content).

### *Theses supervision*

[Bachelor and Master Theses] About 25 students from *LMU Munich*, *EM Lyon*, *ENS Cachan*.

[Professional Theses] About ten students supervised at *ENSAI*.

### **Professional service and membership**

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**Ad hoc reviewer** for *Management Science* (1), *Strategic Management Journal* (1), *International Journal of Industrial Organization* (2), *Journal of the European Economic Association* (2), *European Economic Review* (2), *Journal of Competition Law & Economics* (2), *European Management Review* (2), *Information Economics and Policy* (1), *Journal of Cultural Economics* (1), *Academy of Management Perspectives* (3), *Review of Managerial Science*, (1), *Annals of Economics and Statistics* (1), *American Mathematical Monthly* (1) *Japan & The World Economy* (1), and for *AOM* and *SMS* Annual Conferences (>10).

### **(Editorial) Boards:**

- Member of the *European Management Review* Editorial Board since March 2023.
- Member of the *Academy of Management Perspectives* Editorial Board since August 2025.
- Member of the French Association for Research in Digital Economics (AFREN) board since 2023.

### **Coordination Roles** at the LMU School of Management:

- Study coordinator of the Postgraduate Doctoral Program (MBR) of LMU School of Management from August 2023 to September 2024.
- Coordinator of the MBR and PostDoc Funds (LMU Munich) from January 2023 to September 2024.

### **Organization of Scientific Events:**

- Paris Digitization Day, Mines Paris – PSL (2026)
- AFREN's Digital Economics Doctoral Workshop (2025)
- Munich Summer Institute PhD Workshop (2023, 2024, 2025)
- The ENSAI's Economic Days (2022)
- The 5<sup>th</sup> Digital Economics Summer School 3EN-AFREN, *University of Montpellier* (2018).

Former member of the Scientific Committee of the research network MARSOUIN (2021-2022) and of the Young Center for Advanced Studies of LMU Munich (2018-2020).

### **Computer skills & Languages**

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#### *Computer Skills*

Advanced: Stata, LATEX  
Intermediate: Web scraping with Python  
Basic: R, Mathematica

#### *Languages*

French: Native  
English: Fluent  
German: A2  
Spanish: A1