

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

**Correspondence:**

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Columbia University  
3022 Broadway, Uris Hall 819  
New York, NY 10027  
[wd2179@columbia.edu](mailto:wd2179@columbia.edu)

**CURRICULUM VITAE**

**PERSONAL**

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- **"Network Competition with Heterogeneous Customers and Calling Patterns"**  
*Information Economics and Policy*, 2004, Vol 16, pp. 323-345.
- **"Network Competition in Nonlinear Pricing"**  
Lead article in the *Rand Journal of Economics*, Winter 2003, Vol 34 (4), pp.593-611.
- **"Authority and Communication in Organizations"**  
*Review of Economic Studies*, October 2002, Vol. 69, pp. 811-838.

**SUBMITTED PAPERS**

- **"Organizing for Synergies,"** (Aug 2008)) (with L. Garicano and R. Gertner)
- **"Why a Group Needs a Leader: Decision-making and Debate in Committees"** (Feb 2007)

**WORK IN PROGRESS**

- **"Organize to Compete"** (with R. Alonso and N. Matouschek).
- **"Leadership and Communication"** ( with B. Biais and E. Perotti)
- **"Global Inc.: Wage Differentials, Strategy and the Location of International Production."**  
(with T. Santos and T. Chaney).

**OTHER PUBLICATIONS**

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

**CONFERENCE PRESENTATIONS**

- 2<sup>nd</sup> Annual Organizational Economics Workshop, Sydney, August 2008, Keynote speaker.
- SP-SP Workshop on IO Contracts and Organization, Barcelona IESE, March 2008.
- European Economic Association Meeting, Budapest, August 2007, Organizer of invited session on "Decision-making and Incentives in Organizations".
- Stanford Summer Institute for Theoretical Economics (SITE), August 2007.
- 5th Annual Duke/Northwestern/Texas – I.O. Theory Conference, Northwestern, Sept 06
- Econometric Society European Meeting, Vienna, August 2006, Invited session on "Organizations and the Theory of the Firm."
- 4th Annual Duke/Northwestern/Texas – I.O. Theory Conference, Austin, October 2005
- MIT Summer Camp in Organizational Economics, August 2005
- European Summer Symposium in Economic Theory (ESSET), Gerzensee, July 2005
- MIT Summer Camp in Organizational Economics, July 2004.
- Stockholm Venture Capital and Entrepreneurial Conference, August 2003
- Stanford Summer Institute for Theoretical Economics (SITE), August 2003
- Wallace Summer Conference, Rochester, May 2003
- Stanford Strategic Management Conference, February 2003
- NBER Organizational Economics Conference, Boston, October 2002
- European Summer Symposium in Economic Theory (ESSET), Gerzensee, July 2001
- World Congress of the Econometric Society, Seattle, August 2000
- Stanford Summer Institute for Theoretical Economics (SITE), August 2000
- Review of Economic Studies Tour, May 2000

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