

IOANNIS N. PINOPOULOS

PERSONAL INFORMATION

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ACADEMIC POSITIONS

- 2023- Assistant Professor, Department of Business Administration
Athens University of Economics and Business (AUEB)
- 2018-2023 Adjunct Lecturer, Department of Economics,
National and Kapodistrian University of Athens

EDUCATION

- 2018 Ph.D. in Economics, University of Macedonia, Thessaloniki, Greece
Dissertation: *Three essays in vertical relations and vertical integration*
Dissertation advisor: Christos Constantatos, PhD.
- 2009 M.Sc. in Economics, University of Macedonia, Thessaloniki, Greece
- 2005 B.Sc. in Economics, Aristotle University of Thessaloniki, Greece

RESEARCH INTERESTS

Microeconomic Theory, Game Theory, Industrial Organization, Vertical relations, Vertical and Horizontal mergers, Competition policy

TEACHING EXPERIENCE

- 2024- Athens University of Economics and Business (AUEB), MBA Part-time
Courses (Graduate level): *Business Economics*
- 2023- Athens University of Economics and Business (AUEB), Department of Business
Administration
Courses (Undergraduate level): *Microeconomics I* (Fall) and *Microeconomics II*
(Spring)
- 2018-2023 National and Kapodistrian University of Athens, Department of Economics
Courses (Undergraduate level):
1) *Microeconomic Theory I* (2018-2019)
2) *Institutional Economics*
3) *Network and Information Economics*
4) *Game Theory*

Ioannis N. Pinopoulos

- 2017-2018 University of Macedonia, Thessaloniki, Greece, Department of Economics
Teaching Assistant,
Courses (Graduate level):
1) *Industrial Organization*
2) *Microeconomic Theory II*
- 2016-2017 University of Macedonia, Thessaloniki, Greece, Department of Economics
Teaching Assistant,
Course (Graduate level): *Microeconomic Theory II*

RESEARCH WORK

A. Publications in referred journals

1. 'Vertical contracting between a vertically integrated firm and a downstream rival', *Economic Theory*, 2024, 78(1), pp. 181-217 (with F. Kourandi). (ABS 3)
2. 'Optimal tariffs with uncertainty and downstream fixed costs', *Economics Letters*, 2023, 230, 111260 (with C. Constantatos). (ABS 3)
3. 'Input price discrimination, two-part tariffs and bargaining', *Journal of Industrial Economics*, 2022, 70(4), pp. 1058-1090. (ABS 3)
4. 'Passive forward ownership and upstream collusion', *Economics Letters*, 2022, 216, 110608 (with K. Charistos & P. Skartados). (ABS 3)
5. 'On the choice of contract types in vertical relations', *Managerial and Decision Economics*, 2021, 42(3), pp. 531-538 (with C. Constantatos). (ABS 2)
6. 'Downstream horizontal mergers and wholesale price discrimination', *Economics Bulletin*, 2020, 40(4), pp. 3124-3130 (with K. Charistos & C. Constantatos).
7. 'Input price discrimination & upstream R&D investments', *Review of Industrial Organization*, 2020, 57(1), pp. 85-106. (ABS 2)
8. 'Upstream horizontal mergers involving a vertically integrated firm', *Journal of Economics*, 2020, 130(1), pp. 67-83. (ABS 2)
9. 'On the welfare effects of vertical integration: Opportunism vs. double marginalization', *Economics Letters*, 2019, 174, pp. 169-172. (ABS 3)
10. 'Accommodation effects with downstream Cournot competition', *Managerial and Decision Economics*, 2019, 40(1), pp. 119-124 (with C. Constantatos). (ABS 2)

11. 'Input pricing by an upstream monopolist into imperfectly competitive downstream markets', *Research in Economics*, 2011, 65(3), pp. 144-151. (ABS 1)

B. Research work submitted to referred journals

1. 'Downstream cross-holdings and upstream collusion', *Journal of Economics*, 2025, Revise and Resubmit (with K. Charistos & P. Skartados).

C. Working papers/work in progress

1. 'Right to inspect' (with K. Charistos & P. Skartados)
2. 'Co-investment and price collusion in internet platforms' (with F. Kourandi)
3. 'Opportunism, bargaining and retail competition'
4. 'A note on optimal discriminatory input pricing'

D. Research projects

1. Principal Investigator in the research project "PATENTS VS. OPEN SOURCE: WHAT IS THE OPTIMAL WAY TO SECURE IP PAYMENTS FOR INNOVATION WHEN THE DEVELOPERS OF THE FINAL PRODUCT ARE RISK AVERSE?", which is funded by the ACTION I Research Program of the Athens University of Economics and Business. Duration: 18/04/2024 - 17/04/2026. (Budget 8.000 Euros)
2. Researcher in the research project "Horizontal mergers & acquisitions in vertically related markets: efficiency gains and price discrimination" (MIS 5047260). Co-financed by Greece and the European Union (European Social Fund-ESF) through the Operational Programme «Human Resources Development, Education and Lifelong Learning 2014-2020». Duration: 26/11/2019 - 25/02/2021. (Budget 46.000 Euros)

CONFERENCE PRESENTATIONS

1. 'Vertical integration and bargaining: Linear vs. two-part tariffs' (with F. Kourandi), *Annual Meeting of the Association of Southern European Economic Theorists (ASSET 2022)*, Rethymnon, Greece, October 27-29, 2022.
2. 'Vertical integration with upstream production capacity constraint', *Conference of the European Association for Research in Industrial Economics (EARIE 2018)*, Athens (Greece), August 31-September 2, 2018.

3. 'Vertical integration and upstream mergers', *Conference of the European Association for Research in Industrial Economics (EARIE 2017)*, Maastricht (Netherlands), August 31-September 2, 2017.
4. 'Vertical integration and upstream mergers', *Conference on Research on Economic Theory and Econometrics (CRETE 2017)*, Milos, Greece, July 10-14, 2017.
5. 'Vertical relations and downstream market power', *Conference on Research on Economic Theory and Econometrics (CRETE 2015)*, Chania, Greece, July 12-16, 2015.
6. 'Downstream fixed set-up costs and the profitability of vertical integration', *Annual Meeting of the Association of Southern European Economic Theorists (ASSET 2013)*, Bilbao, Spain, November 7-9, 2013.
7. 'Input foreclosure under alternative entry conditions in the upstream market', *Annual Meeting of the Association of Southern European Economic Theorists (ASSET 2011)*, Evora, Portugal, October 27-29, 2011.
8. 'Input pricing by an upstream monopolist into imperfectly competitive downstream markets', *Annual Meeting of the Association of Southern European Economic Theorists (ASSET 2010)*, Alicante, Spain, October 29-31, 2010.

GRANTS AND FELLOWSHIPS

Scholarship of the Greek Foundation of Government Scholarships (IKY), 2010 – 2013

OTHER ACADEMIC ACTIVITIES

A. Referee for International Scientific Journals

International Journal of Industrial Organization, Journal of Industrial Economics, Journal of Economics & Management Strategy, Review of Industrial Organization, Regional Science and Urban Economics, Southern Economic Journal, Economic Modelling, Journal of Economics.

B. Organization of International Conferences

2015 3rd International PhD Meeting of Thessaloniki in Economics, June 19-20
(member of the Organizing Committee)

2014 2nd International PhD Meeting of Thessaloniki in Economics, June 27-28
(member of the Organizing Committee)