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PERSONAL INFORMATION

Date of birth: April 28, 1963. Citizenship: Danish. Home address: Gørtlervej 71, DK-8920 Randers NV, DK.

DEGREES AND EDUCATION

MA (Economics); University of Warwick, UK, 1986. Awarded *The Examiners' Prize*.

Ph.D.; CORE, Université Catholique de Louvain, Belgium, 1991.

School of Economics and Management, Aarhus University, 1981-85.

Department of Economics, University of Warwick, 1985-86.

CORE, Université Catholique de Louvain, 1987-89.

Department of Economics, University of California, Los Angeles, 1989-90.

PRIMARY RESEARCH AND TEACHING INTERESTS

Economics of Information and Contracting, Auctions, Game Theory.

Business Strategy, Industrial Organization, Antitrust and Business Regulation.

EMPLOYMENT

June 2006 - present, Head of School, School of Economics and Management, Aarhus University.

August 2003 - present; Professor, School of Economics and Management, Aarhus University.

August 1993 - July 2003; Associate Professor, School of Economics and Management, Aarhus University.

July 1990 - July 1993; Assistant Professor, School of Economics and Management, Aarhus University.

January 1988 - June 1990; Departmental Ph.D. Scholarship, Department of Economics, Aarhus University.

October 1986 - December 1987; Research Associate, School of Economics and Management, Aarhus University.

SERVICE AND OTHER AFFILIATIONS

August 2006 - present, Member, Danish Council for Independent Research - Social Sciences (DFF - FSE).

2001 - present, Academic Partner, Copenhagen Economics.

July 1996 - present; Member, Centre for Industrial Economics (founding member and member of steering committee).

September 1989 - June 1990; Visiting Scholar, Department of Economics, University of California, Los Angeles.

1993 - present; Ph.D. thesis adviser; School of Economics and Management, Aarhus University, and Department of Economics, Aarhus School of Business. *14 supervised to completion and 1 currently in process.*

Ph.D. thesis committees (chair); School of Economics and Management, Aarhus University. Ph.D. thesis committees; Department of Economics, University of Copenhagen, Department of Economics, Aarhus School of Business, and Department of Economics, Stockholm School of Economics.

External examiner; Department of Economics, University of Copenhagen, Department of Economics, University of Southern Denmark (Odense) and Department of Economics, Copenhagen Business School.

Member of hiring committees (assistant professors, associate professors and professors); School of Economics and Management, Aarhus University, Department of Economics, Aarhus School of Business, Department of Economics, University of Copenhagen and Department of Economics, Norwegian School of Management (Oslo).

Refereeing for numerous scientific journals (incl. *American Economic Review*, *Journal of Political Economy*, *Review of Economic Studies*, *RAND Journal of Economics*, *Journal of Economics and Management Strategy*, *Games and Economic Behavior*, *Journal of Industrial Economics*, *International Journal of Industrial Organization*, *International Economic Review*, *European Economic Review* and *Scandinavian Journal of Economics*).

SELECTED PUBLICATIONS (some can be downloaded from my web site)**A. Book**

A.1. *Product Quality Uncertainty: Strategic Information Transmission in Product Markets with Adverse Selection and Adverse Incentives*, CIACO, Louvain-la-Neuve (Ph.D. thesis), 1991.

B. 10 articles in journals

B.1. Upstream Pricing and Advertising Signal Downstream Demand (with Svend Albæk), *Journal of Economics and Management Strategy* 1: 677-698, 1993.

B.2. Equilibrium Effects of Potential Entry when Prices Signal Quality, *European Economic Review* 38: 367-384, 1994.

B.3. Advertising and Pricing to Deter or Accommodate Entry when Demand is Unknown: Comment (with Svend Albæk), *International Journal of Industrial Organization* 12: 83-87, 1994.

B.4. The Scale of Terrorist Attacks as a Signal of Resources, *Journal of Conflict Resolution* 38: 452-478, 1994.

B.5. Government-Assisted Oligopoly Coordination? A Concrete Case (with Svend Albæk and H. Peter Møllgaard), *Journal of Industrial Economics* 45: 429-443, 1997.

B.6. Receiver Discretion in Signalling Models: Information Transmission to Competing Retailers (with Svend Albæk), *International Journal of Industrial Organization* 16: 209-228, 1998.

B.7. Price Competition and Advertising Signals - Signaling by Competing Senders (with Mark N. Hertzendorf), *Journal of Economics and Management Strategy* 10: 621-662, 2001.

B.8. Modest Advertising Signals Strength (with Ram Orzach and Yair Tauman), *RAND Journal of Economics* 33: 340-358, 2002.

B.9. Pre-Auction Offers in Asymmetric First-Price and Second-Price Auctions (with René Kirkegaard), *Games and Economic Behavior* 63: 145-165, 2008.

B.10. Buy-Out Prices in Auctions: Seller Competition and Multi-Unit Demand (with René Kirkegaard), *RAND Journal of Economics* 39: 770 - 789, 2008.

C. 5 articles in books

C.1. Demand and Capacity Constraints on Danish Employment (with Torben M. Andersen), chapter 5 in J.H. Drèze and C.R. Bean (Eds.), *Europe's Unemployment Problem*, MIT Press, Cambridge, MA, 1990.

C.2. The Danish Competition Act and Barriers to Entry (with Svend Albæk and H. Peter Møllgaard), chapter 5 in Stephen Martin (Ed.), *Competition Policies in Europe*, North-Holland/Elsevier, Amsterdam, The Netherlands, 1998.

C.3. Competition Policy with a Coasian Prior? (with Svend Hylleberg), chapter 6 in and Einar Hope (Ed.), *Competition Policy Analysis (Routledge Series in the Modern World Economy)*, Routledge, London, UK, 2000.

C.4. Market Transparency and Competition Policy (with H. Peter Møllgaard), in Mario Baldassarri and Luca Lambertini (Eds.), *Antitrust, Regulation and Competition*, Palgrave Macmillan, Basingstoke, UK, 2003.

C.5. Information Exchange, Market Transparency and Dynamic Oligopoly (with H. Peter Møllgaard), in Wayne Dale Collins (Ed.), *Issues in Competition Law and Policy*, American Bar Association, 2008.

D. Work-in-progress

D.1. Prices as Signals of Quality in Duopoly: Type-Dependent Unit Costs (with Mark N. Hertzendorf, FTC).

D.2. Buy Prices and Bid Increments in Auctions (with René Kirkegaard, Brock Univ.).

B.3. Buy-Out Prices and Collusion in Auctions (with René Kirkegaard, Brock Univ.).

D.4. Look How Little I'm Advertising (with Kyle Bagwell, Columbia Univ.), February 2006. Revise-and-resubmit *Journal of Economics and Management Strategy*.

D.5. Transparency and Coordinated Effects in European Merger Control (with Svend Albæk, EU Commission, and Peter Møllgaard, Copenhagen Business School), January 2010.