

## **Curriculum vitae**

**Bernard Salanié**

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### **Education**

Ecole Polytechnique (1984)

Ecole Nationale de la Statistique et de l'Administration Economique (1986)

PhD in Economics from Ecole des Hautes Etudes en Sciences Sociales (1992)

Habilitation à diriger des recherches from Ecole des Hautes Etudes en Sciences Sociales (1994)

### **Past and current positions**

1986-88 : Research Fellow at INSEE's Research Department

1988-90 : short-term forecasting, Forecasting Department of INSEE.

1990-91 : Visiting Scholar, Stanford University.

1991-92 : professor at ENSAE.

1992-94 : Director of Studies at ENSAE.

1994-95 : Director of ENSAE.

1995-97 : Director of LEI (CREST).

1997-2000 : Head of the Macroeconomic Policy Unit, INSEE.

2000-2001 : Visiting professor, University of Chicago.

2001- 2003: Director of CREST.

2003-2005: Research Fellow at LEI (CREST).

Since 2005-: Professor at Columbia University (New York); Chair, 2016-2019.

2009: Visiting Professor at the Toulouse School of Economics.

### **Part-time appointments**

1994-2004: Associate professor at Ecole Polytechnique.

2004-2007: Professor at Ecole Polytechnique.

2014-2018: Executive Vice-President, Econometric Society

## **Editorial jobs**

Associate editor of *Research in Economics* (2000-2014), of the *American Economic Journal: Microeconomics* (2007-), and of the *Journal of Human Capital* (2011-2014).

Member of the Editorial Board of the *Review of Economic Studies* (1999-2011).

Managing Editor of the *Review of Economic Studies* (2003-2007).

Associate editor of *Annals in Economics and Statistics* (1989-2008); member of its Advisory Board (2014-).

Member of the Programme Committees of the European Meeting of the Econometric Society in 1996, of the 1999 Meeting of the European Economic Association, and of the 2009 meeting of the American Economic Association.

Co-chairman of the Programme Committee of the European Meeting of the Econometric Society in 2003.

Research Fellow of the Center for Economic Policy Research.

Research Fellow of IZA.

Research Fellow of CESifo.

Member of the French National Economic Commission (2005-2007).

## **Distinctions and rewards**

Fellow of the Econometric Society (since 2001).

Richard Stone prize (2004) for best paper in the *Journal of Applied Econometrics* in 2002-2003.

Prize of the French Academy of Social Sciences (2003) for my work with Guy Laroque on labor market institutions and employment in France.

Distinguished author of the *Journal of Applied Econometrics* (since 2015).

## TEACHING

Microeconomics, econometrics.

## PUBLICATIONS

### BOOKS (IN ENGLISH):

[The Economics of Contracts: A Primer](#), *MIT Press*, 1997, 2<sup>nd</sup> edition 2005 (translated in French by Economica; in Japanese by Keiso Shobo Publishers; in Chinese by Shanghai University Press); second French edition published 2012, Russian edition by Delo 2020, and second Japanese edition forthcoming).

[The Microeconomics of Market Failures](#), *MIT Press*, 2000 (translated in Chinese by Shanghai University Press, 2004).

[The Economics of Taxation](#), *MIT Press*, 2003 (translated in Chinese by Shanghai University Press, 2004)---second edition published in 2011, translated in Chinese by Renmin 2018.

I also published a popularization book in 2003: *L'économie sans tabou* (second edition published in 2011); and until 2007 I had a [blog](#) with the same title.

### ARTICLES:

« [Estimation of Multimarket Fix-Price Models: an Application of Pseudo-Maximum Likelihood Methods](#) », *Econometrica* (1989), 57, 831-860 (with Guy Laroque).

« [Long Term, Short Term, and Renegotiation: On the Value of Commitment in Contracting](#) », *Econometrica* (1990), 58, 597-619 (with Patrick Rey).

« Sélection adverse et aversion pour le risque », *Annales d'économie et de statistique* (1990), 18, 131-149.

« [Wage and Price Adjustment in a Multimarket Disequilibrium Model](#) », *Journal of Applied*

*Econometrics* (1991), 6, 1-15.

« Spéculation, prix et bien-être », *Annales d'Economie et de Statistique* (1991), 24, 209-246 (with Stéphane Gregoir).

[« Simulation-based Estimation of Models with Lagged Latent Variables »](#), *Journal of Applied Econometrics* (1993), 8, S119-S133 (with Guy Laroque), reprinted in *Econometric Inference Using Simulation Techniques*, H. Van Dijk, A. Monfort et B. Brown eds, John Wiley (1995).

« Repeated Moral Hazard: the Role of Memory and Commitment », *European Economic Review* (1994), 38, 1527-1553 (with Pierre-André Chiappori, Ines Macho and Patrick Rey).

« Estimating the Canonical Disequilibrium Model: Asymptotic Theory and Finite Sample Properties », *Journal of Econometrics* (1994), 62, 165-210 (with Guy Laroque).

[« Measuring the Incidence of Insider Trading: A Comment on Shin »](#), *Economic Journal* (1994), 104, 1418-1419 (with Bruno Jullien).

« Macroeconometric Disequilibrium Models », in the *Handbook of Applied Econometrics: Macroeconomics*, H. Pesaran and M. Wickens eds, Basil Blackwell (1995) (with Guy Laroque).

« Un modèle de déséquilibre de la courbe de Phillips en France et en Allemagne », *Annales d'économie et de statistique* (1996), 44, 1-28 (with Guy Laroque).

[« On the Value of Commitment in Contracting with Asymmetric Information »](#), *Econometrica* (1996), 64, 1395-1414 (with Patrick Rey).

" Empirical Contract Theory: The Case of Insurance Data ", *European Economic Review* (1997), 41, 943-950 (with Pierre-André Chiappori).

" La réglementation des monopoles naturels ", in A. Perrot ed., *Réglementation et concurrence*, Economica (with Pierre-Philippe Combes and Bruno Jullien) (1997).

" Normal Estimators for Cointegrating Relationships ", *Economics Letters* (1997), 55, 184-189 (with Guy Laroque).

" Le partage des profits agrégés ", *Annales d'Economie et de Statistique* (1998), 51, 169-185.

" Développements récents en économétrie des contrats ", *Revue Economique* (1999), 50, 611-620.

[" Early Starters vs Late Beginners "](#) (with Pierre-André Chiappori and Julie Valentin), *Journal of Political Economy* (1999), 107, 731-760.

" Guide pratique des séries non-stationnaires ", *Economie et Prévision* (1999), 137, 119-141.

" Should More Risk-Averse Agents Exert More Effort? " (with Bruno Jullien and François Salanié), *Geneva Papers on Risk and Insurance Theory* (1999), 24, 19-28.

[" Testing for Asymmetric Information in Insurance Markets "](#) (with Pierre-André Chiappori), *Journal of Political Economy* (2000), 108, 56-78.

[" Estimating Preferences under Risk: The Case of Racetrack Bettors "](#) (with Bruno Jullien), *Journal of Political Economy* (2000), 108, 503-530.

["Prélèvements et transferts sociaux : une analyse descriptive des effets incitatifs "](#) (with Guy Laroque), *Economie et statistique* (2000), 328.

["Une décomposition du non-emploi en France »](#) (with Guy Laroque), *Economie et statistique* (2000), 331.

« Une maquette analytique du marché du travail à long terme », *Economie et prévision* (2000), 146, 1-13.

"Labor Market Institutions and Employment in France" (with Guy Laroque), *Journal of Applied Econometrics* (2002), 17, 25-48. This paper was awarded the Richard Stone Prize in 2004.

"Optimal Demogrants with Imperfect Tagging", *Economics Letters* (2002), 75, 319-324.

"Temps partiel féminin et incitations financières à l'emploi" (with Guy Laroque), *Revue Economique* (2002), 53, 1127-1147.

"Testing Contract Theory: A Survey of Some Recent Work" (with Pierre-André Chiappori), in *Advances in Economics and Econometrics*, vol 1, M. Dewatripont, L. Hansen and S. Turnovsky eds, Cambridge University Press.

"Testing Contract Theory", *CESifo Economic Studies* (2003), 49, 461-477.

"Fécondité et offre de travail des femmes" (with Guy Laroque), *Economie publique* (2003), 13, 61-94.

"Salaire minimum et emploi en présence de négociations salariales" (with Guy Laroque), *Annales*

*d'Economie et de Statistique*, 73, 1-22.

["Fertility and Financial Incentives in France"](#) (with Guy Laroque), *CESifo Economic Studies* (2004), 50, 423-450.

"A Nonparametric Simulated Maximum Likelihood Estimation Method » (with Jean-David Fermanian), *Econometric Theory* (2004), 20, 701-734.

« Asymmetric Information in Insurance: General Testable Implications » (with Pierre-André Chiappori, Bruno Jullien and François Salanié), *Rand Journal of Economics* (2006), 37, 783-798.

"Screening Risk-averse Agents under Moral Hazard » (with Bruno Jullien and François Salanié), *Economic Theory* (2007), 1, 151-169.

["On Competitive Equilibria with Asymmetric Information"](#) (with Jérôme Pouyet and François Salanié), *BE Press: Topics in Theoretical Economics*, Vol. 8, issue 1, art 13 (2008).

["Modeling Competition and Market Equilibrium in Insurance: Empirical Issues"](#) (with Pierre-André Chiappori), *American Economic Review Papers and Proceedings* (May 2008).

"Empirical Evidence on the Preferences of Racetrack Bettors" (with Bruno Jullien), in the *Handbook of Investments, vol. 6: Efficiency of Sports and Lottery Betting Markets*, (2008) Don Hausch and Bill Ziemba eds.

["Identifying Preferences under Risk from Discrete Choices"](#) (with Pierre-André Chiappori, Amit Gandhi, and François Salanié), *American Economic Review Papers and Proceedings* (May 2009).

Comment on "Risk Heterogeneity and Credit Supply: Evidence from the Mortgage Market" by Besley, Meads, and Surico, *NBER Macroeconomics Annual 2012*, Volume 27, Daron Acemoglu, Jonathan Parker, and Michael Woodford, editors.

"Asymmetric Information in Insurance Markets: Empirical Assessments" (with Pierre-André Chiappori), *Handbook of Insurance*, 2nd edition (G. Dionne, ed, Springer 2013).

"Identifying the Response of Fertility to Financial Incentives" (with Guy Laroque), *Journal of Applied Econometrics*, (2014), 29, 319-332.

"Partial Identification of Finite Mixtures in Econometric Models" (with Marc Henry and Yuichi Kitamura), *Quantitative Economics* (2014), 5, 123-144.

“Homage to Richard Arnott”, *Economics of Transportation*, 4, 56 (2015).

“The Econometrics of Matching Models” (with Pierre-André Chiappori), *Journal of Economic Literature*. 54, 832-861 (2016)

“[Inference on Mixtures with Tail Restrictions: the Two-component Case](#)” (with Koen Jochmans and Marc Henry), *Econometric Theory* (2017), 33, 610-635.

“[Higher Order Improvements for Approximate Estimators](#)” (with Dennis Kristensen), *Journal of Econometrics* (2017), 198, 189-208.

[The Econometrics and Some Properties of Separable Matching Models](#) (with Alfred Galichon), *American Economic Review Papers and Proceedings* (2017), 107, 251-255.

“[Equilibrium in Insurance Markets: An Empiricist’s View](#)”, *Geneva Risk and Insurance Review* (2017), 42, 1-14.

“[Partner Choice, Investment in Children, and the Marital College Premium](#)” (with Pierre-André Chiappori and Yoram Weiss), *American Economic Review* (2017), 107, 2109-2167.

“[Edmond Malinvaud's Contributions to Microeconomics](#)” (with Guy Laroque), *Annals of Economics and Statistics* (2017), 125/126, 41-56.

Discussion of “Agency Problems”, Chapter 4 in *Advances in Economics and Econometrics* (2018), vol I, Bo Honoré et al eds, Econometric Society Monographs, Cambridge University Press.

“[Divorce and the Duality of Marital Payoff](#)” (with Pierre-André Chiappori and Natalia Radchenko), *Review of the Economics of the Household* (2018), 10, 833-858.

“[Identifying Effects of Multivalued Treatments](#)” (with Sokbae Lee), *Econometrica* (2018), 86, 1939-1963. [Online Appendix](#).

“[From Aggregate Betting Data to Individual Risk Preferences](#)” (with Pierre-André Chiappori, François Salanié, and Amit Gandhi), *Econometrica* (2019), 87, 1-36.

“[On Human Capital and Team Stability](#)” (with Pierre-André Chiappori and Alfred Galichon), *Journal*

*of Human Capital*, 13, 2, 236-259.

## **DISCUSSION PAPERS**

[Cupid's Invisible Hand: Social Surplus and Identification in Matching Models](#) (with Alfred Galichon).

[Individual Decisions under Risk, Risk Sharing and Asset Prices with Regret](#) (with Christian Gollier).

[Identification in Separable Matching with Observed Transfers.](#)

[Testing for Moral Hazard When Adverse Selection is Present](#) (with Juan Carlos Escanciano and Nese Yildiz).

[Fast, “Robust”, and Approximately Correct: Estimating Mixed Demand Systems](#) (with Frank Wolak).

[Matching with Random Components: Simulations](#) (with Pierre-André Chiappori and Linh Nguyen).

[Labeling Dependence in Separable Matching Markets](#) (with Alfred Galichon).

[Structural Estimation of Matching Markets with Transferable Utility](#) (with Alfred Galichon).

[Mating Markets](#) (with Pierre André Chiappori).