

Nicolas de Roos

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Education

Ph.D. Economics, Yale University, 2001

M.Phil. Yale University, 1998

M.A. Yale University, 1997

B.Ec. (First Class Honours), University of Adelaide, 1993

Research Experience

Professor, University of Liverpool, 2023 -

Professor, University of Sydney, 2022 - 2023

Visiting Associate Professor, Stern School of Business (NYU), 2018-2019

Associate Professor, University of Sydney, 2015 - 2021

Visiting Scholar, New York University, Spring 2014

Visiting Fellow, University of New South Wales, 2010

Senior Lecturer, University of Sydney, 2010 - 2014

Visiting Assistant Professor, Tinbergen Institute, 2007

Lecturer, University of Sydney, August 2003 - 2009

Visiting Lecturer, University of Virginia, Spring 2003

Research Assistant to Professors Ariel Pakes and Martin Pesendorfer, Fall 1998 - Summer 1999

Research Assistant to Professor Ariel Pakes, Summer 1998

Reserve Bank of Australia, Sydney, January 1994 - June 1996

Publications

David P. Byrne, Nicolas de Roos, Matthew S. Lewis, Leslie M. Marx, and Xiaosong Wu (Accepted). Price Coordination with Asymmetric Information Sharing: Theory and Evidence. *Review of Economics and Statistics*

David P. Byrne, Nicolas de Roos, Matthew S. Lewis, Leslie M. Marx, and Xiaosong Wu (2025). Information Sharing and Oligopoly Pricing: A Natural Experiment in Retail Gasoline. *Journal of Political Economy*, 133, 2031-2088

- David P. Byrne, Nicolas de Roos, A. Rachel Grinberg, and Leslie M. Marx (2024). The Role of Platforms for Facilitating Anticompetitive Communication, in *Cartels Diagnosed: New Insight on Collusion* (Cambridge University Press)
- Steven Lu, Sonika Singh, and Nicolas de Roos (2023). Effects of online and offline advertising and their synergy on direct telephone sales. *Journal of Retailing*, 99(3), 337-352
- David Byrne and Nicolas de Roos (2022). Startup search costs. *American Economic Journal: Microeconomics*, 14(2), 81-112
- Nicolas de Roos and Vladimir Smirnov (2021). Collusion, price dispersion and fringe competition. *European Economic Review*, 132, 103640
- Nicolas de Roos and Vladimir Smirnov (2020). Collusion with intertemporal price dispersion. *RAND Journal of Economics*, 51(1), 158-188
- David Byrne and Nicolas de Roos (2019). Learning to coordinate: A study in retail gasoline. *American Economic Review*, 109(2), 591-619
- Nicolas de Roos (2018). Collusion with limited product comparability. *RAND Journal of Economics*, 49(3), 481-503
- Nicolas de Roos, Alexander Matros, Vladimir Smirnov, and Andrew Wait (2018). Shipwrecks and treasure hunters. *Journal of Economic Dynamics and Control*, 90, 259-283
- Nicolas de Roos and Yianis Sarafidis (2018). Momentum in dynamic contests. *Economic Modelling*, 70, 401-416
- Nicolas de Roos (2017). Edgeworth cycles with partial price commitment. *Economics Letters*, 150, 122-125
- David Byrne and Nicolas de Roos (2017). Consumer search in retail gasoline markets. *Journal of Industrial Economics*, 65(1), 183-193
- Nicolas de Roos and Jordi McKenzie (2014). Cheap Tuesdays and the demand for cinema. *International Journal of Industrial Organization*, 33, 93-109
- Nicolas de Roos and Hajime Katayama (2013). Gasoline price cycles under discrete time pricing. *Economic Record*, 89(285), 175-193
- Nicolas de Roos (2012). Static models of the Edgeworth cycle. *Economics Letters*, 117(3), 881-882
- Alex Acworth, Nicolas de Roos and Hajime Katayama (2012). Substance use and adolescent sexual activity. *Applied Economics*, 44(9), 1067-1079
- Nicolas de Roos and Yianis Sarafidis (2010). Decision making under risk in *Deal or no Deal*. *Journal of Applied Econometrics*, 25(6), 987-1027
- Nicolas de Roos, Gordon Mills and Stephen Whelan (2010). Pricing dynamics in the Australian airline market. *Economic Record*, 86, 545-562 - recipient of best paper prize for the Economic Record, 2010
- Nicolas de Roos (2006). Examining models of collusion: The market for lysine. *International Journal of Industrial Organisation*, 24(6), 1083-1107

Nicolas de Roos (2004). A model of collusion timing. *International Journal of Industrial Organisation*, 22(3), 351-387

Nicolas de Roos and Bill Russell (2002). The exports transmission mechanism of foreign business cycles to Australia. *Economic Record*, 78(1), 50-59

Nicolas de Roos and Bill Russell (2000). An empirical note on the influence of the US stock market on Australian economic activity. *Australian Economic Papers*, 39(3), 291-300

Working papers

Nicolas de Roos, Alexander Matros, and Vladimir Smirnov (2025). Elimination tournaments with resource constraints.

Nicolas de Roos (2023). Price and design comparability.

Nicolas de Roos, Alexander Matros, and Vladimir Smirnov (2021). Contests with participant-dependent prizes.

Nicolas de Roos, Alexander Matros, Vladimir Smirnov and Zehra Valencia (2021). Choosing the prize in contests.

Pavlo Blavatsky and Nicolas de Roos (2019). Large-stakes estimates of risk and ambiguity attitudes.

David Byrne, Nicolas de Roos and Daniel Tiong (2014). The Internet, Search and Asymmetric Pricing: A Natural Experiment in Retail Gasoline.

Nicolas de Roos (2011). Markup uniformity under the multi-nomial logit.

Nicolas de Roos (2010). Do firms play Markov strategies? Evidence from a gasoline policy intervention.

Nicolas de Roos (2001). Collusion with a competitive fringe: An application to vitamin C.

Nicolas de Roos (1998). The determination of voter-turnout across states.

Nicolas de Roos and Bill Russell (1996). Towards an understanding of Australia's co-movement with foreign business cycles. Research Discussion paper 9607, Reserve Bank of Australia.

Work in progress

David Byrne, Nicolas de Roos, Matthew Lewis, Leslie Marx and Xiaosong Wu, "Negotiating price coordination: A study in retail gasoline".

Nicolas de Roos and Vladimir Smirnov, "A simple model of price cycles and price dispersion".

Matthew Backus, Nicolas de Roos and Leslie Marx, "Bargaining inside a cartel".

Nicolas de Roos, "Fundraising with momentum".

Book Reviews

Industrial Organisation, a Contract Based Approach, by Nicolas Boccoard, *Economic Record*, March 2007.

Invited Speaker

- 2025: CRIEI Workshop on Competition and Regulation Economics (University College Dublin)
- 2024: Econometric Society Australasian Meeting (Monash University), Asia-Pacific Industrial Organisation Conference (Sogang University)
- 2022: Dynamic Structural Econometrics Conference (Australian National University)
- 2018: Workshop on Behavioral Economics (Tinbergen Institute, Amsterdam), Workshop on Empirical Dynamic Industrial Organization (Tinbergen Institute, Amsterdam)
- 2017: Workshop on Competition and Pricing in Retail Gasoline Markets (University of Düsseldorf)

Conference Presentations

- 2025: Mannheim Centre for Competition and Innovation, Competition and Regulation European Summer School in Economics, Conference of the European Association for Research in Industrial Economics
- 2024: Mannheim Centre for Competition and Innovation, International Industrial Organization Conference, Competition and Regulation European Summer School in Economics, Conference of the European Association for Research in Industrial Economics
- 2023: Mannheim Centre for Competition and Innovation, Conference of the European Association for Research in Industrial Economics
- 2022: Asia-Pacific Industrial Organisation Conference
- 2021: Conference of the European Association for Research in Industrial Economics, Australasian Economic Theory Workshop, Melbourne Industrial Organisation Workshop
- 2019: Asia-Pacific Industrial Organisation Conference, International Industrial Organization Conference, Sydney Empirical Microeconomics Workshop
- 2018: Conference of the Mannheim Centre for Competition and Innovation
- 2017: Conference of the European Association for Research in Industrial Economics
- 2016: Asia-Pacific Industrial Organisation Conference, Australasian Economic Theory Workshop, University of Queensland Industrial Organisation Workshop
- 2015: Australasian Economic Theory Workshop
- 2014: International Industrial Organization Conference
- 2013: Econometric Society Australasian Meetings, Centre for Market Design Workshop in Industrial Economics
- 2011: Econometric Society Australasian Meetings, Asian Meeting of the Econometric Society, Conference of the European Association for Research in Industrial Economics
- 2010: Conference of the European Association for Research in Industrial Economics, Australian Conference of Economists

2009: Australian Conference of Economists

2007: American Economic Association Winter Meetings (Duke), European Economic Association and Econometric Society (Budapest), Conference of the European Association for Research in Industrial Economics.

2006: Australian Conference of Economists

2005: ENCORE Workshop, The Economics of Collusion (The University of Amsterdam)

2004: Summer Workshop in Industrial Organization (University of Auckland), International Industrial Organization Conference (Kellogg School of Management), Conference of the European Association for Research in Industrial Economics.

2003: American Economics Association Annual Meeting (Industrial Organization session)

Invited Seminars

2025: Uppsala University, Mines Paris PSL, Bristol University, University of Vienna

2023: Cambridge University

2022: University of Mannheim, University of Heidelberg

2021: University of Queensland, Queensland University of Technology

2019: The Wharton School, Harvard University

2018: University of Groningen, University of Vienna, The European School of Management and Technology (ESMT, Berlin), Mines ParisTech, Monash University, University of Adelaide, University of Technology Sydney, Stern School of Business (NYU)

2017: University of Mannheim, University of Giessen, University of Düsseldorf

2015: University of Queensland, Macquarie University

2014: Georgetown University, Stern School of Business at NYU, Harvard University, Boston College, New York University, University of Amsterdam, Free University of Amsterdam, University of Mannheim, University of Groningen

2013: University of Bielefeld, Australian National University, University of Queensland, University of New South Wales

2012: University of Melbourne

2011: University of Western Australia

2010: Macquarie University, Tinbergen Institute (Amsterdam), Australian National University, The University of New South Wales

2007: Tinbergen Institute (Amsterdam), Tilburg University, University of Groningen, University of Alicante

2006: Australian National University (RSSS), University of Sydney (Econometrics)

2004: Australian National University, Purdue University, Melbourne University, La Trobe University

2003: University of Sydney, Australian Graduate School of Management, Pennsylvania State University, University of New South Wales

2002: University of Virginia

2001: University of California at Irvine, Stern School of Business at New York University, London Business School, State University of New York at Stony Brook, Melbourne University, University of Amsterdam

Editorial Roles

Associate Editor, *Journal of Economic Behavior and Organization*, 2025-

Co-editor, *The Economic Record*, 2022-

Co-editor, *The Economic Record*, conference issue, 2017

Referee Experience

Econometrica, *American Economic Review*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *American Economic Journal: Microeconomics*, *Marketing Science*, *RAND Journal of Economics*, *Theoretical Economics*, *Economic Theory*, *International Journal of Industrial Organization*, *Journal of Economics and Management Strategy*, *Economic Record*, *Agenda*, *Journal of Industrial Economics*, *Australian Journal of Management*, *Australian Journal of Agricultural and Resource Economics*, *Journal of the European Economic Association*, *Bulletin of Economic Research*, *Economic Inquiry*, *Journal of Media Economics*, *Eastern Economic Journal*, *Theory and Decision*, *Australian Economic Review*, *Review of Financial Economics*, *Applied Cognitive Psychology*, *Journal of Law and Economics*, *Economic Modelling*, *Economics Letters*, *European Economic Review*, *Games*, *Experimental Economics*, *New Zealand Economic Papers*, *Energy Economics*, *Games and Economic Behavior*, *Economic Papers*, *Review of Industrial Organization*, *Oxford Bulletin of Economics and Statistics*.

Academic and Professional Experience

Director of Research Environment, Economics, University of Liverpool, 2025-

Chair, Local Organising Committee, Asia-Pacific Industrial Organisation Conference, 2022

Program Committee, International Industrial Organization Conference, 2021-

Scientific Committee, Conference of the European Association for Research in Industrial Economics, 2018-

Program Committee, Asia-Pacific Industrial Organisation Conference, 2019-2020

Academic Advisor, Faculty of Arts and Social Sciences, 2019-2021

Asia-Pacific Industrial Organization Society, Executive Board and founding member, 2016-

Internships Committee, Faculty of Arts and Social Sciences, 2016

Junior Recruitment Interview Panel, 2015/2016

Digital Humanities and Social Sciences Hub Committee, Faculty of Arts and Social Sciences, 2015-2017

Seminar Coordinator, School of Economics, internal seminar series, 2015-2017

Program Committee, Executive Member, Econometric Society Australasian Meetings, 2013

Undergraduate Coordinator (Economics), Faculty of Arts and Social Sciences, 2012, 2013

Undergraduate Coordinator (Economics), Faculty of Economics and Business, 2008 - 2010

Program Director, Bachelor of Economics, 2010, 2012, 2013

Executive Committee, School of Economics, 2012 - 2013

Junior Recruitment Committee, 2009/2010

Seminar Coordinator, Department of Economics, July 2004 - 2006

IT Steering Committee, Faculty of Economics and Business, 2006

Course Coordinator, Introductory Microeconomics, 2005 - 2006

Undergraduate Committee, 2005

Ph.D. Supervision, 2005 -

Honours (Fourth year) Thesis Supervision and Grading, 2003 -

Coach, Sydney University undergraduate and postgraduate teams, BCG Business Strategy Competition, 2005 - 2006 (joint with Phil Lee)

Teaching Experience

Game Theory, University of Liverpool, 2024

Industrial Organisation, University of Liverpool, 2024, 2025

Managerial Economics (MBA), University of Liverpool, 2023

Interdisciplinary Project in Econometrics, University of Sydney, 2021

Interdisciplinary Project in Economics, University of Sydney, 2020, 2022

Firms and Markets (MBA), Stern NYU, 2019

Intermediate Microeconomics, Stern NYU, 2018

The Economics of Crime, University of Sydney, 2018

Market Structure and Strategic Behaviour (M. Economics), University of Sydney, 2018 - 2020, 2022

Principles of Econometrics (Master of Economics), University of Sydney, 2012, 2013, 2015 - 2017

Managerial Economics, University of Sydney, 2011

Honours Industrial Organisation, University of Sydney, 2010 - 2011

Strategic Business Relationships, University of Sydney, 2008, 2019

Economics for Accountants, University of Sydney, 2008 - 2009

Honours Econometrics, University of Sydney, 2006

Introductory Microeconomics, University of Sydney, 2004, 2005, 2006

Industrial Organisation, University of Sydney, 2004 - 2006, 2008 - 2017, 2020

Graduate Industrial Organisation, University of Virginia, 2003

Undergraduate Industrial Organisation, University of Virginia, 2003

Financial Markets (Teaching Assistant), Yale University, 2001

Financial Theory (Head Teaching Assistant), Yale University, 2000

Intermediate Macroeconomics (Teaching Assistant), Yale University, 2000

Graduate Microeconomics (Teaching Assistant), Yale University, 1998

Consulting Experience

Deloitte/Queensland Department of Energy and Climate Change, 2024/2025

Australian Competition and Consumer Commission: Expert report, 2023

HWL Ebsworth Lawyers: Economic Expert, 2022

South Australian Productivity Commission, 2020

Australian Competition and Consumer Commission: Consulting economist for merger analysis, 2013

Independent Pricing and Regulatory Tribunal: Consulting economist for “Determinants of residential energy and water consumption”, 2011

Bates White and Ballentine: Graduate consultant, September 2001 - November 2002

Fellowships, Honours and Awards

Swedish Research Council, “How is collusion initiated and implemented? Evidence from hundreds of markets”, 4,070,000 Swedish Krona, 2025 (with David Granlund)

Australia Research Council Discovery Project, “Price Transparency, Search, and Collusion in Markets”, \$311,801, 2021 (with David Byrne and Matthew Lewis)

Melbourne School of Government Incubator Research Project Grant, \$16,000, 2013 (with Caron Beaton-Wells, David Byrne, and Roger Ware)

Prize for the best paper in the Economic Record, 2010 (for the article “Pricing dynamics in the Australian airline market”, with Gordon Mills and Stephen Whelan)

University of Sydney Competitive Grant, \$15000, 2009

University of Sydney Competitive Grant, \$40000, 2008

School of Economics and Political Science Research Grant, \$9000, 2006 (with Tim Fisher and Kunal Sengupta)

Nominated for Wayne Lonergan Outstanding Teaching Award, 2005

Faculty of Economics and Business Travel Grant, University of Sydney, \$4000, 2004

Yale University Fellowship, Fall 1996 - Spring 2000

The John Lorenzo Scholarship Prize, University of Adelaide, 1993

Professor Tew’s Prize for First-Year Economics, University of Adelaide, 1990

The Economics Society Prize for Economics 1, University of Adelaide, 1990