

## Gastón Llanes

School of Management  
Catholic University of Chile  
Email: [gaston@llanes.com.ar](mailto:gaston@llanes.com.ar)  
Webpage: [www.gllanes.com](http://www.gllanes.com)

### Positions

2015 - Associate Professor. Catholic University of Chile.  
2010 - 2014 Assistant Professor. Catholic University of Chile.  
2008 - 2010 Postdoctoral Research Fellow. Harvard Business School.

### Education

2003 - 2008 PhD in Economics. Carlos III University of Madrid, Spain.  
2007 Visiting PhD Student. Washington University in St. Louis.  
2006 MSc in Economics. Carlos III University of Madrid, Spain.  
1997 - 2003 BSc in Economics. National University of Córdoba, Argentina.

### Research Interests

Primary Fields Applied Microeconomic Theory, Industrial Organization, Strategic Management.  
Secondary Fields Innovation, Intellectual Property, Open Source, Technology Standards, Patent Pools, Two-sided Markets and Platforms, Repeated Games.

### Publications

- Casadesus-Masanell, Ramon and Gastón Llanes (2015), "Investment Incentives in Proprietary and Open-Source Two-Sided Platforms," **Journal of Economics and Management Strategy**, 24(2) 306-324.
- Llanes, Gastón and Joaquín Poblete (2014), "Ex-ante Agreements in Standard Setting and Patent-Pool Formation," **Journal of Economics and Management Strategy**, 23(1) 50-67.
- Llanes, Gastón and Ramiro de Elejalde (2013), "Industry Equilibrium with Open Source and Proprietary Firms," **International Journal of Industrial Organization**, 31(1) 36-49.
- Llanes, Gastón and Stefano Trento (2012), "Patent Policy, Patent Pools, and the Accumulation of Claims in Sequential Innovation," **Economic Theory**, 50(3) 703-725.
- Casadesus-Masanell, Ramon and Gastón Llanes (2011), "Mixed Source," **Management Science**, 57(7) 1212-1230.
- Llanes, Gastón and Stefano Trento (2011), "Anticommons and Optimal Patent Policy in a Model of Sequential Innovation," **B. E. Journal of Economic Analysis and Policy**, 11(1) 46.

## Working Papers

- Escobar, Juan and Gaston Llanes (2016), "Cooperation Dynamics in Repeated Games of Adverse Selection."
- Llanes, Gastón, Andrea Mantovani and Francisco Ruiz-Aliseda (2016), "Entry into Complementary Good Markets with Network Effects."
- Llanes, Gastón, and Francisco Ruiz-Aliseda (2016), "Private Contracts in Two-Sided Markets."
- Llanes, Gastón, "Competitive Strategy for Open and User Innovation."
- Llanes, Gaston and Joaquin Poblete (2015), "Technology Choice and Coalition Formation in Standards Wars."

## Other positions

2015 - Associate Researcher. Millennium Institute for Research in Market Imperfections and Public Policy (MIPP).

## Grants

2015 - 2018 FONDECYT Grant. CONICYT (National Research Commission of Chile).  
Project name: Competitive Standard Setting.

2011 - 2014 FONDECYT "Initiation to Research" Grant. CONICYT.  
Project name: Licensing Rules and Technology Choice in Standard Setting Organizations.

2004 - 2007 FPU Scholarship for doctoral studies. Ministry of Education of Spain.

2003, 2008 Doctoral Scholarship. Universidad Carlos III de Madrid.

## Consulting

2014 - 2015 Competencia y Regulación del Sistema de Pagos con Tarjeta en Chile.  
Joint with Joaquin Poblete. Economic and policy analysis of the Chilean credit and debit cards markets. Presented before the Chilean Antitrust Authority (Tribunal de Defensa de la Libre Competencia).

## Teaching Experience

2015 - Associate Professor of Strategy. Catholic University of Chile.  
Teaching at BSc in Business Administration, MBA and MSc in Innovation.

2010 - 2014 Assistant Professor of Strategy. Catholic University of Chile.  
Teaching at BSc in Business Administration, MBA and MSc in Innovation.

2003 - 2008 Teaching Assistant. Carlos III University of Madrid.  
Competition Policy, Macroeconomics I and II, Macroeconometrics.

2000 - 2003 Teaching Assistant. National University of Córdoba.  
Introduction to Economics, Intermediate Macroeconomics.

## **Other Employment**

- 2002 - 2003      Sector Analyst. Bureau of Statistics and Census of Córdoba, Argentina.  
Regional Accounts Department (Regional GDP estimation).
- 2002 - 2003      Research Assistant. Institute of Economics and Finance.  
National University of Córdoba.

## **Refereeing**

American Economic Review, Econometrica, Review of Economic Studies, Journal of Political Economy, RAND Journal of Economics, Management Science, International Economic Review, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Industrial Economics, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Public Economics, Journal of Public Economic Theory, B.E. Journal of Economic Analysis and Policy, Research Policy, Information Economics and Policy, California Management Review, Bulletin of Economic Research, Latin American Journal of Economics, CONICYT (Chile), Israel Science Foundation.

## **Other Information**

Citizenship: Argentinean, Italian. Date of Birth: 11-Oct-1978.  
Languages: English (fluent), Spanish (native). Hobbies: Photography.  
Computer skills: LaTeX, Mathematica, Fortran, Matlab, Stata.