



**GASTON LLANES**  
**[gllanes@uc.cl](mailto:gllanes@uc.cl)**

**I. EDUCATION**

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

**II. ACADEMIC POSITIONS**

- Associate Professor, Pontificia Universidad Católica de Chile. 2014 - Present
- Assistant Professor, Pontificia Universidad Católica de Chile 2010 - 2014
- Postdoctoral Research Fellow, Harvard Business School 2008 - 2010

**III. AREA OF SPECIALIZATION AND MAIN COURSES**

- Area: Economía de la Innovación, Investigación y Desarrollo, Derechos de Propiedad Intelectual
- Main Courses: Fundamentos de Dirección de Empresas

**IV. RESEARCH**

**1. Recent Publications**

- Llanes, G. & Poblete, J. (Forthcoming). Technology choice and coalition formation in standards wars. (WoS)
- Llanes, G. (Forthcoming). Competitive strategy for open and user innovation. Journal of Economic and Management Strategy. (WoS)
- Llanes, G.; Mantovani, A.; Ruiz-Aliseda, F. (Forthcoming). Entry into complementary good markets with network effects. Strategy Science.
- Llanes, G. (2019). Competitive strategy for open and user innovation. Journal of Economics and Management Strategy, 28(2) 280-297. (WoS)
- Llanes, G. (2019). Ex-ante agreements and FRAND commitments in a repeated game. Review of Industrial Organization. 54(1) 159-174. (WoS)
- Escobar, J. & Llanes, G. (2018). Cooperation dynamics in repeated games of adverse selection. Journal of Economic Theory, 176, 408-443. (WoS)

**2. Working Papers.**



- Llanes, Gastón, and Francisco Ruiz-Aliseda (2015), Private Contracts in Two-Sided Markets.

## V. SELECTED SCIENTIFIC PRESENTATIONS

- 45° Conference EARIE, Greece, 2018.

Presented Paper: Competitive strategy for open and user innovation.

- 22 Anual Meeting of the Latin America and Caribbean Economic Association and Latin America Meeting of Econometric Society, 2017, Argentina.

Presented Paper: Private Contracts in Two-Sided Markets.

- V Latinoamerican Workshop in Law and Economics, 2018, Chile.

Presented Paper: Innovation incentives in technical standards and patent pools.

## VI. GRANTS AND AWARDS

- Fondecyt Project: Competitive Standard Setting. 2015 - 2018
- Fondecyt Project: Licensing Rules and Technology Choice  
in Standard Setting Organizations. 2011 - 2014
- FPU Scholarship for doctoral studies. Ministry of Education of Spain. 2004 - 2007
- Doctoral Scholarship. Universidad Carlos III de Madrid. 2003 - 2008

## VII. ACADEMIC REFEREE

- American Economic Review
- Econometrica
- Review of Economic Studies
- 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.

#### VIII. OTHER RELEVANT POSITIONS AND ACTIVITIES

- Associate Researcher. Institute for Research in Market Imperfections and Public Policy 2015 – Present
- 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. 2002 - 2003
- Consulting: Competencia y Regulación del Sistema de Pagos con Tarjeta en Chile. Joint with Joaquin Poblete.
- Consulting: 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) (2014 – 2015)