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*Associate Professor of Economics*

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## Contact Information

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## Summary

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**Rodrigo Harrison** is an Associate Professor of Economics at the Business School, Universidad Adolfo Ibáñez (UAI), Chile. Before this position, he was an Associate Professor of Economics at the Instituto de Economía, Universidad Católica de Chile. His academic work focuses on corporate strategy, market design, and industrial organization, applying game theory to analyze how firms compete, optimize decision-making, and adapt to regulatory environments.

His research has been published in leading academic journals, including *Journal of Policy Modeling*, *European Economic Review*, *Journal of Economic Behavior & Organization (JEBO)*, *International Economic Review*, *Journal of Mathematical Economics*, *Journal of Behavioral and Experimental Economics*, *Economic Inquiry*, *Economic Theory*, among others. He also actively engages in interdisciplinary research to address complex strategic challenges in areas such as *Law and Competition Policy*, *Organ Transplantation*, *Corporate Strategy*, and *Water Rights and Market Design*. His work aims to drive significant institutional reforms in Chile, demonstrating his commitment to research with real-world impact.

In addition to his academic work, Rodrigo Harrison has extensive experience as a consultant in corporate strategy, antitrust, regulation, auctions, and market design, advising both private companies and public institutions. He has served multiple times as an expert witness before Chile's Antitrust Court, contributed to regulatory processes, and participated in various arbitration cases. He is also the co-founder of THM Group and currently serves as a Board Member of Bolsa de Productos S.A. He has held previous board positions at Centro de Libre Competencia (Escuela de Derecho, Pontificia Universidad Católica de Chile) and FASA S.A. (as an alternate board member). Additionally, he is a member of the International Network on Expectational Coordination. Since 2013, he has been consistently recognized as a Leading Competition Economist by *Global Competition Review*, highlighting his influence in the field of competition economics and strategic consulting.

## I. Professional Services and Experience

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1. Consulting: Strategy, Antitrust, & Market Design.
2. Expert Testimony in Courts.
3. Selected and Illustrative Cases by Topic:
  - a. **Auctions Design:** analysis and advice to clients on market design.  
*Selected cases:* FONASA(auction design); SIGENEM (advising in auction and institutional design, case a at Chilean Antitrust Court) Lota Protein S.A. (advising in fishing quota allocations and expert testimony for case a at Chilean Antitrust Court); Sonda S.A. (advising in procurement auctions for case a at Chilean Antitrust Court); Chilean Ministry of Finance (advising in tax resource allocation); Chilean Ministry of Education (auction design); Chilean Gambling Commission (advising in auction design).
  - b. **Regulation:** analysis and advice to clients on regulatory issues and tariffs design.  
*Selected cases:* AMSA, Port Terminal of Arica, TPA S.A. (competitiveness analysis of port tariffs); ECONSSA S.A. (Analysis of concession system); VTR S.A. (mobile access charge analysis); Enap S.A. (tariffs design).
  - c. **Cartels & Damages:** analysis and advice to clients on nature and size of affected markets as well as on likely and actual effects in cartel investigations and inquiries by the Chilean competition authorities.  
*Selected cases:* Biosano Labs. (analysis of damages in cartel case at Chilean Competition Tribunal) Chilean Advertisement Agencies Association (analysis of the industry and expert testimony for Chilean Antitrust Court); Chilean Criminal Prosecutor (advising in antitrust criminal cases); Confidential Client (analysis of damages in cartel case at Chilean Competition Tribunal)
  - d. **Mergers:** economic analysis and advice to clients in connection with merger inquiries by the Chilean competition authorities.  
*Selected cases:* Preventive Analysis of mergers for plastic, food and metal industries (confidential clients).
  - e. **Abusive behavior:** analysis and advice to clients on market definition, pricing and non-pricing strategies in connection with abuse of dominant position and inquiries by the Chilean competition authorities.  
*Selected cases:* Iron-Mountain & Storbox (advising in abuse of dominance and expert testimony for case number AE 06-13 at Chilean Competition Tribunal), Confidential client (margin squeeze case at Chilean Competition Tribunal).
  - f. **Industrial Organization:** analysis and advice to clients on market structure, conduct, and performance in connection with policy evaluation and efficiency issues.  
*Selected cases:* SOCOFAR, Novo Nordisk, CAP, AMSA, ASILFA A.G. (Industrial Organization Analysis), Chilean Superintendence of Banks and Financial Institutions (analysis of competition in network banking industry).

## Clients:

FONASA, Airbnb, EFE, Latam, Cadem, Coca-Cola Andina S.A, Embonor S.A., Pepsico S.A., Brinks S.A., Antofagasta Minerals, Novo Nordisk, Socofar, CAP, BID-Ikons, Corfo, Sofofa, Bolsa Electrónica de Chile, Dirección de Presupuesto Gobierno de Chile, ASILFA A.G., Ministerio de Salud, BBVA S.A., Coordinador Eléctrico Nacional, I.D.B. Washington DC. , Chileactores A.G., Soc. Concesionaria Nuevo Pudahuel S.A., FCAB,S.A., Gasco S.A., Derco S.A., Salmag S.A., Sonacol S.A., Viña Concha y Toro S.A., Team Foods, Masisa S.A., Megalux, ENAP S.A., Ministerio Público, Canal 13, Lota Protein S.A., Vinilit S.A., Superintendencia de Bancos en Instituciones Financieras (SBIF), VTR S.A. Ministerio de Hacienda, Sonda S.A., Polla S.A., Iron Mountain, Sanofi-Aventis, ENAP S.A., CAP S.A., Ministerio de Educación, SUBTEL, Lota Protein S.A., Superintendencia de Casinos, Econssa S.A., ACHAP, Asociación de AFP, Ariztia S.A., Soprodi S.A., Fiscalía Nacional Económica, Ministerio de Economía, EFE, Junta Aeronáutica Civil, Sernatur, Entel, Movistar, Conama, BHP Billiton, World Bank, Superintendencia de Servicios Sanitarios.

## II. Education

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- Ph. D. in Economics, *with distinction*. Georgetown University (2003).
- M.A. in Economics. Ilades-Georgetown University (2000).
- M.Sc. in Engineering. Universidad Santa María (1995).
- Industrial Engineer. Universidad Santa María (1993).
- B. Sc. In Physics, Universidad Santa María (1991).

## III. Current Academic Position

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- (2021-present) Associate Professor of Economics, Business School Universidad Adolfo Ibañez, Chile.
- (2019-2021) Chair of the Master in Economics. Business School Universidad Adolfo Ibañez, Chile.

## IV. Past Academic Positions

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- (2019-2021) Associate Professor of Economics, Facultad de Ingeniería y Ciencias, Universidad Adolfo Ibañez, Chile.
- (2019-2021) Director of Industrial Engineering.
- (2019-2021) Chair of the Master in Economic Regulation.
- (2016-2019) Associate Professor, Instituto de Economía, Pontificia Universidad Católica de

Chile.

- (2009-2016) Assistant Professor, Instituto de Economía, Pontificia Universidad Católica de Chile.
- (2004-2009) Adjunct Assistant Professor, Instituto de Economía, Pontificia Universidad Católica de Chile.
- (2003-2004) Assistant Professor, Departamento de Industrias, Universidad Técnica Federico Santa María.
- (1995-1998) Lecturer, Departamento de Industrias, Universidad Técnica Federico Santa María.

## V. Teaching Experience

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- Industrial Organization and Microeconomics (Graduate and Undergraduate level).
- Game Theory and Applications (Graduate and Undergraduate level).
- Strategy and Managerial Economics (MBA level).
- Regulation and Competition Policy (Graduate and Executive Education level)

## VI. Research Interest

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- Corporate and Pricing Strategy.
- Game Theory: Global Games, Network, Mechanism Design.
- Applied Game Theory and Market Design: Telecommunication, Competition Policy and Organ Donation and Transplantation.

## VII. Published Papers

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- “The Impacts of COVID-19 Restrictions on Quality Adjusted Life Years (QALY): Heterogeneous effects and post-pandemic recovery” with R. Atal, P. Bedregal, J. A. Carrasco. F. González and C. Vizcaya, *Plos One March 28, 2024*.
- “Can auctions increase competition in the pension funds market? Merits and shortcomings of the Chilean experience” with M. Parada and M.J. Villena, *Journal of Policy Modeling. Volume 45 n°5, Sept. 2023*.
- “Costly Multi-Unit Search” with J.A. Carrasco. *European European Review. Volume 154, May 2023*.
- “Strategic reciprocity and preference formation” with A. Carrasco and M. G. Villena, *Journal of Economic Behavior and Organization. Volume 203, November 2022, Pages 368-381*

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- “Global Games with Strategic Substitutes” with P. Jara-Moroni. *International Economic Review*, Vol. 62, N<sup>o</sup>1 2021.
- “A Game Theoretic analysis of Voluntary Euthanasia and Physician Assisted Suicide” with F. Silva. *Economic Inquiry*. Volume 58, Issue 2, April 2020, Pages 745-763.
- “Modelling Reciprocity & Trust Using Personality Traits” with N. Abarca, R. Guzmán, and M. G. Villena. *Journal of Behavioral and Experimental Economic*. Volume 84, January 2020.
- “A Discrete Model of Market Interaction in the Presence of Social Networks and Price Discrimination” with G. Hernández and R. Muñoz. *Mathematical Social Sciences*. Volume 102, November 2019, Pages 48-58.
- “Tipping Points and Business-as-Usual in a Global Carbon Commons” with R. Lagunoff. *Journal of Economics Behavior and Organization*. Volume 163, July 2019, Pages 386-408.
- “Interdependent Preferences and Endogenous Reciprocity” with J. Carrasco and M.G. Villena. *Journal of Behavioral and Experimental Economics*. Volume 76, October 2018, Pages 68-75.
- “Sharing One, Keeping One Policy for Kidney Allocation Increases Inequity in Kidney Transplantation” with J. Dominguez and M.F.Benavides. *Transplantation*. Volume 76, July 2018, Vol. 102 S-1 Supplement 7.
- “Dynamic Mechanism Design for a Global Commons” with R. Lagunoff. *International Economic Review*. Volume 58, Issue 3, 2017, Pages 751-782.
- “A Dominance Solvable Global Game with Strategic Substitutes” with P. Jara-Moroni. *Journal of Mathematical Economics*. Volume 57, March 2015, Pages 1-11.
- “Network Structure in a Link Formation Game: An Experimental Study”, with A. Elbittar and R. Muñoz. *Economic Inquiry*, Volume 52, Issue 4, October 2014, Pages 1341-1363.
- “Cost-effectiveness of Policies Aimed at Increasing Organ Donation, the Case of Chile”, with R. Atal, L. Larraín and J. Dominguez. *Transplantation Proceedings*, Vol. 45, Issue 10, 2013, Pages 3711-3715.
- “A New Kidney Allocation Policy in Chile. Computer Based Simulation”, with R. Atal, Francisco Muñoz and J. Dominguez. *Transplantation Proceedings*, Vol. 45, Issue 4, May 2013, Pages 1313-1315.
- “Institutional Design for Concessions”, with R. Muñoz and J. M. Sánchez. *The Network*

*Industries Quarterly, Vol 15, Issue 1, 2013, Pages 3-5.*

- “Effectiveness of Different Kidney Exchange Mechanisms on Improving Living Donor Transplantation”, with D. Contreras and J. Dominguez. *Transplantation Proceedings, Vol. 43, Issue 6, July/August 2011, Pages 2283-2287.*
- “Cost-Benefit Estimation of Cadaveric Kidney Transplantation, the Case of a Developing Country”, with R. Atal and J. Dominguez. *Transplantation Proceedings, Vol. 43, Issue 6, July/August 2011, Pages 2300-2304.*
- “Stability and Equilibrium Selection in a Link Formation Game”, with R. Muñoz. *Economic Theory, Vol. 37, 2008, Pages 335-345.*
- “Economic Impact of the Open Skies Agreement Policy in Chile” (in Spanish), with M.J. Villena and M.G. Villena. *Revista de Análisis Económico, Vol. 23, 2008.*
- “Social Connections and Access Charges in Networks”, with G. Hernandez y R. Muñoz (2006). *Lectures Notes in Computer Sciences Vol. 3993, 2006, Pages 1091-1097.*

## **VIII. Chapters in Books**

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- “Evaluación del Sistema de trasplante en Chile: Propuestas de Intervención”, (2017). Case 7 in I. Irarrázaval, E. Piña y M. Letelier, editors. *Quehacer Académico y Políticas Públicas. Evaluación 10 años del Concurso de Políticas Públicas.* Centro UC de Políticas Pública; p. 64-65.
- “Learning (and Evolution) of Social Norms”, with M.G. Villena (2012) *Encyclopedia of the Sciences of Learning.* Seel, Norbert M. (Ed.) (2012). Springer Verlag.
- “Política de Competencia en Procesos de Licitación de Bienes y Recursos”, with R. Muñoz, (2011). Chapter in *Libro Bicentenario de la Libre Competencia.* Edited by TDLC.
- “Evaluación del Sistema de Trasplantes en Chile, Propuestas de Intervención”, with R. Atal, J. Dominguez, D. Contreras y L. Larraín. (2010). Chapter 1 in *Camino al Bicentenario: propuestas para Chile. V Concurso de Políticas Públicas, P.U.C.*
- “Políticas de Asignación de Espectro en Chile: Diagnóstico Actual y Posibilidades Futuras”, with R. Muñoz, (2009). Chapter in *Regulación y Convergencia en Telecomunicaciones.* Edited by Chilean National Regulator in Telecommunications, SUBTEL.

## IX. Working Papers

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- “Efficient Equilibrium Selection Entry (Global) Games” with P. Jara-Moroni., (submitted) 2024.
- “A Characterization of Common Value Auctions with Resale” with B. Quiroga and R. Muñoz, (work in Progress).
- “Rivalry on one side of a platform and its welfare implications” with R. Muñoz and R. Yañez, (new version soon).
- “The Impact of Vertical Integration and Concentration in Pharmaceutical Competition” with R. Peña and M.J. Villena, (new version soon).
- “Carbon Consumption, the Carbon-Based Ecosystem, and Output” with C. Figueroa, M. Miranda and R. Lagunoff, revised 2023.