



GASTON LLANES
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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, School of Management
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: Economics of Innovation, Research and Development, Intellectual Property Rights
- Main Courses: Fundamentals of Business Management.

IV. RESEARCH

Recent Publications

- Llanes, Gaston (forthcoming), "Innovation Incentives in Technical Standards," International Journal of Industrial Organization.
- Llanes, G., Ruiz-Aliseda, F. (2021), "Private Contracts in Two-Sided Platforms," RAND Journal of Economics, 52(4) 815-838.
- Llanes, G. & Poblete, J. (Forthcoming). Technology choice and coalition formation in standards wars. (WoS)
- Llanes, G., Mantovani, A., & Ruiz-Aliseda, F. (2019). Entry into complementary good markets with network effects. Strategy Science, 4(4), 262-282.
- Llanes, G. (2019). Competitive strategy for open and user innovation. Journal of Economics & Management Strategy, 28(2), 280-297.
- 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 Economics Theory*, 176, 408-443. (WoS)
- 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, G., Poblete, J. (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, G., Trento, S. (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, G., Trento, S. (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.

- Llanes, Gastón, "Innovation and Complementary Resource Development Under the Threat of Imitation," *R&R Strategy Science*.
- Llanes, Gastón, "Competitive Dynamics in Two-Sided Markets."
- Adner, Ron, Gastón Llanes and Francisco Ruiz-Aliseda, "Competitive Dynamics Within and Across Ecosystems."

V. SELECTED SCIENTIFIC PRESENTATIONS

- Seminario académico UAH-UDD, Chile, 2023.
Presented Paper: The market structure of complementary innovation
- Annual Meeting of the European Association for Research in Industrial Economics, 2023.
Presented Paper: The market structure of complementary innovation.
- Meeting of the European Association for Research in Industrial Economics, Universidad de Viena, Austria, 2022.
Presented Paper: Competition and the Optimal Design of Complex Innovation Ecosystems
- First annual empirical conference on standardization, USA, 2019.

Discussion of Standards-setting competition with network effects

- 45° Conference EARIE, Greece, 2018.



Presented Paper: Competitive strategy for open and user innovation.

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

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

- 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.

VI. GRANTS AND AWARDS

- FONDECYT Grant, CONICYT. Project name: Innovation and competition in dynamic oligopoly. 2020 - 2023
- Advisor of FONDECYT Postdoctoral Grant, CONICYT.
Main researcher: Keke Sun. Project name: Revenue models in two-sided markets. 2017 - 2020
- 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 Behaviour 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)
- Visiting: Contribution to Economic Growth, Industry and Infrastructure Development, Innovation Generation, Co-authored Scientific Article, Università degli Studi di Padova (University of Padua), December 2023
- Visiting: Contribution to Economic Growth, Industry and Infrastructure Development, Innovation Generation, Co-authored Scientific Article, Frankfurt School of Finance and Management, Germany, December 2023.