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EDUCATION

2005, *PhD in Economics*, Helsinki School of Economics, Finland
1999, *MSc in Economics*, Helsinki School of Economics, Finland

PROFESSIONAL EXPERIENCE

2019 - Present, *Professor of Practice*, Hanken School of Economics, Finland
2017 - Present, *Senior Vice President & Head of Finland and Scandinavia*, Compass Lexecon, Finland
2014 - 2017, *Head of Research and Director of Economics*, Nokia Technologies, Nokia Corporation
2013 - 2014, *Economist*, August Associates
2011 - 2013, *Head of Pricing Analysis and Director of Economics*, Smart Devices, Nokia Corporation
2010 - 2011, *Director*, Business Development and Economics, Mobile Solutions, Nokia Corporation
2006 - 2010, *Senior Economist*, Legal and Intellectual Property, Nokia Corporation
2005 - 2006, *Manager*, Business Development, Technology Platforms, Nokia Corporation
2000 - 2002, *Project Manager*, Corporate Strategy and M&A, Sonera Corporation

SELECTED WORK EXPERIENCE IN COMPETITION AND REGULATION

- S-Group/Stockmann Herkku (2017)
Economic advice to S-Group related to the acquisition of the food retail business line Herkku from Stockmann Oyj (Stockmann Delicatessen). Analysis of horizontal and vertical effects.
- Framework for self-assessment (2017)
Development of an economic framework for the self-assessment of a contract between two parties in Finland.
- Margin squeeze investigation (2017)
Economic advice during an investigation by the Finnish Competition and Consumer Authority related to a potential margin squeeze abuse.
- Economic impact assessment (2018)
Economic analysis of new proposed environmental regulations on Kemijoki hydropower plants. Quantitative estimation of economic effects, and the assessment of the impact of the new regulations on Finnish energy markets.

PUBLICATIONS

International Peer Reviewed Academic Journals

Prospect Theory, Fairness, and the Escalation of Conflict at Negotiation Impasse, *Scandinavian Journal of Economics*, forthcoming.

Buying Decision Coordination and Monopoly Pricing of Network Goods. *Journal of Economics & Management Strategy*, 2016, 25, 2.

Monopoly Pricing of Social Goods. *International Journal of the Economics of Business*, 2015, 22, 3.

Strategic R&D and Network Compatibility. *Economics of Innovation and New Technology*, 2006, 15, 8.

Other Publications

Killer Acquisitions? The Debate on Merger Control for Digital Markets. Finnish Competition Law Association 2018 Yearbook (with M. Holmström, J. Padilla, and R. Stitzing).

Aineettomien oikeuksien hyödyntäminen johdon harteilla. *Boardview*, 2014, 2 (with M. Manner).

Economics of Intellectual Property, Evaluating and Modelling Patent Disputes and Licensing. *Nordic Intellectual Property Law Review*, 2013, 82, 2.

Esseitä verkostojen ja sosiaalisten suhteiden taloustieteestä. *Kansantaloustieteellinen Aikakauskirja*, 2006, 102, 1.

Essays in the Economics of Networks and Social Relations. Helsinki School of Economics series A-263 (PhD thesis), 2005.

Over-Declaration of Standard Essential Patents and Determinants of Essentiality (with M. van Audenrode, J. Royer, and R. Stitzing), working paper.

LECTURES AND PRESENTATIONS

Professional Conferences and Training Courses

- Several public and private presentations on competition policy topics, including merger clearance, application of the AEC-test in Art 102 cases, vertical agreements, artificial intelligence, data markets, and two-sided markets.
- On intellectual property rights: Determining the transfer price for intangible assets, Käräjät Conference, 10/2018; IPR valuation, IPR University Center licensing academy, 6/2016; Patent economics, IPR University Center, 6/2015; Economics of IP: evaluating and modelling patent disputes, 31st Nordic IP Conference, 8/2012; Economic applications on licensing, standards, and patent markets, 3rd IRF Symposium, 6/2010; Economic perspectives on patent valuation, Licensing Executives Society, 1/2010; Valuation of patents. IPR University Center, 3/2009; Litigation as an economic good, IPR University Center, 6/2011; Game theoretic patent valuation models, Presentation for Tieto Corporation, 3/2010; Valuation of patents and patent risk, Roschier seminar, 2/2008.
- On pricing: several private presentations on strategic pricing; Pricing in practice, Hanken School of Economics alumni workshop, 10/2015.

Research Seminars and University Lectures

- On standardization and standard essential patents: CRESSE 7/2017; Bergen Center for Competition Law and Economics 4/2017; Toulouse School of Economics 5/2016; Center for the Protection of Intellectual Property, George Mason University 2/2017; Helsinki Center of Economic Research 9/2016.
- On patent policy and patent licensing market: Aalto School of Economics 2/2016, 11/2015; Hanken School of Economics 11/2016; Toulouse School of Economics 10/2007, 11/2008; University of California, Haas Business School and Law School 9/2009; University of Jyväskylä 11/2010.
- On IPR valuation: Hanken School of Economics 2/2018, 3/2017, 3/2016, 4/2012, 4/2011; Helsinki School of Economics 3/2010.
- On pricing and strategy: Aalto School of Economics 2/2016; Hanken School of Economics 3/2018, 3/2017, 12/2016, 4/2016, 4/2015; University of Jyväskylä 4/2014, 4/2013; University of Tampere 11/2013.
- On Internet, telecommunications, and software markets: Helsinki School of Economics 3/2009, 2/2008, 12/2006; Hanken School of Economics, 3/2009, 2/2008; Toulouse School of Economics 5/2016.
- On economist's work: Helsinki School of Economics 2/2008, 1/2006.



LANGUAGES

- Finnish (native)
- English (fluent)
- French (conversational)
- Swedish (conversational)

