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EDUCATION

2014, *PhD in Economics*, Yale University
2011, *MPhil in Economics*, Yale University
2009, *MA in Economics*, Yale University
2007, *BA in Economics and Business Administration*, University of Tartu

PROFESSIONAL EXPERIENCE

2022 - Present, *Senior Economist*, Compass Lexecon, London
2018 - 2022, *Senior Lecturer*, Australian National University, Canberra
2016 - 2017, *Lecturer*, Australian National University, Canberra
2014 - 2015, *Lecturer*, University of Queensland, Queensland
2006 - 2007, *Grant Research Employee*, University of Tartu, Estonia

SELECTED CONSULTING EXPERIENCE

Mergers and acquisitions

- Report for a luxury retail and e-commerce firm before the EU and UK competition authorities to assess the price effect of an acquisition of partial ownership and control.

Abuse of dominance

- Report for an e-commerce platform before the Spanish competition authority assessing the impact of dual distribution and brand gating on the incentive and ability to foreclose third party retailers.
- Report for a carbonated beverages supplier before the Greek and EU competition authorities assessing foreclosure of as-efficient competitors by mixed bundling.
- Report for a smartphone manufacturer in an International Chamber of Commerce arbitration assessing the pass-on of patent royalty overcharges.
- Rebuttal to a Letter before Action in a UK case of competitor foreclosure by refusal to supply lead sheeting.

Cartels

- Report for cigarette suppliers before the Dutch competition authority on the effect of information exchange between competitors.
- Report for wholesale sugar suppliers before the German competition authority on the effect of a cartel and of trade barriers and production quotas on the prices of sugar and sugar beet.

Tender bids and offer evaluations

- Bid to the EC for the tender Exploring Aspects of the State of Competition in the EU.
- Report proposal for Meta in the Netherlands on the economic value of data in a privacy protection case.
- Evaluated a Global Blue / Flint Global offer to write a report on the benefits of EU tax-free shopping for tourism.
- Evaluated an offer to write a report on the benefits of a platform marketplace for SMEs.

PUBLICATIONS

“Greater search cost reduces prices” [Sander Heinsalu], *Economic Theory*, May 2022
<https://link.springer.com/article/10.1007/s00199-022-01432-6>

“Promotion of (interaction) abstinence increases infection prevalence” [Sander Heinsalu], *Journal of Economic Behavior & Organization*, Volume 186, pp 94-112, March 2021

“Investing to access an adverse selection market” [Sander Heinsalu], *International Journal of Industrial Organization*, Volume 72, pp 102660, August 2020

“Reversals of signal-posterior monotonicity imply a bias of screening” [Sander Heinsalu], *Journal of Economic Theory*, Volume 188, pp 105073, April 2020

“Competitive pricing despite search costs when lower price signals quality” [Sander Heinsalu], *Journal of Economic Theory*, Volume 71, Issue 1, pp 317-339, January 2020

“Dynamic noisy signaling” [Sander Heinsalu], *American Economic Journal: Microeconomics*, May 2017

“Good signals gone bad: Dynamic signalling with switched effort levels” [Sander Heinsalu], *Journal of Mathematical Economics*, Volume 73, pp 132-141, December 2017

“Universal type structures with unawareness” [Sander Heinsalu], *Games and Economic Behaviour*, Volume 83, pp 255-266, January 2014

“Equivalence of the information structure with unawareness to the logic of awareness” [Sander Heinsalu], *Journal of Economic Theory*, Volume 147, Issue 6, pp 2453-2468, November 2012

“Infection Arbitrage” [Sander Heinsalu], arXiv preprint arXiv:2004.08701, December 2021

“Costlier switching strengthens competition even without advertising” [Sander Heinsalu], arXiv preprint arXiv:2104.08934, April 2021

“Herding driven by the desire to differ” [Sander Heinsalu], arXiv preprint arXiv:1904.00454, August 2019

“Price competition with uncertain quality and cost” [Sander Heinsalu], arXiv preprint arXiv:1903.03987, April 2019

“Investing in trading opportunities in dynamic adverse selection” [Sander Heinsalu], SSRN 2988668, February 2017

“Corrigendum to “Managerial Incentive Problems: A Dynamic Perspective” [Sander Heinsalu], arXiv preprint arXiv:1811.00455, October 2018

PROFESSIONAL AFFILIATIONS

- Member of the Econometric Society
- Member of the American Economic Association

TECHNICAL SKILLS

- Statistical Packages
Experience in Python, Mathematica, R.

LANGUAGE SKILLS

- Estonian – Native
- English – Fluent
- French – Basic
- Spanish – Basic
- Russian – Basic

