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CURRICULUM VITAE

MAKOTO HANAZONO

CONTACT INFORMATION:

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EMPLOYMENT

Nagoya University

Professor

April 2018-present

Dean, School of Economics

April 2026-present

Vice-Dean, School of Economics

April 2024-2026

Associate Professor

April 2007-March 2018

Assistant Professor

April 2006-March 2007

Kyoto University

Assistant Professor

May 2003-March 2006

RESEARCH INTERESTS

Industrial Organization, Contract Theory, Game Theory

EDUCATION

Ph.D. Economics,

University of Pennsylvania August 2003

M.A. Economics,

Keio University March 1996

B.A. Economics,

Keio University March 1994

VISITING POSITIONS

University Pompeu Fabra, Aug 2019 - Sept 2020, and Sept 2013 - Mar 2014.

Northwestern University, Kellogg, Sep 2012 – Mar 2013

Kyoto University, Apr 2012-Sep 2012 (part time)

Norwegian School of Economics & Business Administration Aug 2011

University of Mannheim, Jun 2011

Beijing University of Foreign Studies, Dec 2010

Singapore Management University, Mar 2010

REFEREED PUBLICATIONS

1. “Compatibility and Investment Incentives in Dynamic Procurement” *Economics Letters*, 268, 113129, 2026 (with Susumu Sato)
2. “Market Structure and Price Dispersion: Asymmetric Oligopoly with Sequential Consumer Search” *International Economic Review*, 65(3), pp. 1249-1281, 2024 (with Noritaka Kudoh)
3. “Is a Big Entrant a Threat to Incumbents? The Role of Demand Substitutability in the Competition among the Big and the Small” *Journal of Industrial Economics*, 66(1), pp. 30-65, 2018 (with Lijun Pan)

4. "Equity Bargaining with Common Value" *Economic Theory*, 65(2), pp. 251–292, 2018, (with Yasutora Watanabe)
5. "Endogenous Product Boundary" *Manchester School*, 85(1) pp.13-40, 2017, (with Takanori Adachi and Takeshi Ebina)
6. "Dynamic Entry and Exit with Uncertain Cost Positions" *International Journal of Industrial Organization*, 27(3), pp.474-487, 2009 (with Huanxing Yang),
7. "Collusion, Fluctuating Demand, and Price Rigidity," *International Economic Review* 48(2), pp.483-515. 2007 (with Huanxing Yang)
8. "Mimicking the Winner Leads to War: An Evolutionary Analysis of Conflict and Cooperation," *Japanese Economic Review* 58(3), pp.417-422. 2007.
9. "A Simple Holdup Model with Two-sided Investments: the Case of Common-Purpose Investments," *Problems and Perspectives in Management*, 4(2), 2006, pp.115-125.
10. "Commitment in Renegotiating Incomplete Contracts," *Mita-gakkai Zasshi (Mita Journal of Economics)*, 98(3), October 2005, pp. 79-90 (in Japanese)

NON – REFEREED PUBLICATION

1. "Bundling" *Hitotsubashi Business Review*, 2013 Summer (invited article)
2. "An equilibrium bidding strategy in scoring auctions with a price-quality ratio scoring rule," *the Economic Science* (Nagoya University), in Japanese, 2010, 57 (4), 149-157.

WORKING PAPERS

1. "Optimal Sequential Procurement Mechanism under Costly Competition" with Juan-Jose Ganuza and Nicolas Figueroa, 2026
2. "Nonlinear Scoring Rules in Procurement Auctions" with Jun Nakabayashi, Ryuji Sano, and Masanori Tsuruoka 2026, R&R in *IER*
3. "Pay for Performance in Procurement" with Juan-Jose Ganuza and Fernando Gomez, 2025
4. "Theory, and Identification for Scoring Auction" with Yohsuke Hirose, Jun Nakabayashi and Masanori Tsuruoka, 2023
5. "Holdup with Subsidized Investment," 2004

WORK-IN-PROGRESS

1. "Consumer Search and Nonlinear Pricing" with Lijun Pan
2. "A Multi-Stage Procurement Model with Secret Reserve Prices: Application to Japanese Public Procurement" with Dong-Hyuk Kim

OTHER PUBLICATION

Articles in *Nikkei Business*: Mar 6. 2010, Sep 2010, Feb 2011 (press), Nov 2011, Oct 2012 (on-line)

HONORS AND AWARDS

Beth Hayes Prize for Graduate Research Accomplishment in Economics 2004
University of Pennsylvania
Hiram C. Haney Fellowship Award in Economics 2002
(the best 3rd year paper), University of Pennsylvania
University Fellowship, University of Pennsylvania, 1998, 2000, 2002
Caress Fellowship, University of Pennsylvania, 2002

Nakamura Sekizenkai Fellowship 1995-96

RESEARCH GRANTS

Japan Society for the Promotion of Science, Grant-in-Aid for Scientific Research (A) 2023-2027

Japan Society for the Promotion of Science, Grant-in-Aid for Challenging Exploratory Research 2021-2024

Grant-in-Aid for Fund for the Promotion of Joint International Research (Fostering Joint International Research) 2018-2022

Japan Society for the Promotion of Science, Grant-in-Aid for Scientific Research (B) 2015-2018

Japan Society for the Promotion of Science, Grant-in-Aid for Challenging Exploratory Research 2015-2017

Japan Society for the Promotion of Science, Grant-in-Aid for Scientific Research (C) 2012-2014

Japan Society for the Promotion of Science, Young Research Aid (B) 2008-2011
Zengin Foundation 2014

Murata Science Foundation, 2011

Nittoh Science Foundation, 2009

Japan Center for Economic Research 2008

Inamori Foundation 2007

REFeree SERVICE

American Economic Review, International Economic Review, European Economic Review, Theoretical Economics, International Journal of Industrial Organization, Review of Industrial Organization, Japanese Economic Review, International Journal of Economic Theory, Journal of Mathematical Economics, Journal of Public Economic Theory, Journal of Institutional and Theoretical Economics, Mathematical Social Sciences, Review of Urban and Regional Development Studies, Studies in Applied Economics.

PROFESSIONAL SERVICES

Program Chair: Japanese Economic Association, Spring Meeting 2025 (at Chukyo University). Program committee: Japanese Economic Association, Spring Meeting 2009 (at Kyoto University) Fall Meeting 2013 (at Kanagawa University), Fall Meeting 2023 (at Kansai University),

Game Theory Workshop 2011 (at Nagoya University),

Asian Meeting of Econometric Society, 2016 (at Doshisha University)

Managing committee member of Research Center for Mathematical Economics (2009-12)

Vice-president, Japanese Society for Mathematical Economics (2017-2020)

PRESENTATIONS

Seminar Presentations: City UHK (Nov, 2026, Scheduled), Waseda (Jan, 2026), Nanjing (Oct, 2025), Kobe (May, 2025), University of Queensland, Lunch (Mar, 2025), National Tsing Hua (Oct, 2023), Nanjing (Oct 2023), Kwansei Gakuin (June, 2023), Hitotsubashi (Oct 2022), JFTC (May, 2022), Waseda (Nov, 2021), Keio (April, 2021) Kyoto (April, 2021), UPF (Nov 2019) Glasgow (Oct 2019) NHH (Sept 2019) Okayama (Feb 2019), Hitotsubashi (Jan 2019), Nanjing

U (Nov 2018), Keio (Oct 2018), U Tokyo (Jun 2018) Yonsei U (Mar 2018), Osaka U (Jan 2018), Nagoya (May 2017), HKUST (Oct 2016), Keio (April 2016), Kwansei Gakuin U (Mar 2016), U.Tokyo (April 2015), Kobe (Nov, 2014), UAB Lunch Seminar (Dec 2013), U. Mannheim (Dec 2013), Pompeu Fabra Micro Lunch Seminar (Oct 2013), NUS (Aug, 2013), Kyoto U (July 2013), Northwestern Lunch Seminar (2013), Hitotsubashi U(July 2012) Kyoto U. (Jun 2012), Osaka U (Apr 2012), Hitotsubashi (Jan 2012), Nagoya (Dec 2011), Kyoto U(Oct 2011), Nagoya University (May 2011), Kyon-Hee University (May 2011), Okayama University (Mar 2011), Kyoto University (Feb 2011), Keio University (Nov 2010), Yokohama National University (Dec 2009), Osaka University (Jul 2009), GRIPS (May 2009), Hokkaido University (Feb 2009), Ohio State University (Mar 2008), Nagoya University (Oct 2007), Kyoto University (Oct 2007) Nagoya University (Jun 2006), Kyushu University (Dec 2005), Ritsumeikan University (Nov 2005), Osaka University (Jul 2005), Keio University (Jun 2005), Gakushuin University (Jun 2005), Kwansei-Gakuin University (May 2005), Hitotsubashi University (Dec 2004), Keio University (Apr 2004), Osaka University (Apr 2004), Tohoku University (Feb 2004), Kyoto University (Oct 2003), University of Tokyo (Oct 2003), University of Pompeu Fabra (Feb 2003), University of Pennsylvania (Nov 2002)

Conferences: APIOC (Dec, 2025, Brisbane), EARIE (Aug, 2025, Valencia), JEI (Sept, 2023, Bilbao), EEA/ESEM(Aug, 2023, Barcelona), SAET(Jul, 2023, Paris), EARIE (Aug, 2022, Viena), AMES (Aug, 2022, Tokyo), MaCCI Annual (Mar 2020), APIOC (Dec, 2019), AMES (Jun, 2019), APIOC (Dec, 2018), JSME (Oct 2018), Japanese-German Conference on Incentives and Organization (Sept 2018), EARIE (Sept, 2017), APIOC (Dec 2016), Research Center for Mathematical Economics Annual Meeting (Jan 2015), Japan-Taiwan-Hong Kong Contract Theory Conference (Dec 2014), IO workshop at Korea U (Dec 2014), ESEM (Aug 2012, Spain), JEA Spring (June 2012) IIOC (Mar 2012 US), Game Theory Workshop (Mar 2012 Japan) ESEM (Aug 2011 Norway), SAET Annual Meeting (Jun 2011 Portugal), Recent Advances in Bargaining Theory (May 2011 Italy), ESEM (Aug 2009 Spain), JEA Spring Meeting (May 2009), IIOC (Apr 2009 US), Japan-Taiwan Contract Theory Conference (Dec 2008 Japan), JEA Fall Meeting (Nov 2008 Japan), Mid-west Theory Meeting (Nov 2007 US) International Conference in Mathematical Economics (Oct 2007 Japan), Research Center for Mathematical Economic Annual Meeting (Nov 2005 Japan), JEA Spring Meeting (Jun 2005 Japan), Research Center for Mathematical Economics Annual Meeting (Feb 2005 Japan), Game Theory Society World Congress (Jul 2004 France), Far Eastern Meeting of Econometric Society (Jun 2004 South Korea), JEA Spring Meeting (Jun 2004 Japan), Game Theory Workshop (Mar 2004 Japan)

TEACHING EXPERIENCES

Nagoya University:

Undergraduate: Microeconomics, Mathematics for Economists (Linear Algebra)

Graduate: Game Theory (English), Economic Policy (competition policy), Advanced Microeconomics (English). Contract Theory, Industrial Organization (English/Japanese).

Kyoto University:

Graduate: Game Theory, Contract Theory

University of Pennsylvania:

Undergraduate: Intermediate Microeconomics (Instructor, TA), Principles in Microeconomics (Recitation Instructor), International Economics (TA)

Graduate: Microeconomic Theory (TA)

Ph.D. STUDENT SUPERVISION

Nagoya University:

Principal Supervisor for

Toshiki Kodera (2011), Aomori Prefecture University, then Meisei University

Wenjiao Che (2014)

Lijun Pan (2016), Nagoya University, then Nanjing University

Shun Tsukamoto (2020)

Alvaro Dominguez (2020) Asia institute for growth, then Nagoya University

Akihiro Okumura (2020) Private Sector

Ge Liu (2022) Kumamoto Prefecture University