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## EMPLOYMENT

PROFESSOR OF ECONOMICS AND BUSINESS  
Universitat Pompeu Fabra, Barcelona, SPAIN  
Department of Economics and Business  
1998-Current (Associate since 2005).

VISITING RESEARCHER  
University of California, Los Angeles, California, USA  
Department of Economics  
1997-98.

VISITING RESEARCHER  
Institut D'Economie Industrielle  
Université des Sciences Sociales de Toulouse, France  
1996-97.

## EDUCATION

PH. D. PROGRAM IN ECONOMICS  
Universidad Carlos III de Madrid  
1991-96.

BS IN PHYSICS  
Universidad Complutense de Madrid, 1986-1991.

## VISITING FELLOWS

Rutgers University, New Jersey, USA  
Department of Economics  
Sep-Dec 2003.

CEMFI, Madrid, Spain  
Sep 2004-Jun 2005.

## RESEARCH INTERESTS

Auctions and Procurement; Business Strategy; Industrial Organization,  
Law and Economics and Economics of Corruption.

## REFEREED PUBLICATIONS

Ganuja, J. and J. Penalva (2010) "Signal Orderings based on Dispersion and the Supply of Private Information in Auctions", *Econometrica*, 78, 3, 1007-1030.

Ganuja, J., Llobet, G and B. Dominguez (2009) "R&D in the Pharmaceutical Industry: A World of Small Innovations", *Management Science*, 55, 4, 539-51.

Bar-Isaac, H. and J. Ganuja (2008) "Recruitment, training and career concerns". *Journal of Economics and Management Strategy*, 17, 4, 839-864.

Ganuja, J. and F. Gomez (2008) "Realistic Standards. Optimal Negligence with Limited Liability". *Journal of Legal Studies*, 37, 2, 577-94.

Ganuza, J. (2007) "Competition and Cost Overruns in Procurement", *Journal of Industrial Economics*, 55, 4, 633-660.

Calveras, A, Ganuza, J. and G. Llobet (2007) "Regulation, Corporate Social Responsibility and Activism", *Journal of Economics and Management Strategy*, 16, 719-740.

Ganuza, J. and F. Gomez (2007) "Should we Trust the Gatekeepers? Auditors' and Lawyers' Liability for Clients Misconduct", *International Review of Law and Economics*, 96-109.

Ganuza, J. and E. Hauk (2006) "Allocating Ideas. Horizontal Competition in Tournaments", *Journal of Economics and Management Strategy*. 15, 3, 763-787.

Ganuza, J. and F. Gomez (2005) "Caution, Children Crossing: Heterogeneity of Victim's Cost of Care and Negligence Rule", *Review of Law and Economics*, 1, 3. 365-297.

Ganuza, J. and E. Hauk (2004) "Economic Integration and Corruption: The Corrupt Soul of the European Union", *International Journal of Industrial Organizations*, 22, 10, 1463-1484.

Ganuza, J. (2004) "Ignorance promotes competition. An auction model with endogenous private valuations", *RAND Journal of Economics*, 35, 3, 583-589.

Celentani, M, Ganuza, J. and J. Peíro (2004) "Combating Corruptions in International Business Transactions", *Economica*, 71, 417-448.

Calveras, A, Ganuza, J. and E. Hauk (2004) "Wild bids. Gambling for Resurrection in Procurement Contracts", *Journal of Regulatory Economics*, 26, 41-68.

Celentani, M. and J. Ganuza (2002) "Corruption and competition in procurement", *European Economic Review*, 46, 1273-1303.

Gomez, F and J. Ganuza (2002) "Civil and Criminal Sanctions Against Blackmail: An Economic Analysis", *International Review of Law and Economics*, 21, 475-498.

Celentani, M. and J. Ganuza (2002) "Organized vs. Competitive Corruption", *Annals of Operation Research*, 109, 293-315.

Calveras, A, Ganuza, J. and E. Hauk (2002) "Las bajas temerarias en las subastas de obras públicas. Un análisis de la regulación española", *Hacienda Pública Española. Revista de Economía Pública*, 5, 162, 135-153.

Ganuza, J. and L. Pechlivanos (2000) "Heterogeneity-promoting optimal procurement", *Economic Letters*, 67, 105-112.

Ganuza, J. (1995) "Procurement contracts with observable quality". *Revista Española de Economía*, Monográfico Regulación, 153-163.

#### **CURRENT RESEARCH**

Burguet, R. Ganuza, J. and E. Hauk (2009) "Limited Liability and Mechanism Design in Procurement". Mimeo.

Calveras, A, Ganuza, J. and G. Llobet (2008) "Voluntary Contributions vote out Public Ones", Mimeo.

Calveras, A, and J. Ganuza (2008) "The Role of Public Information in Corporate Social Responsibility". Mimeo.

Ganuza, J. and F. Gomez (2008) "Optimal Harmonized Standards for Promoting Cross-Border Trade in Consumer Markets", Mimeo

Ganuza, J. and G. Llobet (2007) "Marketing kills Innovation". Mimeo.

Ganuza, J. and J. Penalva (2005) "Optimal Information Transmission in Private Value Auctions". Mimeo.

Ganuza, J, and J. Jansen (2008) "Too Much Information Sharing? Competition Policy for Disclosure of Acquired Information", Mimeo.

Celentani, M. and J. Ganuza (2006) "On the dynamic of Corruption". Mimeo.

**OTHER  
PUBLICATIONS**

Calveras, A. and J. Ganuza (2008) "Responsabilidad Social Corporativa. Una Visión desde la Teoría Económica". *Cuadernos Económicos del I.C.E*, 76, 101-118.

Asensio, J, J-J Ganuza, J Penalva y F. Trillas (2006) "Aspectos económicos de la liberalización del ferrocarril: mecanismos de subastas y medición de la eficiencia", *Estudios de Construcción y Transportes*, 104, 161-182.

Ganuza, J. (1998) "Los Sobrecostes en las obras Públicas. Un análisis económico del caso español". *Revista de Economía Industrial*. 318, 111-22.

Ganuza, J. (1994) "Contratos, subastas y sobrecostes en las obras públicas: un análisis teórico" *Cuadernos Económicos del I.C.E*, 57, 77-97.

**BOOKS**

Engel, A. Ganuza, J, Hauk , E and A. Wambach (2006). "Managing Risky Bids". Chapter of the Handbook of Procurement. Theory and Practice for Managers, Dimitri, Piga, and Spagnolo (eds.), Cambridge University Press, forthcoming.

López Casanovas G, Puig-Junoy J, Ganuza, J, I. Planas Miret (2003). "La Nueva Gestión Pública. Instrumentos al servicio de la mejora de la eficiencia en la provisión de los servicios públicos". Colección Estudios Económicos. La Caixa, Barcelona.

**EDITORIAL ACTIVITIES**

Associate Editor, Journal of the European Economic Association (2006--)

**REFEREE FOR**

American Economic Review, Economic Theory, Economic Journal, Experimental Economics, European Economic Review, International Journal of Game Theory, International Review of Law and Economics, Investigaciones Económicas, Journal of Industrial Economics, Journal of Economic Theory, Journal of Labor Economics, Journal of European Economic Association, Journal of Economics and Management Strategy, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Hacienda Pública Española/Revista de Economía Pública, Rand Journal of Economics, and Review of Economics Studies.