

Resume

FRANÇOIS COCHARD

Professor, Université de Franche Comté
Born January 31, 1974, Angers, France
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Professional address

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CURRENT POSITION

2016-present **Professeur des universités (Full Professor) in economics**, Université de Franche Comté, Besançon, France

RESEARCH INTERESTS

Experimental economics, Behavioral economics, Environmental economics, Households, Competition policy, Auctions

EDUCATION

2015 **Accreditation to supervise research (HDR) in economics**, Université de Franche Comté, Besançon, France
2003 **PhD in economics**, Université Louis Pasteur, Strasbourg I, France
1999 - **Master in economics** (with honors), Ecole Normale Supérieure (ENS) de Cachan, France
- **Master in economics** (with honors), Université Louis Pasteur, Strasbourg I, France
1998 **Agrégation (high level contest for teaching) in economics and management** (ranked 2nd), specialty: information systems, France
1997 **Maîtrise (BA) in management science** (with honors), Université Paris XII-Créteil, France
1995-1999 **Admission at the Ecole Normale Supérieure (ENS) de Cachan** (ranked 2nd), France

POSITIONS

2007-2016 **Maître de conférences (Assistant Professor) in economics**, Université de Franche Comté, Besançon, France
2004-2007 **Maître de conférences (Assistant Professor) in economics**, Toulouse School of Economics (TSE), Toulouse, France
2003-2004 **Attaché temporaire d'enseignement et de recherche (ATER)**, Institut Universitaire de Technologie (IUT) d'Illkirch, Strasbourg, France

RESEARCH

REFEREED PUBLICATIONS

- **Brisset K., Cochard F., Kane E.-H., 2021**, “Envol du marché du luxe de seconde main : le rôle des enchères en ligne”, *Revue Française d'Economie*, accepted for publication.
- **Bchir A. M, Cochard F., Rozan A., Sarr H., 2021**, “Efficiency of the average pigovian tax: the effect of group size”, *Review of Agricultural and Food Environmental Studies*, accepted for publication.
- **Cochard F., Le Gallo J., Georgantzis N., Tisserand J.-C., 2021**, “Social preferences across different populations: Meta-analyses on the ultimatum and dictator games”, *Journal of Behavioral and Experimental Economics*, 90, 101613.
- **Cochard F., Flage A., Grolleau G., Sutan A., 2020**, “Are dictators more generous in loss contexts?”, *Social Choice and Welfare*, Vol. 55(4), 845-866.
- **Brisset K., Cochard F., Maréchal F., 2020**, “The Impact of a Right of First Refusal Clause in a First-Price Auction with Heterogeneous Risk-Averse Bidders”, *Journal of Institutional and theoretical economics*, in press.
- **Cochard F., Flage A., Peterle E., 2019**, “Intermediation and Discrimination in an Investment Game: An Experimental Study”, *Journal of Economic and Behavior Organization*, Vol. 168, 196-208.
- **Brisset K., Cochard F., Lambert E.-A., 2019**, “Lutte contre les cartels multi-marchés : une comparaison expérimentale des programmes de clémence américain et européen”, *Revue Economique*, Vol. 70, 1171-1186.
- **Sarr H., Bchir M.A., Cochard F., Rozan A., 2018**, “Nonpoint source pollution: experiments on the average Pigouvian tax under costly communication”, *European Review of Agricultural Economics*, Vol. 46, 529-550.
- **Cochard F., Couprie H., Hopfensitz A., 2018**, “What if women earned more than their spouses? An experimental investigation of work division in couples”, *Experimental Economics*, Vol. 21, 50-71.

- **Loheac Y., ..., Sutan A., 2017**, “Mise en place d’une expérience avec le grand public : entre recherche, vulgarisation et pédagogie”, *Revue Economique*, Vol. 5, 941-953.
- **Cochard F., Couprie H., Hopfensitz A., 2016**, “Do spouses cooperate? An experimental investigation”, *Review of Economics of the Household*, Vol. 14, 1-26.
- **Beblo M., Beninger D., Cochard F., Couprie H., Hopfensitz A., 2015**, “Efficiency-Equality Trade-off within French and German Couples. A comparative experimental study on equality versus efficiency”, *Annals of Economics and Statistics*, Special Issue on the Economics of Gender, Vol. 117-118, 233-252.
- **Brisset K., Cochard F., Le Gallo J., 2015**, “Secret versus Public Reserve Price in an ”Outcry” English Reverse Auction: Experimental results”, *International Journal of Production Economics*, Vol. 169, 285-298.
- **Brisset K., Cochard F., Maréchal F., 2015**, “L’impact économique du droit de préemption dans une procédure de vente”, *Revue Française d’Economie*, Vol. XXX, 217-255.
- **Brisset K., Cochard F., Maréchal F., 2015**, “Is the newcomer more aggressive when the incumbent is granted a Right-Of-First-Refusal in a procurement auction? Experimental Evidence”, *Theory and Decision*, Vol. 78, Issue 4, p. 639-665.
- **Cochard F., Le Gallo J., Franckx L., 2014**, “Regulation of Nonpoint Source Pollution in the Laboratory: Random Inspections, Ambient Inspections and Commitment problems”, *Bulletin of Economic Research*, Vol. 67, Issue S1, S40-S73.
- **Cochard F., Rozan A., 2010**, “Taxe ambiante : un outil adapté à la lutte contre les coulées de boue ? Une étude expérimentale”, *Review of Agricultural, Food and Environmental Studies (ex Revue d’Étude en Agriculture et Environnement)*, Vol. 91, p. 296-326.
- **Cochard F., Spaeter S., Verchère A., Willinger M., 2009**, “Pollution diffuse aux nitrates et incitations économiques”, *Revue Française d’Economie*, Vol. XXIV (n°1, juillet), p. 71-119.
- **Cochard F., Willinger M., 2005**, “Fair Offers in a Repeated Principal-Agent Relationship with Hidden Actions”, *Economica*, Vol. 72, p. 225-240.
- **Cochard F., Willinger M., Xepapadeas A., 2005**, “Efficiency of Nonpoint Source Pollution Instruments: An Experimental Study”, *Environmental and Resource Economics*, Vol. 30, p. 393-422.
- **Cochard F., Nguyen V. P., Willinger M., 2004**, “Trusting Behavior in a Repeated Investment Game”, *Journal of Economic Behavior and Organization*, Vol. 55, p. 31-44.

REFEREED CHAPTERS IN BOOKS

- **Spaeter S., Cochard F. et Rozan A., 2012**, “New Economic Instrument for Integrated Management of Muddy Flow Risks”, chapitre 4 dans “Flood Risk and Flood Management”, Hydrological Science and Engineering (Series Editor - Dr. T. S. W. Wong), Nova Publishers.

WORKING PAPERS

- Brisset K., Cochard F., Lambert E.-A., 2020, “The effect of Amnesty Plus leniency program on cartel formation: An experimental investigation”, mimeo.
- Behir A. M, Cochard F., Rozan A., Sarr H., 2019, “Efficiency of the capped ambient tax: laboratory and field experiment”, mimeo.
- Hollandts X., Cochard F., Valiorgue B., Sutan A., 2018, “Opting-in and contribution to public goods: the case of cooperative members”, mimeo.

SEMINAR AND CONFERENCE PRESENTATIONS

Conferences:

- Annual Meeting of the French Economic Association (ASFEE), Toulouse, France, June 2019
- Workshop Public Policy, Behaviors and Agricultural Policy, Besancon, France, April 2019
- Association Française d’Economie du Droit (AFED), Nancy, France, October 2018
- European Association of Law and Economics (EALE), Milan, Italy, September 2018
- Economic Science Association (ESA), Berlin, Germany, June 2018
- Plenary conference, DGEP Doctoral School, Univ. de Bourgogne Franche-Comté, Dijon, France, December 2017
- Annual Meeting of the French Economic Association (ASFEE), Paris, France, June 2015
- Annual Meeting of the French Economic Association (ASFEE), Lyon, France, June 2013
- Annual Meeting of the French Economic Association (ASFEE), Montpellier, France, June 2012

International Meeting on Experimental and Behavioral Economics (IMEBE), Castellon, Spain, March 2012
Annual Meeting of the French Economic Association (ASFEE), Grenoble, France, September 2010
Economic Science Association (ESA), Washington DC, USA, June 2009
Economic Science Association (ESA), Lyon, France, September 2008
AFSE-Journées d'Economie Expérimentale, Université de Lyon II, France, May 2007
AFSE, Université de Paris I, France, September 2004
EAERE, Université de Budapest, Hungary, June 2004
Journée du BETA, Université Louis Pasteur, Strasbourg, France, March 2004
Journées de Microéconomie Appliquée (JMA), Montpellier, France, June 2003
Economic Science Association (ESA), Strasbourg, France, September 2002
Second World Congress of Environmental Economics and Management, Monterey, California, USA, June 2002
Journées d'Economie Expérimentale (JEE), Paris, France, May 2002

Seminars:

Seminar, CRESE, Université de Franche-Comté, Besançon, France, December 2019
Seminar, LESSAC, Burgundy School of Business, Dijon, January 2018
Seminar, ENGEES, Université de Strasbourg, France, March 2017
Seminar, CESAER, AgroSup Dijon, France, March 2016
Workshop: Ties Meeting, Ecole d'Ecole d'Economie de Toulouse, France, June 2013
Workshop: Ties Meeting, Ecole d'Ecole d'Economie de Toulouse, France, June 2012
Seminar, Centre d'Economie de la Sorbonne, ENS Cachan, Paris, May 2011
Workshop: Ties Meeting, Ecole d'Ecole d'Economie de Toulouse, France, June 2010
Seminar, Université de Nancy, France, BETA, Février 2009
Seminar, Université de Franche Comté, Besançon, France, Novembre 2007
Worshop: The socio-economic aspects in the management of soil erosion, Université Louis Pasteur, Strasbourg, France, April 2006
Seminar, Université de Grenoble, France, April 2007
Seminar, Université de Franche Comté, Besançon, France, January 2005
Seminar, LERNA, Université Toulouse 1, France, December 2004
Seminar, Max Planck Institute, Jena, Germany, October 2003
Seminar, INRA, Nancy, France, January 2004
Seminar d'Economie Expérimentale, Université Louis Pasteur, Strasbourg, France, March 2002
Seminar Doctoral, Université Louis Pasteur, Strasbourg, France, December 2002.
Seminar BETA-Thème, Université Louis Pasteur, Strasbourg, France, March 2002.
Seminar d'Econométrie, Université Louis Pasteur, Strasbourg, France, February 2002.

SUPERVISION OF STUDENTS RESEARCH PROJECTS

PhD supervision:

- Co-supervision of the PhD of El Hadj Kane, "Marchés internationaux des biens de luxe de 'seconde main' et digitalisation de l'économie", started in 2017. Doctoral grant of the French Ministry of Research.
- Co-supervision of the PhD of Alexandre Flage, 'Essais sur l'analyse économique des discriminations dans le marché de l'emploi et du logement locatif', 2016-2019. Doctoral grant of the French Ministry of Research.
- Co-supervision of the PhD of Hamet Saar, intitulée : "Acceptabilité et efficacité de la taxe ambiante", 2009-2013. Doctoral grant of the French Ministry of Research.

M.S. Theses supervision:

- Nwajiuba Anulika, "Does generosity differ between the gain and loss context?", 2019-2020.
- Niva Evgeny, "Nudge Approach to managing people at work", 2019-2020.
- Lhote Camille, "Anxiété scolaire liée à l'évaluation", 2019-2020.
- Ortiz Reynaldo, "Thesis: Behavioral Responses to an Epidemic", 2019-2020.
- Sarr Assane, "Politique publique, territoire et bonheur", 2019-2020.
- Kenza Regragui, "The economic and strategic impact of environmental clauses in public markets", 2018-2019.
- Coriolan Bergera Ralph, "Comment les données socio-économiques peuvent servir à mieux appréhender la dynamique des activités dans le secteur industriel et commercial d'un territoire ?", 2018-2019.
- Leye Maty, "Comment inciter les agriculteurs à utiliser moins de pesticides ?", 2018-2019.
- Ndiaye Awa Sekh, "Etude de l'efficacité des programmes de clémences à l'aide de la méthode expérimentale", 2016-2017.
- Latte Lina, "Compatibilité entre Politique Industrielle et Politique de la Concurrence", 2016-2017.
- Hima Henry, "Régulation de la pollution diffuse à l'aide des apports de l'économie comportementale", 2016-2017.
- Flage Alexandre, "Le jeu du dictateur avec des pertes", 2015-2016.
- Tisserand Jean-Christian, "Le jeu de l'ultimatum, 30 années de recherches expérimentales", 2012-2013.
- Fabien Vincent, "Les politiques de lutte contre la pollution diffuse", 2011-2012.
- Nizigiyimana Yves, "Le Prix de réserve optimal dans les enchères de vente ", 2009-2010.

Professional master theses:

"Implantation d'un service achats au sein d'une PME", "Les outils numériques et la fonction achats", "Gestion d'un projet achat : procédure adaptée et formalisée", "Jura Filtration : Un service approvisionnement en développement", "Les achats offres et projets chez Thales Avionics", "Le strategic sourcing chez GE Power Services", "Pourquoi un voyageur choisit-il d'utiliser les services librement organisés par autocar ou 'cars macrons' ?", "La fonction approvisionnement au sein d'une

entreprise privée”, “Rationalisation du panel fournisseurs achats indirects chez Zodiac Seats France”, “Mise en place du portail fournisseur Safran et mise à jour de la segmentation achats groupe”, “La réduction des coûts chez Mantion”, “Négociation des tarifs et optimisation des achats chez Static”, “Instrumentalisation de la supply chain en milieu industriel”, “Développement de la bancassurance au Maroc”.

RESEARCH GRANTS AS PARTICIPANT OR PRINCIPAL INVESTIGATOR (PI)

- 2018-2019 : “Les comportements de discrimination sur le marché du logement”, Chrysalide research contract, Université de Franche-Comté, PI François Cochard.

- 2017-2020 : “International Second Hand Luxury Market”, Région Bourgogne Franche-Comté, PI Karine Brisset.

- 2015-2017 : “La lutte contre les Ententes Illicites par les Programmes de Clémence”, Université de Lorraine-Région-Lorraine (PI E-A Lambert, BETA, Université de Lorraine), CRESE, Université de Franche-Comté (BQR, PI : porteur Karine Brisset).

- 2015-2017 : “DALTON : Discrimination dans l’Accès au Logement : un Testing de cOuverture Nationale”, ANR (French National Agency of Research), PI Yannick L’Horty, Université de Paris-Est Marne-la-Vallée, ERUDITE, TEPP, (François Cochard was PI of an axis).

- 2010-2014 : “Social ties in economics: experiments and theory”, ANR (French National Agency of Research), PI Astrid Hopfensitz, GREMAQ, Toulouse School of Economics.

- 2010-2013 : “Quelles incitations pour les producteurs de vin à l’adoption de pratiques respectueuses de l’environnement?”, Ministry of Ecology, de l’Energie, du Développement durable et de la Mer, PI Angela SUTAN, BSB Dijon.

- 2010-2011 : “Validation empirique de la théorie des enchères inversées : analyse expérimentale”, BQR Université de Franche-Comté, PI François Cochard.

- 2008-2009 : ‘Soutien à la mise en place d’une nouvelle thématique de recherche au sein du CRESE, transversale à différents axes de recherche du laboratoire”, BQR Université de Franche-Comté, PI François Cochard.

- 2008-2010 : “Time-use, domestic production and public goods in the intra-household decision process: Theoretical, empirical and experimental approaches”, ANR (French National Agency of Research), PI Olivier Donni, THEMA, Université Cergy Pontoise.

- 2006-2008 : “Assurance chômage et inégalités intrafamiliales”, Drees-MiRe research contract, Ministry of health, PI Hélène Couprie, GREMAQ, Toulouse School of Economics.

- 2004-2011 : “Management of muddy floods”, interdisciplinary research team GeRiHCo (PI Sandrine Spaeter, then Anne Rozan, Université de Strasbourg), funding by the Agence de l’eau Rhin-Meuse and Université Louis Pasteur, Strasbourg I.

- 2004-2007 : “Efficacité des instruments économiques dans le cadre de la pollution d’origine agricole de l’eau”, Ministère de l’écologie et du développement durable (APRS3E 2004), PI Sandrine Spaeter, BETA, Université Louis Pasteur.

OTHER SCIENTIFIC RESPONSIBILITIES

- Since 2021 : **Elected member of the “Conseil de la Recherche” (CR) (research board)** of the Université de Franche-Comté.

- 2019 : **Co-organizer of the workshop “Public policy, behaviors and agricultural pollution”**, in association with the Zone Atelier de l’Arc Jurassien (ZAAJ).

- Since 2018 : member of the research group **Zone Atelier Arc Jurassien (ZAAJ)** (interdisciplinary research on environmental and societal issues).

- 2017-2018 : **Creation cosupervision Experimental Economics Lab of Besançon au CRESE.**

- Since 2002 : **member of the ASFEE (ASsociation Française d’Economie Expérimentale)**. Organizer of the 2014 annual conference.

- Since 2014 : **Head of the axis “Games, Decisions, Evaluation”** of my research institute, the CRESE.

- **Ph.D committee membership:**

- 2020 : Agnaly Michaud Caldichoury, “Social Information and collective action”, Université de Montpellier, France, president of the committee.

- 2020 : Dylan Martin-Lapoirie, “Etude théorique et expérimentale de la responsabilité partagée entre le médecin et l’infirmier en pratique avancée”, Université de Lorraine, Nancy, France, president of the committee.

- 2019 : Emilien Prost, “Legitimacy and incentives in a hierarchical relationship.”, Université de Lorraine, Nancy, France, member of the committee.

- 2018 : Jocelyn Groff, “Analyse du comportement coopératif pour une consommation durable des ménages: une approche expérimentale.”, Université de Strasbourg, France, reviewer of the dissertation and committee member.

- 2016 : Peguy Nlodjang Ngantchou, “Impact of Information and Communication Technologies on workers’ behaviors: An experimental Investigation”, Université de Montpellier, France, reviewer of the dissertation and committee member.

- 2015 : Jean-Christian Tisserand, “Essais sur l’analyse économique de la négociation”, Université de Bourgogne Franche-Comté, Besançon, France, member of the committee.

- **Expertise:**

- 2018 : Referee for an IDEX project.

- 2014 to today : member of the scientific board of the ASFEE annual conference (selection of presented papers).

- **Refereeing:** 1) L'actualité Economique, 2) Bulletin of Economic Research, 3) Environment and Development Economics, 4) Experimental Economics, 5) Journal of Behavioral and Experimental Economics, 6) Journal of Economic Behavior and Organization, 7) Journal of Environmental Economics and Management, 8) Journal of Public Economics, 9) Review of Agricultural and Environmental Studies, 10) Theory and Decision.

ADMINISTRATIVE AND PEDAGOGICAL RESPONSIBILITIES

COLLECTIVE RESPONSIBILITIES

- Since 2021 : **Vice-President of the students Disciplinary Board and member of the personnel**, Université de Franche-Comté.
- Since 2018: **Co-Head of the Master Program E-achats et marchés**, Université de Franche-Comté.
- Since 2018: **Co-Head of the Master Program BDEEM—Behavioral and Digital Economics for Effective Management**, Université de Franche-Comté.
- Since 2018: **Member of the executive board of the Collegium SJEG of the Université de Franche-Comté** (Economics, Law, Politics and Management).
- Since 2018: **Elected member of the executive council of the Faculty Economics, Law, Politics and Management (SJEPG) of the Université de Franche-Comté.**
- Since 2014: **Head of the Economics departement of the Faculty Economics, Law, Politics and Management**, Université de Franche-Comté, 2014-...
- 2014...2018: **Head of the Licence (undergraduate program) in economics and management of the Faculty** (3 years), Université de Franche-Comté, 2014-...
- 2011-2014: **Co-Head of the Master program for training secondary school teachers in economics and management, “Métiers de l’enseignement”.**
- 2009-2011: **Co-Head of the Licence in economics and management**, Université de Franche-Comté.
- 2012-2016: **Elected representative at “Conseil de la Formation et de la Vie Universitaire” (Pedagogical advisory board) of the Université de Franche-Comté.**

PEDAGOGICAL PROJECTS

- 2018 : **Co-founder of the international Master degree “Behavioral and digital economics for effective management” (BDEEM), université de Bourgogne Franche-Comté (UBFC).**
- 2016... 2018: **Participation in a working group involving secondary school teachers and university professors**, whose objective is to reflect on the teaching of economics and the transition between high school and university (in association with the French “Institut national supérieur du professorat et de l’éducation”).

TEACHING

- **Basics in microeconomics**

- Introductory course: Undergraduate, 1st year, Licence of Economics and management (2017 to present), Université de Franche-Comté.
 - The theory of the producer: Undergraduate, 2nd year, Licence of Economics and management (from 2012 to 2017), Université de Franche-Comté.
 - Microeconomics: Master program for training secondary school teachers in economics and management, “Métiers de l’enseignement” (from 2017 to present), Université de Franche-Comté.
 - The theory of the consumer and of the producer: Undergraduate, 1st year, Licence of Economics and management (from 2007 to 2011), Université de Franche-Comté.
 - The theory of the consumer: Undergraduate, 1st year, Licence of Economics and management (from 2004 to 2007), Toulouse School of Economics.

- Imperfect competition: Undergraduate, 2nd year, Licence of Economics and management (from 2004 to 2006), Toulouse School of Economics.
- **Specific microeconomic courses**
 - International trade: Master Program “Ingénierie économique”, 1st year (2017 to 2019), Université de Franche-Comté.
 - Imperfect competition and international trade: Master Program of Economics, 1st year (from 2008 to 2017), Université de Franche-Comté.
 - Local public economics: Master “chargé d’études économiques”, 2nd year (from 2008 to 2015), Université de Franche-Comté.
 - Environmental regulation: Master “Vie politique et action publique” (from 2009 to 2011), Université de Franche-Comté.
 - Economics of taxes: Undergraduate, 2nd year, Licence of Economics and management (2007-2008), Université de Franche-Comté.
- **General economics, macroeconomics and monetary economics**
 - General principles of economics: Master program for training secondary school teachers in economics and management, “Métiers de l’enseignement” (2013-2017), Université de Franche-Comté.
 - Labour economics: Undergraduate, 3rd year, Licence of Economics and management (2007-2010), Université de Franche-Comté.
 - Monetary economics: Undergraduate, 2nd year, Licence of Economics and management (2007-2008), Université de Franche-Comté.
- **Behavioral and experimental economics**
 - Behavioral and experimental economics (taught in English): Master Program “Ingénierie économique”, 1st year (2018-present), Université de Franche-Comté.
 - Experimental games of negotiation (taught in English): Master Program “E-achat et marchés”, 1st year (2018-present), Université de Franche-Comté.
 - Nudge economics (taught in English): Master Program BDEEM, 1st year (2019-present), Université de Bourgogne Franche-Comté.
 - Behavioral industrial economics (taught in English): Master Program BDEEM, 1st year (2019-present), Université de Bourgogne Franche-Comté.
 - Experimental economics: Undergraduate, 2nd year or 3rd year, Licence of Economics and management (2007-2008 and 2012-2018), Université de Franche-Comté.
 - Experimental games of negotiation: Master Program “E-achat et marchés”, 1st year (from 2008 to 2017), Université de Franche-Comté.
 - Economie comportementale : Master Program “Ingénierie économique”, 2nd year (de 2012-2017), Université de Franche-Comté.

SCIENCE POPULARIZATION

- 2018 : **Conference “Les jeudis de la MSHE”**: “Comportements économiques : sommes-nous plus proches d’Einstein ou d’Homer Simpson ?” Interviews for the regional journal l’Est Républicain and the radio France Bleue.
- 2018 : **Conference at the lycée Pergaud de Besançon (secondary school)**: “Comportements économiques : sommes-nous plus proches d’Einstein ou d’Homer Simpson ?”.
- 2018 : **Participation in the “Fête de la Science” (French annual festival of science popularization)**: economic experiments.
- 2018 : **Conference for secondary school teachers**: “Behavioral economics”.
- 2015 : **Participation in the “Fête de la Science”**: economic experiments.
- 2010 : **Interview** for the university journal “Tout l’U”.
- 2009 : **Interview** for the university journal “En Direct”.