



Karine BRISSET

Professor of Economics – CRESE Research Center, Université Marie et Louis Pasteur (France)

Research Interests

Online and reverse auctions; industrial organization; competition policy and antitrust; public procurement; collusion and cartel deterrence; behavioral and experimental economics; law and economics.

Current Academic Positions

- Since 2024 **Member, Executive Co-Directorate (CoDirEx)**, *Graduate School TransBio, UMLP, France*
Internationalization, interdisciplinary actions, and scientific animation lead.
- Since 2019 **Co-director, Master “Business Intelligence” – track Behavioral and Digital Economics for Effective Management (BDEEM)**, *Université Marie et Louis Pasteur (UMLP), France*
Head of the mention; curriculum internationalization; mobility and double-degree development.
- Since 2013 **Professor of Economics (Section 05)**, *Université Marie et Louis Pasteur (UMLP), France*
Member of CRESE Research Center; Graduate School *Droit–Gestion–Économie–Sciences Politiques*.
- Since 2010 **Elected member, Management Board**, *UFR SJEPEG, UMLP, France*

Previous Positions

- 2017–Jan. 2024 **Co-director**, *Doctoral School DGEP, COMUE UBFC, France*
Responsible for Besançon site; scientific policy, doctoral admissions and monitoring, doctoral contracts competition, thesis/HDR validations.
- 2002–2018 **Program Director**, *Master “E-Procurement and Markets”, UMLP, France*
Work-study track; ~50 students/year; professional partnerships and placement (>90%).
- 1999–2013 **Associate Professor of Economics (Section 05)**, *UMLP, France*
- 2000–2005 **Head**, *Economics section & BSc (L3) in Industrial Economics, UMLP, France*

45D avenue de l'Observatoire – 25037 Besançon Cedex – France

☎ +33 7 82 57 16 45 • ✉ karine.brisset@umlp.fr

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- 1998–1999 **Postdoctoral Fellow**, *Laboratoire d'Économie Industrielle (C.R.E.S.T-ENSAE)*, Paris, France
Competitive grant holder.
- 1995–1998 **PhD Fellow**, *Ministry of Research & Higher Education*, UMLP, France

Education

- Apr. 2012 **Agrégation (National competitive exam) in Economics**, *Rank #2*, France
- Jan. 1999 **PhD in Economics**, *Université Marie et Louis Pasteur*, France, Thesis: *Auctions and Collusion*. Supervisor: F. Naegelen. Jury: E. Auriol (reviewer), A. Perrot (reviewer), M. Mougeot (chair), S. Zamir, F. Naegelen.
- Sept. 1995 **DEA "Economics of Organizations"**, *UMLP*, France, Honors, major of the cohort.

Scientific & Collective Responsibilities

- 2024– **Graduate School TransBio**, *UMLP*, France, CoDirEx
International relations, communications, and interdisciplinary scientific animation.
- 2017–2023 **DGEP Thematic Hub**, *COMUE UBFC*, France
Project assessment; doctoral supervision schemes; internationalization.
- 2016–2021 **Research Commission & Academic Council**, *UMLP*, France
Evaluation of regional projects, new faculty projects, visiting professors, promotions, student projects, HDR authorizations, recruitment committees.
- 2010– **Management Board**, *UFR SJPEG, UMLP*, France
Pedagogical and budgetary policy; program validation.
- 2003–2006 **National Council (CNU, Section 05)**, *France*
Applications for qualification and national promotions (as Associate Professor).

Research Projects & Contracts (PI unless stated)

- 2024–sept 2026 **RUTaf 2: Regulation of farmland and forests in an agro-environmental framework**, *I-SITE – Région BFC*, €35,000
Scientific lead; experimental protocols on Payments for Environmental Services (PES).
- 2022–2024 **RUTaf**, *I-SITE – Région BFC*, €20,000
Scientific lead; set-up of lab/field experiments (execution effectively launched in 2024 due to budget freezes).
- 2020 **Chrysalide funding**, *UMLP*, €6,600
Right-of-first-refusal in agricultural land transfers (lab experiments).
- 2017–2021 **International Second-Hand Luxury Watches Market**, *Région Bourgogne-Franche-Comté*, €24,000
PI; team of six faculty (France/Switzerland) + one PhD; pricing in online auctions; business models; intelligence systems.
- 2015–2018 **Leniency programs**, *Lorraine Region/University (AAP) + CRESE + BQF*, €18,000, (with E.-A. Lambert, F. Cochard)
Experimental assessment of deterrence.

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- 2010–2012 **Empirical validation of reverse-auction theory**, *UMLP BQR*
PI; experimental analysis.
- 2008 **CRESE transversal theme set-up**, *UMLP BQR*
Contributor (PI: F. Cochard).
- 2002 **Information Society Program**, *CNRS–CGP*
Co-author of the final report; study-day presentation.
- 2002 **Public intervention and competition**, *CRESE*, Commissariat Général du Plan

Scientific Leadership & International Cooperation

- Stars EU Member of the TIG *Entrepreneurship and Innovation* (since 2024): joint research and innovative education initiatives across Europe.
- Visiting/Invitations 2024: Invitation of Prof. C. Keser (University of Göttingen) with E. Peterlé;
2011: Invitation of R. Harstad (University of Missouri) to CRESE.
- Program Internationalization Since 2019: development of the BDEEM international Master (i-SITE); incoming student mobility (Poland, Albania, Czechia). From 2025: course mutualization with Silesian University (CZ) aiming for a double degree.
- Teaching in English Over 50% of courses delivered in English; redesign for bilingual curricula and hybridization; continuous training to enhance interactive pedagogy.

Doctoral & Scientific Supervision

- PhD (defended) Juan Pablo Reyes (Oct. 2021–Dec025, MESRI doctoral contract; co-supervision 50%): *Toward a new crowdsourcing platform model: cooperating to create value*. One manuscript under revision in international journal.
- PhD (defended) E. H. Kane (Oct. 2017–Jul. 2023, MESRI doctoral contract): *Second-hand watch markets and the digitalization of the economy*. Defense: 5 July 2023. Now Assistant Professor (Univ. of Nantes).
- HDR Directed the HDR of Vincent Bertrand (defended 16 July 2024).
- Juries HDR and PhD juries outside institution: L. Lamy (2017), A. Larousse (2021), V. Bertrand (2024), A. Coiffard (2024).
- Doctoral School Co-organization of doctoral training, scientific days, mobility and funding guidance; regular thesis follow-up committees across economics, management and law.
- Research Internships 1–2 research interns supervised annually (incl. GS TransBio funding).

Editorial, Expert & Service Roles

- Referee *Revue Française d'Économie*, *Louvain Economic Review*, *Journal of Economic Behavior & Organization*, *Revue Économique*, *Journal of Economics & Management Strategy*, *European Review of Law & Economics*, *Review of Law & Economics*, BePress titles.
- Grant Reviewing ANR expert (2019, 2023); numerous regional project evaluations (BFC, Grand Est).

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Scientific Committees	AFED (2021, 2023); AFSE (Dijon 2022).
Recruitment Committees	External member: INRAE national CR selection (2024), Professor posts (Metz 2024; Strasbourg 2023; Guyane 2020); Internal: Professor post UMLP (2019); earlier MCF posts (Nancy 2018; UMLP 2014–2015); historical specialist commissions (2004–2007).

Conference Organization & Scientific Events

- 2024 Organizing committee, International Game Theory Conference, UMLP.
- 2021 Workshop *Leniency Programs against Illegal Cartels* (with ILCE and COMCO Switzerland): morning experimental session at CRESE (students role-play firm strategies under enforcement tools), afternoon research workshop; funding €2,500 from Communauté du Savoir.
- 2019 Study Day *Public Policy, Behavior and Agricultural Pollution* (with ZAAJ), 4 April, Besançon (co-scientific lead).
- 2018 2nd DGEP Doctoral Scientific Day, MSHE Besançon (30 Nov.).
- 2017 Study Day on the dematerialization of public procurement (11 Dec., UMLP) – BQF €2,400; 1st DGEP Doctoral Scientific Day (4 Dec., Dijon).
- 2016 Active member, JMA (Applied Microeconomics) 2016 organization, CRESE.
- 2014 Co-organizer, ASFEE annual meeting (UMLP); invited speakers: U. Gneezy, M. Niederle.
- 2009–2010 E-sourcing events: Total (La Défense) colloquium (2010); Forum “e-purchasing” (2009).

Science Communication & Public Engagement

Popularization (magazine *En Direct*)

- 2024 “Quand les émotions font monter les enchères” (No. 311): emotions and bidding.
- 2024 “Pratiques frauduleuses : les cartels au banc des accusés” (No. 310): collusion and enforcement.
- 2023 “Relever les défis” (No. 309): public procurement challenges.
- 2022 “Grand format : la biodiversité a du plomb dans l’aile” (No. 308): economics and biodiversity.
- 2015 “Sur les chemins de l’éthique” (No. 307): ethics in markets and regulation.

Public Lectures (*Université Ouverte*)

- Mar. 2025 Economic instruments to prevent and fight cartels.
- Feb. 2024 Emotions in auctions.
- Apr. 2021 Effectiveness of leniency programs against cartels.
- Jan. 2020 The second-hand luxury watch market.

Media & Professional Press (selection)

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- 2024 *L'Est Républicain* interview (emotions in auctions); *En Direct* interviews (2024, 2023).
- 2023 *Achatpublic.info*: "Reducing procurement spending: focus on e-auctions" (interview by M. Laugier).
- 2021 *La Lettre des Achats* with A. Alleaume: "What the 2020 Nobel in Economics teaches buyers."
- 2017/2010/2009 *Décision Achats* (2017, 2009); *e-achats infos* (2010).
- 2017 France TV Saint-Pierre & Miquelon – public preemption rights.

Conference Presentations (peer-reviewed selection)

- 2025 ESLE International Conference (Lisbon, June): *Leniency programs and follow-on damages claims on cartel deterrence*.
- 2024 AFED (Paris); EALE (Turin): *Leniency programs and follow-on damages claims on cartel deterrence*.
- 2023 ASFEE: *Online vs. offline auction: spotlight effects* (speaker). JMA: Session Chair "Behavioral Economics".
- 2021 ASFEE: *Leniency vs. Amnesty Plus against multimarket cartels*.
- 2019 AFED (Rennes): *Right of First Refusal in First-Price Auction with Heterogeneous Risk-Averse Bidders* (speaker). EALE (Tel Aviv): *How to Fight Multimarket Cartels: An Experimental Comparison between the American and the European Leniency Programs*. JMA (Casablanca): *Amnesty vs. Leniency programs: results from an experiment*.
- 2018 AFED (Nancy): *Amnesty vs. Leniency programs: results from an experiment* (speaker F. Cochard). EALE (Milan): *Right of First Refusal in First-Price Auction with Heterogeneous Risk-Averse Bidders*. ASFEE (Nice): *Amnesty vs. Leniency Program: results from a laboratory experiment* (with E. Lambert).
- 2017 JMA (Le Mans): *Right of First Refusal vs. Auction with Heterogeneous Unknown Risk-Aversion* (presented by F. Maréchal).
- 2015 HEG ARC Neuchâtel: *Online Auctions: an efficient mechanism for pre-owned luxury watches?* (speaker). JMA (Montpellier): *Right of First Refusal and Risk-Averse Heterogeneous Bidders: Results from an Experiment*.
- 2012 EALE (Stockholm): *A New Economic Argument for the Use of Right-of-First-Refusal*. ASFEE (Montpellier): *Right of First Refusal vs. First-Price Reverse Auction: Results from an Experiment* (co-speaker F. Cochard).
- 2011 International Conference (Beirut): *Competition Policy and Collusion in International Trade*.
- 2010 ASFEE (Grenoble): *Secret or Public Reserve Price in a Procurement Auction: Results from an Experiment* (with F. Cochard).
- 2008 JMA (Réunion): *A New Argument for the Use of Anglo-Dutch Auctions*.

- 2005 EARIE (Porto): *Multistage Auction with Endogenous Entry: A Rationale for B2B Auction Practices*. JMA (Hammamet): *Multistage Auction with Endogenous Entry: A Rationale for B2B Auction Practices* (co-speakers P.-H. Morand & F. Maréchal). CNRS/CGP Colloquium (Lyon): *Electronic Auctions*.
- 2004 EARIE (Berlin): *Secret Reserve Price in Ascending Auctions with Risk-Averse Bidders*. JMA (Lille): *Secret Reserve Price in Ascending Auctions with Risk-Averse Bidders*.
- 2002 EARIE (Madrid): *Leniency Program: A New Tool in Competition Policy*. JMA (Rennes): same title.
- 2001 JMA (Nancy): *Programme de Clémence et Détection des Ententes*.
- 2000 EARIE (Lausanne): *Mise en œuvre d'un mécanisme de détection ex ante d'une entente dans un appel d'offres au premier prix*.
- 1999 EEA (Santiago de Compostela): *Bid-Rigging in Auctions with Risk of Detection*. JMA (Lyon): *Prix de réserve secret et entente dans un appel d'offres au premier prix*.
- 1998 JMA (Pointe-à-Pitre): *Coalition partielle dans un appel d'offres au premier prix*.

Teaching & Pedagogical Innovation (summary)

Scope	Undergraduate to Master; strong focus on industrial organization, procurement and competition policy; professionalization and project-based learning.
Internationalization	More than half of teaching delivered in English; redesign for bilingual programs; hybrid formats; serious games and tutored projects in M1/M2.
Program Leadership	Creation and development of the international BDEEM Master (since 2019); earlier direction of "E-Procurement and Markets" Master (2008–2018), including work-study setup and partnerships (placement rate >90%).
Outreach to Practice	Regular interactions with procurement professionals (CCI, CDAF, UIMM, MEDEF, industry partners), alumni network development, and professional forums.

Publications

Peer-reviewed Journal Articles

- 2023 **Is Amnesty more Successful in Fighting Multimarket Cartels? An Exploratory Analysis**, with F. Cochard and E. Lambert, *Review of Industrial Organization*, Sept. 2023.
- 2021 **Envol du marché du luxe de seconde main : le rôle des enchères en ligne**, with F. Cochard and E.H. Kane, *Revue Française d'Économie*, 2021/2 (Vol. XXXVI), 197–261.
- 2020 **The Impact of a Right of First Refusal Clause in a First-Price Auction with Heterogeneous Risk-Averse Bidders**, with F. Cochard and F. Maréchal, *Journal of Institutional and Theoretical Economics*, Jan. 2020.

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- 2015 **Secret versus Public Reserve Price in an “Outcry” English Procurement Auction: Experimental Results**, with F. Cochard and J. Le Gallo, *International Journal of Production Economics*, 169, 285–298.
- 2015 **Is the Newcomer More Aggressive when the Incumbent is Granted a Right-Of-First-Refusal in a Procurement Auction? Experimental Evidence**, with F. Cochard and F. Maréchal, *Theory and Decision*, 78(4), 639–665.
- 2015 **L’impact économique du droit de préemption dans une procédure de vente**, with F. Cochard and F. Maréchal, *Revue Française d’Économie*, Oct. 2015, 217–255.
- 2012 **Comment l’acheteur professionnel peut-il fixer son prix de réserve dans une enchère inversée en ligne ?**, *Revue Française d’Économie*, 26, 3–32.
- 2011 **Enchères inversées électroniques : atouts et limites pour la fonction achat**, with F. Maréchal, *Revue Française de Gestion Industrielle*, 30(4), 95–114.
- 2008 **Enchères en ligne et E-commerce**, with F. Naegelen, *Revue Française d’Économie*, 23(1), 165–202.
- 2006 **Why the Reserve Price Should Not Be Kept Secret**, with F. Naegelen, *B.E. Journal of Theoretical Economics*, 6(1), 1–19.
- 2005 **Leniency Program: A New Tool in Competition Policy to Deter Cartel Activity in Procurement Auctions**, with L. Thomas, *European Journal of Law and Economics*, 16(3), 5–19.
- 2004 **La commande publique par enchère électronique inversée**, with F. Maréchal and P.-H. Morand, *Économie Publique*, 10, 101–126.
- 2003 **Ententes horizontales dans les procédures d’enchères et d’appels d’offres : Théorie et Pratique**, *Revue Française d’Économie*, 18, 111–164.
- 2002 **Entente partielle dans un appel d’offres au premier prix**, *Revue Économique*, 53(1), 29–41.
- 2001 **Formation d’une entente dans un appel d’offres au premier prix et risque de détection exogène**, *Recherches Économiques de Louvain*, Dec. 2001, 405–419.

Book Chapters & Encyclopedia Entries

- 2026 **Auction, between Strategy and Emotion: How can we explain overbidding?**, Chapter 3, PUF Montpellier, expected Mar. 2026.
- 2026 **Leniency Programs**, in *Marciano, A., Ramello, G.B. (eds), Encyclopedia of Law and Economics*, Springer, Cham.
- 2025 **Clémence**, in *Dictionnaire de droit de la concurrence*, Concurrences, Art. No. 12159.
- 2016 **L’enchère en ligne : un mécanisme de transaction efficace pour les montres de luxe pre-owned?**, with C. Mougel, in *Les Vies Multiples d’une Montre*, Marketing Horloger, Switzerland (eds. K. Zorik & F. Courvoisier).
- 2013 **Competition Policy and International Trade**, in *Les Collectifs*, Université Antonine, Beirut.

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2021 **Leniency Programs (medium essay)**, *Encyclopedia of Law and Economics*, Springer, Feb. 2021.

2016 **Leniency Programs**, *Encyclopedia of Law and Economics*, Springer, May 2016, 1–6.

Working Papers & Work in Progress

Variable bids conditional on the number of lots awarded (submitted).

Multistage auction with endogenous entry: a rationale for B2B auction practices (with P.-H. Morand) – working paper.

How an authority can investigate bid-rigging in a first-price auction (CRESE working paper).

Right of First Offer vs. Right of First Refusal: institutional effectiveness for French SAFER (design/analysis).

Right of First Offer vs. Right of First Refusal: an experimental comparison (with E. Peterlé and K. Regragui).

Invited Seminars & Thematic Talks

2025 40 ans du CRESE, UMLP Besançon, {Clémence, la carotte qui fait parler les cartels ou pas !

2016 BETA Nancy, *Impact of a Right of First Refusal in a First Price Auction with Heterogeneous Unknown Risk-Aversion*.

2016 JMA Session Chair: “Industrial Organization”.

2010 INRA Montpellier, *Secret or Public Reserve Price in a Procurement Auction*.

2003 DGCCRF annual colloquium (Bercy): *E-procurement auctions and dematerialization*.

2001–2003 ENSAE/INSEE competition policy seminars.

1999 C.E.R.A.S–L.E.I and LEI working group seminars (information exchange; collusion formation with exogenous detection risk).

Languages

French Native.

English Advanced working proficiency; >50% of teaching delivered in English.

Last updated: October 2025