

# Simen Aardal Ulsaker

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Adjunct Associate Professor, Department of Economics, NHH  
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## FIELDS OF INTEREST

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Industrial organization; applied microeconomics; competition and regulation; retail and grocery markets; vertical relationships and exclusionary contracts.

## EMPLOYMENT

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|------------------------------------------------------|----------------|
| <b>Oslo Business School, OsloMet</b>                 | OSLO, NORWAY   |
| Associate Professor                                  | 2024 – present |
| <b>Norwegian School of Economics (NHH)</b>           | BERGEN, NORWAY |
| Adjunct Associate Professor, Department of Economics | 2020 – present |
| Assistant Professor                                  | 2016 – 2020    |
| <b>Oslo Economics</b>                                | OSLO, NORWAY   |
| Manager                                              | 2023 – 2024    |
| <b>Telenor Research</b>                              | BÆRUM, NORWAY  |
| Senior Research Scientist                            | 2020 – 2023    |

## EDUCATION

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|--------------------------------------------|-------------------------|
| <b>Norwegian School of Economics (NHH)</b> | BERGEN, NORWAY          |
| PhD in Economics                           | 2012 – 2016             |
| <b>Toulouse School of Economics (TSE)</b>  | TOULOUSE, FRANCE        |
| Visiting PhD student                       | January – December 2014 |
| <b>University of Bergen</b>                | BERGEN, NORWAY          |
| MSc in Economics                           | 2010 – 2012             |
| MA in Philosophy                           | 2008 – 2010             |
| BA in Philosophy & Economics               | 2005 – 2007             |

## RESEARCH

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### Publications

- Exclusionary Contracts and Incentives to Innovate. *Games*, 17(1), 8, 2026.
- Cross-border Shopping of Alcohol – What is the Effect on Tax Revenue and Sales and Which Products Are Most Affected? (Joint with Richard Friberg and Frode Steen.) *Review of International Economics*, 33(5), 2025, pp. 1021–1034.
- The effect of cross-border shopping on commodity tax revenue: Results from Norway's COVID-19 border closings. (Joint with Richard Friberg, Emil Halseth and Frode Steen.) *Scandinavian Journal of Economics*, 126(4), 2024. [Awarded the journal's prize for the best article published in 2024.](#)
- Co-location, good, bad or both: How does new entry of discount variety store affect local grocery business? (Joint with Charlotte B. Evensen and Frode Steen.) *Journal of the European Economic Association*, 22(4), 2024, pp. 1798–1843.
- Competition and risk taking in local bank markets: Evidence from the business loans segment. (Joint with Chiara Canta and Øivind Anti Nilsen.) *Journal of Empirical Finance*, 73, 2023, pp. 153–169.
- Hump-shaped cross-price effects and the extensive margin in cross-border shopping. (Joint with Richard Friberg and Frode Steen.) *American Economic Journal: Microeconomics*, 14(2), 2022, pp. 408–438.

- Bank consolidation, interest rates, and risk: A post-merger analysis based on loan-level data from the corporate sector. (Joint with Steffen Juranek and Øivind Anti Nilsen.) *Journal of Competition Law & Economics*, 18(4), 2022, pp. 771–794.
- Lump-sum payments and retail services: A relational contracting perspective. (Joint with Teis L. Lømo.) *Journal of Industrial Economics*, 69, 2021, pp. 131–168.
- Competing buyers, rent extraction and inefficient exclusion. *International Journal of Industrial Organization*, 68, 2020.
- Upstream merger in a successive oligopoly: Who pays the price? (Joint with Øivind Anti Nilsen and Lars Sørsgard.) *International Journal of Industrial Organization*, 48, 2016, pp. 143–172.
- Interlocking relationships and quantity rationing. *Economics Letters*, 146, 2016, pp. 47–49.
- Menu contracts and the division of profits in vertical relationships. *Economics Letters*, 138, 2016, pp. 72–74.

### Working Papers and Work in Progress

- Unemployment shocks, cyclical prices and shopping behavior. (Joint with Thor Andreas Aursland, Richard Friberg and Frode Steen.) Revise and resubmit.
- Do Informed Consumers Pay Less? Evidence from a Survey with Linked Grocery Purchase Data. (Joint with Richard Friberg, Emil Halseth and Frode Steen.)
- Climate-Impact Knowledge and Consumer Behavior: Evidence from a Randomized Information Experiment Linked to Scanner Data. (Joint with David Bilén, Mathias Ekström and Frode Steen.)
- Passive Backward Integration and Double Marginalization. (Joint with Teis Lunde Lømo.)
- Exclusionary contracts and investment. (Joint with Greg Shaffer.)

### Peer-reviewed Publications in Norwegian

- Annerledeslandet Norge: butikktilgjengelighet og markedskonsentrasjon i Sverige og Norge. (Joint with Richard Friberg, Ivar Pettersen and Frode Steen.) Book chapter in *Mot bedre vitende i norsk matsektor* (ed. Frode Steen and Ivar Pettersen), 2020, pp. 35–70.
- Produktivitetsutvikling i norsk matsektor. (Joint with Ivar Pettersen and Frode Steen.) Book chapter in *Mot bedre vitende i norsk matsektor* (ed. Frode Steen and Ivar Pettersen), 2020, pp. 71–123.
- “Sukkeravgiften” skal øke statens inntekter og redusere sukkerforbruket – men virker den? (Joint with Frode Steen.) *Praktisk økonomi & finans*, 35(1), 2019, pp. 69–84.

### Publications in Other Fields

- Conversation logs as a source of insight: Predicting user satisfaction for customer service chatbots. (Joint with F. C. Ay, E. Freddi, A. Følstad, S. Hodnebrog, K. Kvale and O. A. Sell.) *Quality and User Experience*, 10(1), 2025.
- Understanding the difference between office presence and co-presence in team member interactions. (Joint with Nils Brede Moe, Darja Smite, Jarle Moss Hildrum and Fehime Ceren Ay.) *57th Hawaii International Conference on System Sciences (HICSS)*, 2024.
- A method for validation of socio-economic impact from connectivity solutions in rural communities. (Joint with Per J. Nesse and Rick Gilsing.) *2024 IEEE International Conference on Engineering, Technology, and Innovation (ICE/ITMC)*, 2024.

### Op-eds

- Pris og prisvekst: Myte at noe er «galt» med prisene i Norge. (Joint with Richard Friberg and Frode Steen.) *Bergens Tidende*, 27 November 2025.
- Hjemmekontor er blitt en rettighet. Det reiser fem viktige spørsmål. (Joint with Jarle Hildrum and Nils Brede Moe.) *Dagens Næringsliv*, 10 October 2022.
- Svenskehandelen vil fortsette på tross av billigere alkohol, brus og snus. (Joint with Richard Friberg and Frode Steen.) *Dagens Næringsliv*, 7 December 2020.
- Finnes det ekte lavprisbutikker i Norge? (Joint with Frode Steen.) *Bergens Tidende*, 31 March 2019.
- Mindre sukker svir, men hvor mye og for hvem? (Joint with Frode Steen.) *VG*, 6 April 2018.
- Trenger norske konsumenter et bedre vern mot importvernet? (Joint with Ivar Pettersen and Frode Steen.) *Dagbladet*, 19 January 2018.
- Mat på nett uten oppskrift. (Joint with Frode Steen.) *Dagens Næringsliv*, 23 September 2017.

## SELECTED SEMINAR AND CONFERENCE PRESENTATIONS

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- 2021** EEA (Copenhagen), INRAE (Paris), BI (Oslo).  
**2016** Swedish Competition Authority.  
**2015** EARIE (Munich), BECCLE (Bergen), CLEEN (Tilburg), CREST (Paris).  
**2014** EARIE (Milan), CLEEN (Norwich), IO: Theory, Empirics and Experiments (Alberobello).  
**2013** EARIE (Evora), CRESSE (Corfu), CLEEN (Bergen), Nordic Econometric Meeting (Bergen), Annual Meeting of the Norwegian Association of Economists (Oslo).

## TEACHING

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### Course Responsibility

#### Oslo Business School, OsloMet

|                                                    |                       |
|----------------------------------------------------|-----------------------|
| Næringsøkonomi (Industrial Organization)           | Spring 2025, 2026     |
| Microeconomics (master), with Jacopo Bizzotto      | Fall 2024, 2025, 2026 |
| Microeconomics II (bachelor), with Jacopo Bizzotto | Fall 2024, 2025       |
| Game Theory, with Jacopo Bizzotto                  | Fall 2026             |

#### Norwegian School of Economics

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|-----------------------------------------------------------------------------|-------------------------|
| Retail Analytics, with Frode Steen and Richard Friberg                      | Spring 2021, 2022, 2025 |
| Competitive Strategy, with Sissel Jensen                                    | Spring 2019, 2020       |
| Firm Strategy and Competition                                               | Fall 2017, 2018         |
| Applied Data Analysis for Firm Strategy and Competition, with Morten Sæthre | Spring 2017, 2018       |

### Teaching Assistantships

#### Norwegian School of Economics

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|---------------------------------------------------------|-------------------|
| Konkurranseanalyse (Competition Analysis)               | Fall 2015, 2016   |
| Næringsøkonomi (Industrial Organization)                | Spring 2015, 2016 |
| Applied Data Analysis for Firm Strategy and Competition | Spring 2016       |
| Konkurranserett (Competition Law)                       | Fall 2012, 2013   |
| Næringsøkonomi (Industrial Organization)                | Spring 2013       |

#### University of Bergen

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|----------------------------------------------------------|-------------|
| Velferdsstatens økonomi (Economics of the Welfare State) | Fall 2011   |
| Politisk økonomi (Political Economy)                     | Spring 2011 |

## ACADEMIC CITIZENSHIP

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#### Oslo Business School, OsloMet

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|-----------------------------------------------------------------------|----------------|
| Coordinator, bachelor's programme in Økonomi og administrasjon (ØKAD) | 2025 – present |
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#### Norwegian School of Economics (NHH)

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| Board member, Department of Economics | 2018 – 2019 |
| Deputy board member                   | 2018 – 2019 |

#### Bergen Center for Competition Law and Economics (BECCLE)

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| Member of leadership group                        | 2017 – 2020 |
| Member of Scientific Committee, BECCLE conference | 2019 – 2020 |

## REFeree ASSIGNMENTS

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European Economic Review (×2), International Economic Review, Journal of Economic Behavior and Organization, Journal of Health Economics, Journal of Industrial Economics, International Journal of Industrial Organization (×2), Review of Industrial Organization, Scandinavian Journal of Economics (×2).