

## **CURRICULUM VITAE**

**NAME:** Norman John IRELAND

**DATE OF BIRTH:** 23 April 1945

**NATIONALITY:** British

**STATUS:** Married, two children, both adult

### **DEGREES:**

B.Soc.Sc. Birmingham II(i), 1966  
(Plender Prize for best extended essay)

M.Soc.Sc. Birmingham (Mathematical Economics), 1972

Thesis: "The Behaviour of the Firm Faced with Responsive Government Regulation"

Ph.D. Warwick, 1980

Thesis: "Prices and Contingent Prices as Incentives with Particular Reference to Aspects of the Reward of Labour"

### **CAREER:**

1966-7	Research Associate, Department of Economics, University of Birmingham.
1967 (June-Sept)	Visiting Lecturer, University of Rhodesia.
1967-70	Assistant Lecturer, then Lecturer, University of Kent.
1970-76	Lecturer, Department of Economics, University of Warwick.
1976-84	Senior Lecturer, Department of Economics, University of Warwick.
1984-90	Reader, Department of Economics, University of Warwick.
1990-	Professor, Department of Economics, University of Warwick.

### **ADMINISTRATIVE EXPERIENCE:**

*External Examining*

External Examiner in Mathematical Economics and Statistics, Department of Mathematics, Hatfield Polytechnic, 1973-78.

External Examiner in Economics, Coventry Polytechnic, 1984-7.

External Examiner in Economics, Southampton University, 1992-6

External Examiner in MA programmes, University of East Anglia, 1997-2001

External Examiner of Ph.D. Theses, LSE, Universities of Oxford, Essex, Turku, University of the Basque Country, Stockholm, Brunel, East Anglia, Birmingham, Melbourne, York.

External Examiner in all programmes, University of Birmingham, 1998-2004

External Examiner in Undergraduate programmes, University of Nottingham, 2001-3

External Assessor, professorial appointment, University of Swansea, 1995; professorial promotion, Nottingham Trent University 2001, professorial appointment University of St Andrews, 2003, University of Aarhus, 2003, Associate Professor, University of Birmingham, 2004.

*Administrative responsibilities at Warwick*

Local Secretary and Organizer, AUTE Conference, 1973.

Organised Visiting Lecturers' Programme, 1975-6.

Graduate Admissions Tutor, Department of Economics, 1976-9 and 1981-2.

Assessment Coordinator, Department of Economics, 1979-80.

Undergraduate Admissions Tutor, Department of Economics, 1983-5.

Co-organizer, Summer Research Workshop, Department of Economics, 1984, 1992.

Examinations Secretary, Department of Economics, 1985-7, 2002 -

Schools Liaison and Open Days Organizer, Department of Economics, 1988-91

Organized Industrial Economics Study Group Meeting, Warwick, September 1988.

Course Director, M.Sc. Economics, 1989-94.

**Chairman, Department of Economics, 1994-9**

Examinations Coordinator, 2002-4.

Part-time tutors Coordinator, 2000-

*Outside Warwick*

Member, EARIE (European Association for Research in Industrial Economics) Executive Committee, 1993-7

Member, Steering Committee, Conference of Heads of University Departments of Economics, 1997-

Member, RAE-2001, Economics and Econometrics Panel

Member, HEFCE Committee for Benchmarking Economics, 1999-2000

QAA Subject Specialist Reviewer in Economics, 2000-2001

Research review, Dept of Economics, University of Kent, 2002.

External assessment of methods, Competition Commission, 2002.

**EDITORIAL EXPERIENCE:**

Associate Managing Editor, *International Journal of Industrial Organization*, 1985-6.

Joint Managing Editor, *International Journal of Industrial Organization*, 1986-92.

Member, Editorial Board, *Journal of Comparative Economics*, 1989-92, and 2003-

Member, Editorial Committee, Royal Economic Society Conference 1990-92.

Member, Editorial Committee, EARIE Conference 2003

**TEACHING EXPERIENCE:**

Mathematical Economics	BSc. Second and Third Year, M.Sc.
Microeconomic Theory	BSc. Second Year, M.Sc in Economics, MSc in Economics and Finance and MSc in Financial Mathematics.
Industrial Economics	BSc Second year
Economic Statistics	BSc. Second year
Planning Theory and Techniques	BSc. Third Year, M.Sc.
Mathematical Techniques	BSc. First, Second & Third Year, M.Sc.

**VISITING LECTURES:**

Visiting lectures at the Universities of Birmingham, Queen's Belfast, Mons Belgium, Newcastle, Reading, Durham, Manchester, UMIST, Kent, Sheffield, Southampton, London School of Economics, Birkbeck College and Queen Mary College London, European University Institute Florence, Insead Fontainebleau, Norwegian School of Economics Bergen, Catholic University of Milan, Munich, Keele, Coventry, Cardiff, Bergen, Edinburgh, Auckland, La Trobe, Melbourne, ANU, Exeter, Kent.

### **CURRENT RESEARCH INTERESTS:**

Theory of Comparative Economic Systems, particularly:

Labour Managed Firms and Other Cooperative Organisational Forms;  
Profit Sharing and Related Remuneration Systems.

Theory of Monopolistic Competition, particularly:

Product Differentiation;  
Price Discrimination;  
Oligopoly with Private Information;  
Product and Process Innovation;  
Precommitment in Supply Processes;  
Auction Theory and Application to Privatisation and Regulation.

Public Economics, particularly:

Stigma and Status effects  
Fiscal policy

**RESEARCH PUBLICATIONS:****Books**

(with P.J. Law) *Economic Analysis of Labour Managed Enterprises*, Croom Helm, London, 1982; St Martin's Press, New York, 1982.

*Product Differentiation and Non-Price Competition*, Blackwell, Oxford, 1987.

**Papers**

(with D.J. Smyth), "Short-term Employment Functions in Australian Manufacturing", *Review of Economics and Statistics*, 49, 1967, 537-43.

(with D.J. Smyth), "The Specification of Short-run Employment Models and Returns to Labour", *Review of Economic Studies*, 37, 1970, 281-5.

(with A.P. Thirlwall), 'Okun's Law and the Natural Rate of Growth: Reply', *Southern Economic Journal*, 37, 1970, 232-4.

"Concentration and the Growth of Market Demand: a comment on Gaskins' Limit Pricing Model", *Journal of Economic Theory*, 5, 1972, 303-5.

(with D.J. Smyth and G. Briscoe), "Specification Bias and Short-run Returns to Labour", paper presented to the Econometric Society Meeting, (Toronto, December 1972), and published in *Review of Economics and Statistics*, 55, 1973, 23-27.

"Dorfman-Steiner Rule and Bandwagon Effects", *Zeitschrift fur Nationalokonomie*, 33 (1973), 427-30.

(with N.F.R. Crafts), "The Role of Simulation Techniques in the Theory and Observation of Family Formation", *Population Studies*, March 1975. Translated into Russian and published as: 'Rol' metodov imitatsii v razraburke teori formirovaniya semi' ego izuchenii', A.G. Volkov (editor) *Imitatsionnye modely v demografii* (Simulation Models in Demography), Statistika, Moscow 1980.

"Ideal Prices vs. Prices vs. Quantities", *Review of Economic Studies*, 44, 1977, 183-6.

(with N.F.R. Crafts), "Family Limitation and the English Demographic Revolution : A Simulation Approach", *Journal of Economic History*, 36, 1976, 598-623.

(with N.F.R. Crafts), "A Simulation of the Impact of Changes in Age at Marriage Before and During the Advent of Industrialisation in England", *Population Studies*, 30, 1976, 495-510.

(with P.J. Law), "Advertising and the Labour-Managed Firm", *Journal of Industrial Economics*, 25, 1977, 231-7.

(with P.J. Law), "An Enterprise Incentive Fund for Labour Mobility in the Cooperative Economy", *Economica*, 45, 1978, 143-51.

(with P.J. Law), "Incentives and Efficiency in the Kosygin Reforms", *Journal of Comparative Economics*, 4.1.1980, 33-9.

- (with P.J. Law), "Dynamic Advertising Effects in a Generalised Firm", *Recherches Economiques de Louvain*, 45, 1979, 171-6.
- (with P.J. Law), "Private Plot Restrictions in a Collective Farm Model", *Canadian Journal of Economics*, 13, 1980, 475-85.
- "Roy's Identity and Welfare Loss", paper presented to the A.U.T.E. Conference at York, March 1978 and published in D.A. Currie and W. Peters (eds.), *Contemporary Economic Analysis*, Volume 2, Croom Helm, 1980.
- "Revenue and Cost Constraints in Efficient Multi-division Firms", *Economics Letters*, 4, 1979, 373-77.
- "The Behaviour of the Labour-managed Firm and the Disutility of Supplying Factor Services", paper presented to the 2nd International Conference on the Economics of Workers' Self-Management, Bogazici University, Istanbul, July 1980 and published in *Economic Analysis and Workers Management*, 15, 1981, 21-43.
- "The Analogy Between Parameter Uncertainty and Parameter Changes", *Economics Letters*, 6, 1980, 301-308.
- (with P.J. Law), "Efficiency, Incentives and Individual Labour Supply in the Labour-Managed Firm", *Journal of Comparative Economics*, 5, 1981, 1-23.
- (with P.J. Law), "On the Labour-Managed Firm with Homothetic Technology, paper presented to the VIIth Bosphorous Workshop on Industrial Democracy, Bogazici University, Istanbul, June 1982. Revised version published in *Economic Analysis and Workers Management*, 18, 1984, 1-13.
- (with P.J. Law), "A Cournot-Nash Model of the Consumer Cooperative", *Southern Economic Journal*, 49, 1983, 706-16.
- "A Note on Conglomerate Merger and Behavioural Response to Risk", *Journal of Industrial Economics*, March, 1983, 283-90.
- (with P. Stoneman), "The Role of Supply Factors in the Diffusion of New Process Technology", paper presented to A.U.T.E. Conference, University of Surrey, 1982 and published in *Economic Journal* supplement, 1983, 66-78.
- (with P.J. Law), "Maximum Returns Firms and Codetermination", paper presented to 10th Conference of European Association for Research in Industrial Economics, Bergen, 1983, and published in *Advances in the Economic Analysis of Participatory and Labor-Managed Firms*, Volume 1, 1985, 21-40.
- "Monopolistic Competition and a Firm's Product Range", *International Journal of Industrial Organisation*, 1, 1983, 239-52.
- "Codetermination, Wage Bargaining and the Horizon Problem", *Zeitschrift fur Nationalokonomie*, 44, 1984, 1-10.
- "Dual Equilibria and Discontinuous Response in Monopolistic Competition with Two Classes of Consumers". Paper presented to the 11th Conference of the European Association for Research in Industrial Economics, 1984, and published in *Rand Journal of Economics*, 15, 1984, 377-83.

- "Product Diversity and Monopolistic Competition under Uncertainty", *Journal of Industrial Economics*, 33, 1985, 501-13, and also published in P.A. Geroski, L. Phlips and A. Ulph (eds.) *Oligopoly, Competition and Welfare*, Blackwell, Oxford, 1985.
- (with P.L. Stoneman), "Order Effects, Perfect Foresight and Inter-temporal Price Discrimination", *Recherches Economiques de Louvain*, 51, 1985, 7-20.
- (with P.L. Stoneman), "Technological Diffusion, Expectations and Welfare", *Oxford Economic Papers*, 38, 1986, 283-304.
- (with J. Aaftink and M. Sertel), "On Cournot-Nash Equilibria with Exogenous Uncertainty", *Journal of Optimisation Theory and Applications*, 49, 1986, 349-65.
- (with J. Askildsen and P.J. Law), "Some Consequences of Different Shareholdings among Members in a Labor-Managed and Labor-Owned Firm", paper presented to a symposium at Cornell University, 1986, and published in *Advances in the Economic Analysis of Participatory and Labor-Managed Firms*, 3, 1988, 65-83.
- (with P.J. Law), "Management Design under Labour Management", paper presented to the Fourth International Conference on the Economics of Self-Management, Liège, July 1985 and published in *Journal of Comparative Economics*, 12, 1988, 1-23.
- "The Economic Analysis of Labour-Managed Firms", *Bulletin of Economic Research*, 39, 1987, 249-72.
- "Profit Sharing to Promote Employment", *Economic Review*, 4, May 1987, 35-39.
- "Price Leadership and Process Innovation in a 'Natural' Dominant Firm Market", *European Journal of Political Economy*, 4, 1988, 65-78.
- "Internal Labour Markets and Democratic Labour-Managed Firms", *Scandinavian Journal of Economics*, 90, 1988, 135-152.
- "An Illustrative Production Function for Labour-Managed Firms", *Bulletin of Economic Research*, 40, 1988, 241-5.
- (with P.J. Law), "Dynamic Allocation in a Labor-Managed Firm : Comment", *Journal of Comparative Economics*, 13, 1989, 335-7.
- "Profit Sharing to Counter Restrictive Practices", *European Journal of Political Economy*, 5, 1989, 347-357.
- The mix of social and private provision of goods and services, *Journal of Public Economics*, 43 (1990), 201-19.
- A product differentiation model of bus deregulation, *Journal of Transport Economics and Policy*, May (1991), 153-162.
- Welfare and non-linear pricing in a Cournot oligopoly, *Economic Journal*, 101 (1991), 949-57.
- Quantity discounts as price discrimination, *Economic Review*, 9 (1991), 2-5.

- Assessing the welfare effects of entry into letter delivery : comment, in M A Crew and P R Kleindorfer (eds.), *Competition and Innovation in Postal Services*, Kluwer Academic Publishers, 1991, 89-91.
- On Licensing Innovations and the Maintenance of Competition, *Economics of Innovation and New Technology*, 1 (1991), 271-8.
- Product Differentiation and Quality, in G Norman and M la Manna (eds.), *The New Industrial Economics : Recent Developments in Industrial Organization, Oligopoly and Game Theory*, Edward Elgar (1992), 84-106.
- Equilibrium, Welfare and Policy in a Second-hand Market, in G Norman and A Gee (eds.), *Market Strategy and Structure*, Harvester Press (1992), 53-69.
- On the Welfare Effects of Regulating Price Discrimination, *Journal of Industrial Economics*, 40 (1992), 237-248.
- (with M Hviid), Model Consistent Beliefs with Information Transmission in Oligopoly, *European Journal of Political Economy*, 8 (1992), 231-49.
- The provision of consumer information in a Bertrand oligopoly, *Journal of Industrial Economics*, 41 (March 1993), 61-76.
- (with J Askildsen), Human capital, property rights and labour-managed firms, *Oxford Economic Papers*, 45 (1993), 229-242.
- On limiting the market for status signals, *Journal of Public Economics*, (1994).
- Human capital, asymmetric information and labour-management, *Annales d'Economie et de Statistique*, 33 (1994), 13-28.
- (with M Cripps), The design of auctions and tenders with quality thresholds: the symmetric case, *Economic Journal*, 104 (1994), 316-326.
- Information Asymmetries and Product Quality Regulation, in Bishop, Kay, and Mayer (eds.), *The Regulatory Challenge*, Oxford UP, (1995).
- (with G Stewart), On the sale of production rights and firm organisation *Journal of Comparative Economics* 21, 289-307, (1995).
- Efficiency, incentives and individual labor supply in the Labor-Managed firm in Prychito, D L and Vanek, J (eds) *Producer Cooperatives and Labor-Managed Systems*, 431-454, Elgar, (1996).
- Monopoly, in A. Kuper and J. Kuper (eds.), *The Social Science Encyclopedia*, 2nd Edition,(1996)
- Welfare and traditions of wage differentials: a legacy for worker-managed firms, M R Sertel (ed) *Workers' Enterprises, Alternative in Privatization*, Elsevier, Amsterdam, (1996).
- Regulating consumer risk, *Risk, Decision and Policy*, 2, 1 , London, Routledge 1998, 31-52.

An Edgeworth model of labour-managed firms, *Economic Analysis*, 1, Abingdon, Carfax, 1998, 29-40.

(with M Waterson) Intellectual property protection, spillovers and the cost of invention, *Annales d'Economie et de Statistique*, 33, Jan/March 1998, 247-263

Status-seeking, income taxation and efficiency, *Journal of Public Economics*, 70, Amsterdam, Elsevier, 1998, 99-113.

The golden mobile auction, *Economic Review*, 18. 3, 12-15, February 2001.

(with M Cripps) Optimal complementary auctions, *Bulletin of Economic Research*, 53. 2, 81-100, April 2001.

Optimal income tax in the presence of status effects, *Journal of Public Economics*, 81. 2 , 193-212, 2001.

(with M Waterson) An auction model of intellectual property protection, in D Encaoua, B Hall and others (ed) *Economics and Econometrics of Innovation*, Kluwer Academic Press, 2000.

Status-seeking with voluntary contributions of money and work, *Annales d'Economie et de Statistique*, 63-64, July/December, 155-170, 2001.

(with Jan Eric Askildsen) Union-firm bargaining over long-term benefits, *Advances in the Economic Analysis of Participatory and Labor-Managed Firms*, 7, 229-248, 2003.

(with Jan Eric Askildsen) Bargaining credibility and the limits to within-firm pensions, *Annals of Public and Cooperative Economy*, 74, 4, 515-528, December 2003.

Random pricing by labor-managed firms with imperfect consumer information, *Journal of Comparative Economics*, 31, 573-583, 2003.

Technology choice bias and limited liability, forthcoming, *Economics of Governance*.

### **Recent Discussion Papers**

Revenue share auctions when principals cannot make losses, *mimeo*.

Signalling Taste for Club Goods, *mimeo*, August 2002

Technology choice bias and limited liability, *mimeo*, presented to Industrial Economics Workshop, Warwick, June 2001.

Firms' Strategies for Reducing the Effectiveness of Consumer Price Search, Warwick Economic Research Paper 627, January 2002, presented to the EARIE Annual Conference, August 2003.

Rationing or Restrictions in an Equilibrium Model of Investment Loans, mimeo, presented to the RES Annual Conference, April 2003.