

MARIO SAMANO

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Department of Applied Economics
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Research interests

Empirical Industrial Organization, Applied Econometrics, Energy Economics

Education

Ph.D. Economics, University of Arizona, 2012
M.A. Economics, University of Arizona, 2009
M.A. Economics, CIDE, Mexico, 2007

Employment

HEC Montreal, Montreal, Quebec, Canada
Associate Professor of Economics, June 2018 - present
Assistant Professor of Economics, July 2012 - May 2018

Affiliations

Center for Interuniversity Research and Analysis of Organizations (CIRANO), November 2015 - present

Publications

- “Incentivized Mergers and Cost Efficiency: Evidence from the Electricity Distribution Industry”, with Rob Clark, January 2023, *Journal of Industrial Economics*
- “(Mis)allocation of Renewable Energy Sources”, with Stefan Lamp, January 2023, *Journal of the Association of Environmental and Resource Economists*
- “Large-scale Battery Storage, Short-term Market Outcomes, and Arbitrage”, with Stefan Lamp, March 2022, *Energy Economics*
- “Free and Second-best Entry in Oligopolies with Network Effects”, with Adriana Gama, August 2021, *Journal of Public Economic Theory*
- “Market Power and Renewables: The Effects of Ownership Transfers”, with Olivier Bahn and Paul Sarkis, September 2020, *Energy Journal* 42(4).
- “Long-Run Market Configurations in a Dynamic Quality-Ladder Model with Externalities,” with Marc Santugini, August 2020, *Journal of Economic Dynamics and Control* (117) 103943.
- “To Rebate or Not to Rebate: Fuel Economy Standards vs. Feebates,” with Isis Durrmeyer, December 2018, *Economic Journal* 128, pp. 3076-3116.
- “Entry and Pricing on Broadway,” with Taylor Jaworski and Maggie L. Jones, July 2017, *Applied Economics Letters* 25(10), pp. 653-658.

- “Dynamics in Research Joint Ventures and R&D Collaborations,” with Marc Santugini and Georges Zaccour, April 2017, *Journal of Economic Dynamics and Control* 77, pp. 70-92.
- “Intermittency and the Value of Renewable Energy,” with Gautam Gowrisankaran and Stanley Reynolds. August 2016, *Journal of Political Economy* 124(4), pp. 1187-1234.
- “Gasoline Prices and Fuel Economy of New Vehicles in Quebec,” with Philippe Barla, and Etienne Couture, June 2016, *Canadian Public Policy* 42(2), pp. 181-193.

Working Papers

- “Firms’ Bidding Behavior in a New Market: Evidence from Renewable Energy Auctions”, with Stefan Lamp and Silvana Tiedemann, July 2025
- “Renewable Portfolio Standards, Vertical Structure, and Investment”, with Harim Kim, March 2025
- “Personalized Pricing and the Value of Past Purchase Histories: An Empirical Perspective”, with Isis Durrmeyer and Jean-Francois Fournel, November 2024
- “Does Storage Hinder Decarbonization?”, with Stefan Lamp and Mario Liebensteiner, September 2023
- “Everyday Regular Prices”, with Nicoletta Berardi and Federico Ravenna, February 2025

Refereeing activities, executive education, and service

Refereeing: *Econometrica*, *Journal of Political Economy*, *Review of Economic Studies*, *International Economic Review*, *RAND Journal of Economics*, *Review of Economics and Statistics*, *AEJ: Microeconomics*, *AEJ: Economic Policy*, *Journal of the European Economics Association*, *Review of Economic Dynamics*, *Journal of Public Economics*, *Journal of Industrial Economics*, *International Journal of Industrial Organization*, *Journal of the Association of Environmental and Resource Economists*, *Journal of Environmental Economics and Management*, *Joule*, *The Energy Journal*, *Journal of Public Economic Theory*, *Journal of Industry Competition and Trade*, *Resource and Energy Economics*, *Environmental and Resource Economics*, *Utilities Policy*, *Transportation Research Part D*, *Bulletin of Economics Research*, *Latin American Economic Review*, *Canadian Journal of Economics*, *Economic Analysis and Policy*, *Environmental Modelling and Assessment*

Executive courses on Industrial Organization and Energy for executives of an electric utility company from China in 2013 in Montreal and for employees from the Congo government in Brazzaville in 2014 and 2016

Director of the MSc Program in Applied Economics, HEC Montreal, *September 2018 - June 2019*

Recruiting committee member, HEC Montreal, *Academic years: 2013-2014, 2014-2015, 2016-2017, 2022-2023, and 2023-2024*

Member of the Investment Committee of the Canadian Economics Association, 2024-

Reviewer for the Fund for Scientific Research-FNRS (F.R.S.-FNRS), Belgium: 2017

Reviewer for the Haute Ecole Spécialisée de Suisse Occidentale (HES-SO): 2024

Reviewer for the UC Davis Institute of Transportation Studies grants: 2023, 2024

Reviewer for the MSCA4Ukraine Fellowship Program, 2025

Reviewer for the SSHRC Selection Committee Grants (ad hoc)

Member of the Selection Committee for Insight Development Grants (SSHRC): 2020-21

Grants & Fellowships

SSHRC - Canada. Insight Grant, \$72,185 (2023-2028)
SSHRC - Canada. Insight Development Grant, \$54,780 (2016-2018)
FRQSC - Quebec. Grant for Emerging Researchers, \$50,292 (2016-2019)
CRESSE Summer School Fellowship (2016)
HEC Montreal internal research grant, with Olivier Bahn, \$6,700 (2015-2017)
HEC Montreal internal research grant, with Marc Santugini, \$4,400 (2014-2015)
HEC Montreal internal research grant, with Rob Clark, \$5,000 (2013-2014)
HEC Montreal fellowship, \$20,000 (2012-2014)

Visits

Norwegian School of Economics - April 2022, January 2023, April 2023, April 2024
University Carlos III, Madrid - October 2021
Sauder School of Business, February - April 2021
Monash University, September - December 2019
Hanken School of Economics, May 2019
Toulouse School of Economics, May 2017, May 2018, November 2018, February 2020, May 2022, May 2023, March 2024
Ludwig Maximilian Universität, November 2017

Teaching

HEC Montreal

Empirical Industrial Organization and Data-Driven Pricing (MSc)
Economic Behavior and Project Evaluation (MSc)
Business Environment of the Firm (MBA)
Microeconomics (Undergraduate)

Norwegian School of Economics

Machine Learning for Energy Markets Data (MSc)

Toulouse School of Economics

Energy Economics and Climate Change (MSc)

University of Arizona

Global and Financial Economics and Strategies (Undergraduate)

Consulting reports

- “Analysis of the Market Structure of Waste Management in the City of Montreal and Competition Issues”, with Bernard Sinclair-Desgagné. Report for the City of Montreal.
- “Quebec’s Electricity Industry” with Robert Clark and Andrew Leach. May 2015, Report for Industry Canada.

Other publications

- “Politiques environnementales dans l’industrie de l’automobile et de l’électricité”, Octobre 2019, Le Québec économique 8, Chapitre 12.
- “Comments on the OECD Study and the Hausman and Ros’ Study on the Lack of Market Competition in the Telecommunications Sector in Mexico”, July 2013, *El Trimestre Económico*.

Languages: English, French, Spanish