

# Michał Grajek

## Address

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## Current employment

Associate Professor, January 2010–present;  
Assistant Professor, January 2007–January 2010;  
ESMT European School of Management and Technology, Berlin, Germany.

## Education

Dr. rer. pol. (summa cum laude). Thesis: *Network Effects, Compatibility, and Adoption of Standards: Essays in Empirical Industrial Economics*, Humboldt-University Berlin, Berlin, Germany, 2004.

MA in Economics (with Honors), Thesis: *Gender Discrimination in the Polish Labor Market*, Warsaw University, Warsaw, Poland, 1999.

Undergraduate studies in Economics, Columbia University, New York, U.S.A., Warsaw University, Warsaw, Poland, 1998.

## Past employment

Research Fellow, Institute Competitiveness and Industrial Change, Social Science Research Center Berlin (WZB), Berlin, Germany, October 2002–December 2006.

Research Fellow, Institute of Industrial Organization, Department of Economics, Humboldt University, Berlin, Germany, August 2004–December 2006.

## Teaching experience

Introduction to Economic Thinking (Executive MBA), European School of Management and Technology, Lecturer, 2007–2011.

Microeconomics (MBA), European School of Management and Technology, Lecturer, 2007–2011.

Markets & Regulation (MBA), Lecturer, 2008–2010.

Empirical Industrial Organization (undergraduate), School of Business and Economics, Humboldt University, Tutorial Instructor, 2006/2007.

Microeconomics (MBA), Warsaw University of Technology Business School, Lecturer, 2005–2007.

Microeconomics (undergraduate), Warsaw University, Economics Department, Tutorial Instructor, 2000.

### **Journal publications**

Grajek, M., and L.-H. Röller (Forthcoming). Regulation and investment in network industries: Evidence from European telecoms. *Journal of Law and Economics*.

Beck, J., M. Grajek, and C. Wey (2011). Estimating level effects in diffusion of a new technology: Barcode scanning at the checkout counter. *Applied Economics* 43(14): 1737–1748.

Grajek, M. (2010). Estimating network effects and compatibility: Evidence from the Polish mobile market. *Information Economics and Policy* 22(2): 130–143.

Grajek, M., and T. Kretschmer (2009). Usage and diffusion of cellular telephony, 1998–2004. *International Journal of Industrial Organization* 27(2): 238–249.

Clougherty, J., and M. Grajek (2008). The impact of ISO 9000 diffusion on trade and FDI: A new institutional analysis. *Journal of International Business Studies* 39(4): 613–633.

Grajek, M. (2003). Gender pay gap in Poland. *Economics of Planning* 36(1): 23–44.

Grajek, M. (2002). Prognozy Łaczone [Combined forecasts] (in Polish with English summary). *Przegląd Statystyczny* 49(2): 69–81.

### **Other publications**

Friederiszick, H. W., J. Kaluźny, S. Kohnz, M. Grajek, and L.-H. Röller (2011). [Assessment of a sustainable Internet model for the near future](#). ESMT White Paper No. WP–11–01.

Friederiszick, H. W., J. Kaluźny, S. Kohnz, M. Grajek, and L.-H. Röller (2011). [Assessment of a sustainable Internet model for the near future](#). ESMT Business Brief No. BB–11–01.

Friederiszick, H., M. Grajek, and L.-H. Röller (2008). [Analyzing the relationship between regulation and investment in the telecom sector](#). ESMT White Paper No. WP–108–01.

Grajek, M. (2007). *Mehr Handel dank Gütesiegel [ISO 9000 and trade]*. WZB-Mitteilungen 115.

### **Working papers**

Eggers, J.P., M. Grajek, and T. Kretschmer (2011). [Decomposing first mover advantages in the mobile telecommunications industry](#). ESMT Working Paper No. 11–03 (R1).

Grajek, M., and T. Kretschmer (2010). [Estimating critical mass in the global cellular telephony market](#). ESMT Working Paper No. 08–004 (R1).

Clougherty, J., and M. Grajek (2009). [ISO 9000: New form of protectionism or common language in international trade?](#) ESMT Working Paper No. 09–006.

Grajek, M., and T. Kretschmer (2008). [Critical mass](#). ESMT Working Paper No. 08–004.

### **Work in progress**

Clougherty, J., and M. Grajek (2011). *On the complementarities between institutions in international trade*.

Cardona, M., M. Grajek, and T. Kretschmer (2008). *Testing country-specific heterogeneity and network effects in mobile diffusion for better forecasting*.

### **Grants, awards and scholarships**

NET Institute (Stern School of Business, NYU) Summer Research Grant (with Tobias Kretschmer), 2006.

Verein für Socialpolitik Award for presentation held at the Annual Congress of the European Economic Association in Amsterdam, August 2005.

Humboldt University and Free University, Scholarship for PhD Program “Applied Microeconomics”, October 2000–September 2002.

Warsaw University, Scholarship for PhD Program in Economics, October 1999–September 2000.

### **Academic service**

Associate editor at the *Information Economics and Policy*, 2011–present

Ad-hoc referee for: *RAND Journal of Economics*, *International Journal of Industrial Organization*, *Journal of Industrial Economics*, *Information Economics and Policy*, *Journal of International Business Studies*

### **Invited seminars**

Grajek, M., and L.-H. Röller. *Regulation and investment in network industries: Evidence from European telecoms*. Research Seminar. Vienna University of Economics and Business. 6 May 2011.

Grajek, M., and T. Kretschmer. *What does market share buy you? An empirical investigation of first-mover advantages in the mobile phone industry*. University of Amsterdam. 24 September 2010.

Grajek, M., and L.-H. Röller. *Regulation and investment in network industries: Evidence from European telecoms*. Economics Seminar. Tilburg University. 21 October 2008.

Friederiszick, H., M. Grajek, and L.-H. Röller. *Analyzing the relationship between regulation and investment in the telecom sector*. Research Seminar. Erlangen-Nuremberg University. 11 June 2008.

Friederiszick, H., M. Grajek, and L.-H. Röller. *Analyzing the relationship between regulation and investment in the telecom sector*. Regulation and Competition Seminar. University Pompeu Fabra, Barcelona. 24 April 2008.

Grajek, M., and T. Kretschmer. *Usage and diffusion of cellular telephony, 1998–2004*. Research Seminar, Central European University (CEU), Budapest. 10 December 2007.

Grajek, M. *Estimating network effects and compatibility in mobile telecommunications*. Research Seminar, Center for Digital Technology and Management, Munich University (LMU). 11 May 2007.

Clougherty, J. and M. Grajek. *The impact of ISO 9000 diffusion on trade and FDI: A new institutional analysis*. Economics Department Research Seminar, Warsaw University. 1 March 2007.

### **Selected conference presentations**

Eggers, J.P., M. Grajek, and T. Kretschmer. *Decomposing first mover advantages in the mobile telecommunications industry*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Stockholm. 1–3 September 2011.

Grajek, M., and L.-H. Röller. *Regulation and investment in network industries: Evidence from European telecoms*. Conference on Privatization and Liberalization, Södertörn University and the Stockholm School of Economics, Stockholm. 16-17 June 2011.

Grajek, M., and L.-H. Röller. *Regulation and investment in network industries: Evidence from European telecoms*. 25<sup>th</sup> Annual Congress of the European Economic Association, Glasgow. 23–26 August 2010.

Grajek, M., and T. Kretschmer. *What does market share buy you? An empirical investigation of first-mover advantages in the mobile phone industry*. 6th Annual International Industrial Organization Conference (IIOC), Vancouver, Canada. 14–16 May 2010.

Grajek, M., and L.-H. Röller. *Regulation and investment in network industries: Evidence from European telecoms*. International Conference on Infrastructure Economics and Development, Toulouse. 14–15 January 2010.

Clougherty, J., and M. Grajek. *ISO 9000: New form of protectionism or common language in international trade?* Annual Conference of the European Association for Research in Industrial Economics (EARIE), Ljubljana. 3–5 September 2009.

Clougherty, J., and M. Grajek. *ISO 9000: New form of protectionism or common language in international trade?* 4th Warsaw International Economics Meeting, Warsaw. 3–5 July 2009.

Grajek, M., and L.-H. Röller. *Regulation and investment in network industries: Evidence from European telecoms*. ZEW Conference on the Impact of Regulation on Investment and Innovation Incentives, Mannheim. 1–2 October 2008.

Friederiszick, H., M. Grajek, and L.-H. Röller. *Analyzing the relationship between regulation and investment in the telecom sector*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Toulouse. 4–6 September 2008.

Friederiszick, H., M. Grajek, and L.-H. Röller. *Analyzing the relationship between regulation and investment in the telecom sector*. 3rd Warsaw International Economics Meeting, Warsaw. 4–6 July 2008.

Friederiszick, H., M. Grajek, and L.-H. Röller. *Analyzing the relationship between regulation and investment in the telecom sector*. Telecom ParisTech Conference on Economics of ICT, Paris. 19–20 June 2008.

Friederiszick, H., M. Grajek, and L.-H. Röller. *Analyzing the relationship between regulation and investment in the telecom sector*. 6th Annual International Industrial Organization Conference (IIOC), Washington, DC. 16–18 May 2008.

Clougherty, J., and M. Grajek. *ISO 9000: New form of protectionism or common language in international trade?* European Trade Study Group (ETSG) Conference, Athens. 13–15 September 2007.

Clougherty, J., and M. Grajek. *The impact of ISO 9000 diffusion on trade and FDI: A new institutional analysis*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Valencia. 6–9 September 2007.

Grajek, M., and T. Kretschmer. *Critical mass – A simple operationalization*. Warsaw International Economic Meeting (WIEM), Warsaw. 6–8 July 2007.

Grajek, M., and T. Kretschmer. *Usage and diffusion of cellular telephony, 1998–2004*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Amsterdam. 25–27 August 2006.

Grajek, M., and T. Kretschmer. *Usage and diffusion of cellular telephony, 1998–2004*. Warsaw Economic Meeting, Warsaw. 1–2 July 2006.

Grajek, M., and T. Kretschmer. *Usage and diffusion of cellular telephony, 1998–2004*. Telecom Paris Conference on the Economics of Information and Communication Technologies, Paris. 23–24 June 2006.

Grajek, M., and T. Kretschmer. *Usage and diffusion of cellular telephony, 1998–2004*. 4th Annual International Industrial Organization Conference (IIOC), Boston, MA. 7–9 April 2006.

Grajek, M. *Diffusion of ISO 9000 standards and international trade*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Porto. 1–4 September 2005.

Grajek, M. *Diffusion of ISO 9000 standards and international trade*. Annual Congress of the European Economic Association (EEA), Amsterdam. 24–27 August 2005.

Grajek, M. *Estimating network effects and compatibility in mobile telecommunications*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Berlin. 2–5 September 2004.

Grajek, M. *Estimating network effects and compatibility in mobile telecommunications*. Kiel-Munich Workshop on Economics of Information and Network Industries, Kloster Seeon. 30–31 August 2004.

Grajek, M. *Identification of network externalities in markets for non-durables*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Helsinki. 24–26 August 2003.

Grajek, M. *Identification of network externalities in markets for non-durables*. Annual Symposium of the Society for Nonlinear Dynamics and Econometrics, Florence. 13–15 March 2003.

**Languages**

Polish (native), English (high proficiency), German (high proficiency), Russian.