



Régis CHENAVAZ

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Kedge Business School
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EDUCATION

- 2018 HDR Economics, University Nice Sophia Antipolis
- 2010 PhD Economics, Telecom ParisTech.
- 2002 Agrégation – teaching diploma, ENS Cachan.
- 2001 MA Economics and Management, ENS Cachan.
- 2000 BA Economics and Management, University Lyon II.

EXPERIENCE AT KEDGE Business School

Courses taught

- 2012 – Economie générale, Kedge Bachelor, IBBA et PGE, 30 h.
- 2012 – Organisation économique et stratégie des firmes, PGE, 30 h.
- 2015 – Strategic decision making, PGE, 30 h

Research Activities

Publications will be listed at the end

Advising Students, Directing Projects and Admission Juries

- 2012 – Master thesis supervisor: IBBA, master, PGE.
- 2012 – Admission juries: PGE, IBBA, Kedge Bachelor.

OTHER PROFESSIONAL EXPERIENCE IN TEACHING AND RESEARCH

Positions held

- 2010 – 2012 Paris School of Business, assistant professor of economics.

- 2005 – 2010 Telecom ParisTech, PhD fellowship in economics.
 2002 – 2005 High school teacher in economics and management.
 2000 – 2002 ENS Cachan fellowship in economics and management.

Courses taught

- 2018 – 2019 Principes d'économie, Renmin University, IFC, 12h, Suzhou, China.
 2012 – 2013 Principes d'économie, Renmin University, IFC, 24h, Suzhou, China.
 2014 – Tarification dynamique, Ecole Centrale Marseille, France, 10h.
 2010 – 2012 Economie pour manager, undergraduate, Paris School of Business, 33h.
 2010 – 2012 Cesim Global Challenge, serious game, Paris School of Business, 15h.
 2011 – 2012 Communication, University Paris Dauphine, graduate, 18h.

PUBLICATIONS

Books

- « *Economie pour manager* », Christophe Schalck, Régis Chenavaz, Jean-Max Koskiewicz, Alexandra Le Chaffotec, 2012, Pearson Custom Publishing.
 « *Les mécanismes de formation des prix dans un contexte dynamique* », Editions Universitaires Européennes, 2011, (PhD Thesis).

Articles published in refereed journals

- Chenavaz, R., and C. Paraschiv, « Dynamic Pricing for Inventories with Reference Price Effects », 2018, *Economics: The Open-Access, Open-Assessment E-Journal*, Vol. 12, Issue 65, pp. 1-16
 Chenavaz, R., J. Drouard, O. Escobar, and B. Karoubi, « Convenience Pricing in Online Retailing: Evidence from Amazon.com », 2018, *Economic Modelling*, Vol. 70, pp. 127-1
 Chenavaz, R., and S. Jasimuddin, « An Analytical Model of the Relationship between Product Quality and Advertising », 2017, *European Journal of Operational Research*, Vol. 263, Issue 1, pp. 295-307
 Chenavaz, R., « Dynamic Quality Policies with Reference Quality Effects », 2017, *Applied Economics*, Vol. 49, Issue 32, pp. 3156-3162.
 Chenavaz, R., « Better product quality may lead to lower product price », forthcoming, *The BE Journal of Theoretical Economics*, Vol. 17, Issue 1, pp. 1-22.
 Chenavaz, R., « Dynamic pricing with reference price dependence », 2016, *Economics: The Open-Access, Open-Assessment E-Journal*, 10 (2016-22), pp. 1-17.
 Karoubi, B., R. Chenavaz, and C. Paraschiv, « Consumers' perceived risk and the hold and use of payment instruments », 2016, *Applied Economics*, Vol. 48, Issue 14, pp. 1317-1329.
 Chenavaz, R., and O. Escobar, forthcoming « Population Distribution, Effective Area, and Economic Growth », 2015, *Applied Economics*, Vol. 47, Issue 53, pp. 5776-5790.
 Wang Y., R. Chenavaz, « The entry of international banks in China », 2015, *Journal of Applied Business Research*, Vol. 32, N°5, pp. 1495-1506.

Karoubi, B., R. Chenavaz, « Does Crime Influence the Payment Decisions of Consumers? », 2015, *Journal of Applied Business Research*, Vol. 31, N°5, pp. 1709-1718.

Karoubi B., and R. Chenavaz « Prices for Cash and Cash for Prices? Theory and Evidence on Convenient Pricing », 2015, *Applied Economics*, Vol. 47, Issue 38, pp. 4102-4015

Chenavaz, R., C. Schalck, 2015, « Trends and challenges in commodity markets », *Research in International Business and Finance*, Vol. 33, pp. 290-303.

Schalck C., R. Chenavaz, 2015, « Oil commodities' returns and macroeconomic factors: a time-varying approach », *Research in International Business and Finance*, Vol. 33, pp. 287-289.

Chenavaz, R., 2012, « Dynamic pricing, product and process innovation », *European Journal of Operational Research*, N°222, pp. 553-557.

Chenavaz, R., O. Escobar, « Effective area as a measure of land factor », *Economics Bulletin*, vol. 32, N°3, pp. 1962-1969.

Chenavaz, R., C. Paraschiv, 2011, « Processus de rencontre sur internet : une étude empirique de la perception du risque », *Management & Avenir*, N°44, pp. 124-146.

Chenavaz, R., B. Leloup, 2011, « Les déterminants de la politique de tarification dynamique sur un marché biface : Le cas des logiciels de type client-serveur », *Revue d'Economie Industrielle*, N°35, pp. 89-114.

Chenavaz, R., 2011, « Dynamic Pricing Rule and R&D », *Economics Bulletin*, Vol. 31, Issue 3, pp. 2229-2236.

Paraschiv, C., R. Chenavaz, 2011, « Sellers' and Buyers' Reference Point Dynamics in the Housing Market », *Housing Studies*, Vol. 26, Issue 3, pp. 329-352.

Paraschiv, C., R. Chenavaz, 2009, « Evolution du prix de référence du vendeur : une étude expérimentale sur le marché immobilier », *Revue Française du Marketing*, n°221, 1/5, pp. 31-45.

Articles published in other journals or magazines

Adrien B., R. Chenavaz, « La moustache novembre », *nouvelobs.com*, 30th November 2015

Chenavaz R., A. Charvet, « Grande distribution : Comment optimiser ses ressources avec les flux tendus ? », *lexpress.fr*, 12th December 2014

Chenavaz R., B. Karoubi, « Tout ce que vous devez savoir sur la tarification dynamique », *lexpress.fr*, 30th August 2014

Chenavaz R., C. Paraschiv, « Estimation de la disponibilité à payer sur Internet », *nouvelobs.com*, 12th February 2014

Paraschiv C., R. Chenavaz, « La roulette des changements de prix sur Internet », *Corina Paraschiv and Régis Chenavaz, lesechos.fr*, 31th January 2014

Chenavaz R., N. Albert, « La tarification dynamique dans la grande distribution ? », *nouvelobs.com*, 25th November 2013

Chenavaz R., N. Albert, « L'amour pour une marque a-t-il un prix ? Le cas Mercedes », *lexpress.fr*, 23th June 2013

Chenavaz R., J. Hanoteau, « Internet et la lutte contre la corruption », , lesechos.fr, 19th may 2013.

Chenavaz, R., P. Sekris, « Le contrôle des réseaux sociaux pour éviter les émeutes ? », lesechos.fr, 20th september 2012.

Chenavaz, R., P. Sekris, « Printemps Arabe : les réseaux sociaux suffisent-ils à renverser un régime ? », nouvelobs.com, 3rd july, 2012.

Sekeris, P., R. Chenavaz, « Κοινωνικά δίκτυα και η δυναμική των συγκρούσεων », « Innovation d'usage et Printemps Arabe », diplomatikoperiskopio.com, 17th june, 2012.

Cartwright, P., E. Besson, R. Chenavaz, « Pourquoi l'Europe innove moins que les Etats-Unis », nouvelobs.com, 21th may 2012.

Cartwright, P., R. Chenavaz, « L'acquisition d'EMI par Universal favorable aux artistes et à leurs fans ? », lesechos.fr, 20th november 2011.

Cartwright, P., R. Chenavaz, E. Besson, « Steve Jobs : l'homme qui savait parler aux co-innovateurs », lesechos.fr, 18th october 2011.

Technical Reports or major consulting reports

« Analyse économique du projet PLUG », Régis Chenavaz and Annie Gentes, 2008-2010, D3.1.3 ANR-Plug (French National Research Agency - Play Ubiquitous Game and play more).

Communications and/or presentations

ICIAM 2019, 9th Conference, Minisymposium on dynamic games applied to economics and management, Valencia, July 2019

EURO 2019, 30th Annual Conference, Dublin, Ireland, June 2019

World Conference on Natural Resource Modeling, HEC Montreal, Canada, May 2019

JIRD2C, 1ère Journée Interdisciplinaire de Recherche sur les Décisions et le Comportement du Consommateur, Paris, France, December 2018

ISDG, 10th Wokshaop on Dynamic Games in Management Science, Rabat, Morocco, November 2018

EURO 2018, 29th Annual Conference, Valencia, Spain, July 2018

POMS 2018, 29th Annual Conference, Houston, USA, Mai 2018

AFSE 2017, Annual Conference, Nice, France, June 2017

INFORMS 2016, Annual Meeting, Nashville, USA, November 2016

EULOG 2016, Workshop in Honor of Richard Hartl, Septembre 2016

POMS 2016, 27th Annual Conference, Orlando, USA, Mai 2016

OR 2015, International Conference on Operations Research, Vienna, Austria, September 2015

2nd Ecole d'Eté de l'Economie Numérique, Rennes, France, July 2015

27th EURO Conference, Glasgow, Great Britain, July 2015
2015 CORS/INFORMS Conference, Montreal, Canada, June 2014
2014 International Symposium on Business, Banking, Marketing and Economy, Singapore, Singapore, August 2014
2014 Conference of the International Federation of Operational Research Societies, Barcelona, Spain, July 2014
2014 International Conference on Commodity Markets, Paris, France, January 2014.
62th Annual Conference of the Association Française de Sciences Economiques, Aix-en-Provence, France, June 2013.
16th Applied Economics Meeting, Granada, Spain, June 2013.
30ème Journées de Microéconomie Appliquée, Nice, France, June 2013.
Scottish Economic Society, Perth, April, 2012.
9ème Journée de Recherche sur le e-marketing, Paris, September 2010.
14th IBIMA Conference on Global Business Transformation, Istanbul, June 2010.
11th IBIMA Conference on Innovation and Knowledge Management, Cairo, January 2009.

Invited seminars

Research seminar, Waterloo University, Canada, May 2019
Research seminar, Pecs University, Hungary, March 2019
Research seminar, Paris Descartes University, June 2018
Research seminar, Paris Descartes University, June 2017
EFIP seminar, Paris School of Business, December 2016
Research seminar, Paris-Descartes University, February 2016
Séminaire BSDM, Paris-Descartes University, June 2014.
Séminaire GREQAM, Aix-Marseille School of Economics, June 2014.
Séminaire DIAL-RD, Paris-Dauphine University, April 2013.
Séminaire EFIP, ESG Management School Paris, March 2013.
Séminaire d'économie appliquée, CREM, Rennes 1 University, January 2013.

OTHER PERSONAL INFORMATION

Languages spoken, written and read: French (native), English, Spanish.