

**François  
Contensou****Emeritus  
Professor,  
Department****Contact**✉ **Mail:**

contensou@essec.fr  
✉ Avenue Bernard  
Hirsch  
BP 50105  
95021 Cergy Pontoise  
cedex  
FRANCE

**Education**

Agrégé des techniques économiques de gestion.  
DES de la Faculté de Droit et des Sciences Economiques de Paris.  
Diplôme ESSEC.

**Research Areas**

Tarification theory, economic thought, evolution of the Russian and East German economies, working time theory, labor market.

**Publications**✉ **Academic Publications****Books**

*Macroéconomie. Outils d'analyse, monnaie européenne et ouverture internationale.* (with R. Vranceanu). 2d edition. Paris (France) : Editions ESKA, 2003

*Working Time: Theory and Policy Implications.* (with R. Vranceanu). CHELTENHAM (Angleterre) : Edward ELGAR, 2000

*Introduction à la théorie macroéconomique.* (with R. Vranceanu). Paris (France) : Editions ESKA, 1996

**Articles**

"Tarification binomiale du monopsonne", *Revue d'Economie Industrielle*, June 2008, Vol. -, Issue 122, p. 45-65

"Droit, économie et discrimination" (F. Contensou, P. Charléty), *Revue Internationale de Droit Economique*, Oct. 2007, Vol. -, Issue 4, p. 389-414

"A Model of Working Time under Utility Competition in the Labor Market" (R. Vranceanu), *Journal of Economics*, Jan. 1998, Vol. 67, Issue 1

"Structure de coût généralisée et horaire optimal" (R. Vranceanu), *Economie et Prévision*, Jan. 1996, Vol. 4, Issue 125, p. 37-51

"Le triangle de Weber : une étude géométrique", *Revue d'Economie Régionale et Urbaine*, Jan. 1993, Issue 4, p. 705-716

"Les fondements économiques de la concurrence : leur signification pour les industriels et les distributeurs" (B. Yon), *Economie et Gestion Agro-Alimentaire*, Mar. 1987, Issue 3

**Book Chapters**

*La marque, l'efficacité économique et la formation des prix.* In: KAPFERER J.N., THOENIG J.C.. *La Marque.* Paris (France) : McGraw - Hill, 1989

## 📄 Working Papers

"Profit-sharing as Tax Saving and Incentive Device" (F. Contensou, M. Chau). Essec Research Center, DR-04012 oct. 04.

"Legal Profit-Sharing: Shifting the Tax Burden in a Dual Economy" Essec Research Center, DR-04011 août 04.

"Profit-sharing constraints, effort, output and welfare" Essec Research Center, DR-00032 nov. 00.

"Working Time and Unemployment in an Efficiency Wage Model" (R. Vranceanu). Essec Research Center, DR-99034 nov. 99.

"Interactions on the Quality of Services in Franchise Chains: Externalities and Free-riding Incentives" (J. Lee). Essec Research Center, DR-99004 janv. 99.

"Réduction de la durée du travail et complémentarité des niveaux de qualification" (R. Vranceanu). Essec Research Center, DR-98040 oct. 98.

"Working Time in a Model of Wage-Hours Negotiation" (R. Vranceanu). Essec Research Center, DR-98023 juil. 98.

"Heures supplémentaires et captation du surplus des travailleurs" Essec Research Center, DR-98014 mai 98.

"Effects of Working Time Constraints on Employment: A Two-sector Model" (R. Vranceanu). Essec Research Center, DR-97007 mars 97.

"Two-parts Tariffs : Behavior of the Non-discriminating Monopsony" Essec Research Center, DR-96077 déc. 96.

"Output Density and the Foundations of Generalized Production Functions" (R. Vranceanu). Essec Research Center, DR-96066 nov. 96.

"Daily Working Hours, Unemployment and the Generalised Production Function" (R. Vranceanu). Essec Research Center, DR-95048 déc. 95.

"Structure de coût du travail et formation des horaires" (R. Vranceanu). Essec Research Center, DR-95014 mai 95.

"Le triangle de Weber : une solution géométrique" Essec Research Center, DR-92016 avr. 92.

"Discrimination et droits d'entrée : théorie de la tarification binômiale par l'acheteur dominant" Essec Research Center, DR-89011 janv. 89.

"Discrimination et droits d'entrée : conséquences de l'application d'une tarification binômiale par une firme dominante" Essec Research Center, DR-86017 nov. 86.

## 📄 Other Publications

### Articles published in Conference Proceedings

"Working-time and Employment in a Cost of Change Model". In : *Papers from the 1999 EALE Conference*,. Regensburg (Allemagne) : Maastricht University, 1999

"Effects of Working Time Constraints on Employment : A Two-sector

Model", With R. Vranceanu. In : *Papers from the 1997 EALE Conference*, Aarhus (Danemark) : University of Aarhus, 1997

"Daily Working Hours, Unemployment and the Generalised Production Function", With R. Vranceanu. In : *Proceedings of the Eighth Annual Conference of the European Association of Labor Economists*, Chania (Grèce) : KEPE (Centre of Planning and Economic Research), 1996

### **Press Articles**

"Après la réforme des retraites". *Echos (Les)*, 02 mars 2004

"La TVA à la carte". *Monde (Le)*, 26 févr. 2004

"L'impasse académique française". *Monde (Le)*, 29 nov. 2003

"Les 35 heures ou le discours sans la méthode". *Monde (Le)*, 10 oct. 2003

"La face cachée de la participation". *Echos (Les)*, 28 mai 2001

"Les lois Aubry ou les voiles de l'économie". *Echos (Les)*, 05 juin 2000

### **Book Reviews**

"Introduction à la microéconomie des entreprises". *Transversalités*, 2003

---

## **Other Activities**

### **📌 Scientific Activities**

#### **Conference Presentations**

"Horaires de travail : analyse microéconomique des conflits", (with R. Vranceanu). XLVe Congrès Annuel de l'A.F.S.E., Paris, France, 26 sept. 1996

"Optimal Duration of Work, and the Generalised Production Function", (with R. Vranceanu). Annual Meeting of the Pennsylvania Economic Association, Pittsburgh, USA, 28 mai 1996

"Weber's Triangle, A Geometric Approach." In the International Congress held in Jerusalem by the European Association of Operations Research. July, 1995.

"Optimal Duration of Work, and the Generalized Production Function." Paper presented to the Annual Meeting of the Pennsylvania Economic Association, May 28 - 30, 1996, Pittsburgh.

"Effects of working-time constraints on employment: a two sector model." Presented at the E.A.L.E. Conference, ARHUS, September, 1997.

### **📌 Affiliations and Academic Responsibilities**

Member of the European Association of Labor Economics.



### ▣ Consulting and Other Activities

Supervisor of the competitive examination (economics) for entrance at the management level (Adjoint de Direction) in Banque de France.