

**Jacques
Potin****Assistant
Professor,
Department****Contact**

✉ **Mail:**
potin@essec.fr
✉ Avenue Bernard
Hirsch
BP 50105
95021 Cergy Pontoise
cedex
FRANCE

Education

Ph.D. in Economics, University of Chicago, 2005
Master in Economics, DELTA-EHESS, Paris, 2000
Hautes Etudes Commerciales (HEC), Paris, 1999

Research Areas

International trade, industrial organization, auction theory

On-going Projects

"Stages of diversification and capital accumulation in an Heckscher-Ohlin world, 1975-1995", joint with Catia Batista (University of Oxford), September 2006, available at SSRN.

Publications**✉ Working Papers**

"The selection effect of two-way trade in the Melitz model: an alternative approach" Essec Research Center, DR-09001 avr. 09.

"International Specialization and the Return to Capital, 1976-2000" (J. Potin, C. Batista, Oxford). Essec Research Center, DR-08001 déc. 07.

"Stages of Diversification and Capital Accumulation in an Heckscher-Ohlin World, 1975-1995 (to be revised)" (C. Batista, Oxford, J. Potin). Essec Research Center, DR-06008 sept. 06.

"An Efficient Dynamic Mechanism for Economies with Limited By-Products" ESSEC, janv. 05.

Other Activities**✉ Professional Experience**

Lecturer, ESSEC Business School, 2004-2005

Research and teaching assistant, University of Chicago, 2001-2003