

CURRICULUM VITAE

Name: ZACCOUR, Georges
Date of birth: September 14, 1959
Address: HEC Montréal, 3000 Côte-Sainte-Catherine, Montréal, Canada, H3T 2A7
Tel: (514) 340-6430; georges.zaccour@gerad.ca
Citizenship: Canadian
Languages: French, English, Arabic, Spanish

EDUCATION

1987 HEC Montréal, Ph.D. in administration (Management science)
1983 HEC Montréal, M.Sc. in international business
1981 Université Paris IX – Dauphine, Licence in applied economics
1980 Université Paris IX – Dauphine, Diplôme d'études universitaires générales (Applied mathematics)

HONNORS & AWARDS

Holder of the Chair in Game Theory and Management, since 2006
Fellow of the Royal Society of Canada, since 2003
Prix Roger-Charbonneau, HEC Montréal, for the book *Games and Dynamic Games*, 2012
President of the International Society of Dynamic Games (ISDG), 2002-2006
Vice-President of the International Society of Dynamic Games, 2000-2002
Chair of the jury of Isaacs Awards (given by ISDG to two scientists every two years) since 2004
Prix Pierre-Laurin, HEC Montréal (publications during the last previous 3 years), 2001 and 2006
Association française du marketing: Certificate for exceptional contribution to the area, 2000.
Best teacher award, MBA Program, Instituto Tecnológico Autónomo de México (ITAM), Fall 1999
Prix Gaëtan-Morin (young researcher), HEC Montréal, 1994
Editor-in-Chief of *Dynamic Games and Applications*, Birkhäuser (Springer), since 2010

- Associate editor of the following scientific journals: *Computational Management Science* (since 2004), *Environmental Modeling & Assessment* (since 2001), *INFOR* (since 2008), *International Game Theory Review* (since 2000), *Journal of African Business* (since 2010), *Journal of Operations & Logistics* (since 2006), *Strategic Behavior and the Environment*

(since 2011), International Transactions on Operational Research (since 2014), and Journal of Business Research (since 2009)

Member of Editorial Advisory Board of the series *Static & Dynamic Game Theory: Foundations & Applications*, Birkhäuser (Springer), since 2011

EXPERIENCE

- | | |
|-----------|--|
| 2009- | Full professor
Decision sciences department, HEC Montréal |
| 1996-2009 | Full professor
Marketing department, HEC Montréal |
| 2005-2006 | Visiting professor
Universidad de Valladolid, Spain |
| 1998-99 | Visiting professor
Instituto Tecnológico Autónomo de México (ITAM) |
| 1991-96 | Associate professor
Marketing department, HEC Montréal |
| 1986-91 | Assistant professor
Marketing department, HEC Montréal |
| 1988 | Visiting professor
INSEAD (Institut Européen d'Administration), Fontainebleau
IFP (Institut Français du Pétrole), Rueil-Malmaison, France |
| 1985-86 | Visiting researcher
CORE (Center for Operations Research and Econometrics)
Université Catholique de Louvain-La-Neuve, Belgium |
| 1984-85 | Lecturer
Marketing department, HEC Montréal |
| 1981-83 | Research assistant
Groupe d'études et de recherche en analyse des décisions (GERAD)
Centre d'études en administration internationale (CETAI)
HEC Montréal |

ADMINISTRATIVE & PEDAGOGICAL RESPONSIBILITIES

- 2010-2013 Member of the Board of governors, HEC Montréal.
- 2001-2005 Director of GERAD (Groupe d'études et de recherche en analyse des décisions)
A joint research center of HEC Montréal, École Polytechnique de Montréal,
McGill University and UQAM
- 2001-2003 Academic Director of Executive Program in Management of Energy Sector
(Joint program HEC Montréal/ITAM delivered in Mexico)
- 1999-2001 Director of Ph.D. program
HEC Montréal
- 1999-2001 Academic director of DESS in Management of Energy Sector
HEC Montréal (program delivered in Wuhan, China)
- 1995-1998 Director of marketing department
HEC Montréal
- 1991-1993 Co-director of Canadian International Development Agency project
HEC Montréal / ESSEC-Douala (in residence in Cameroon).
- 1994-1998
1999-2001 Member of research council
2003-2005 HEC Montréal
2010-2012
2013-2014
- 1994-1995 Responsible of marketing specialization, M.Sc. program
HEC Montréal

RESEARCH

A. PUBLICATIONS

A1. Books

1. A. Haurie, A., J. Krawczyk, G. Zaccour, *Games and Dynamic Games*, World Scientific, 465 pages, 2012.
2. S. Jørgensen, G. Zaccour, *Differential Games in Marketing*, International Series in Quantitative Marketing, Kluwer Academic Publishers, 2004.

A2. Edited Volumes

1. V. Krivan, G. Zaccour (editors), [*Advances in Dynamic Games: Theory, Applications and Numerical Methods*](#), Annals of the International Society of Dynamic Games, vol. 13, Springer, 350 pages, 2013
2. R. Loulou, J.-Ph. Waaub, G. Zaccour (editors), *Energy and Environment*, Springer, 2005.
3. A. Haurie, G. Zaccour (editors), *Dynamic Games: Theory and Applications*, Springer, 2005.
4. G. Zaccour (editor), *Optimal Control and Differential Game: Essays in Honor of Steffen Jørgensen*, Advances in Computational Management Science series, Kluwer Academic Publishers, 2002.
5. G. Zaccour (editor), *Decision and Control in Management Science: Essays in Honor of Alain Haurie*, Advances in Computational Management Science series, Kluwer Academic Publishers, 2002.
6. G. Zaccour (editor), *Deregulation of Electric Utilities*, Topics in Regulatory Economics and Policy Series, Kluwer Academic Publishers, 1998.
7. S. Jørgensen, G. Zaccour (editors), *Dynamic Competitive Analysis in Marketing*, Lecture Notes in Economics and Mathematical Systems, vol. 444, Springer-Verlag, 1996.
8. C. Carraro, A. Haurie, G. Zaccour (editors), *Environmental Management in a Transition to Market Economy: A challenge to Governments and Business*, Éditions Technip, December 1994.
9. M. Breton, G. Zaccour (editors), *Industrie pétrolière: Outils d'aide à la décision et études de cas*, Éditions Technip, 1994.
10. M. Breton, G. Zaccour (editors), *Proceedings of the Sixth International Symposium on Dynamic Games and Applications, Symposium*, Montréal, 1994.
11. A. Lapointe, G. Zaccour (editors), *Ajustements structurels et gestion du secteur énergétique en Afrique*, Éditions Technip, 1993.
12. A. Poirier, G. Zaccour (editors), *Maritime and Pipeline Transportation of Oil and Gas*, Éditions Technip, 1991.

13. M. Breton, G. Zaccour (editors), *Advances in Operations Research in the Oil and Gas Industry*, Éditions Technip, 1991.
14. A. Haurie, A. Poirier, Y. Smeers, G. Zaccour (editors), *Modélisation et analyse des marchés du gaz naturel*, actes du colloque tenu à Montréal, HEC, 1988.

A3. Papers under Review

1. M. Sebri, G. Zaccour, "Umbrella-Branding Spillovers, submitted to *Journal of Retailing*.
2. Kanani Kuchesfehani, G. Zaccour, "Incentive Equilibrium Strategies in Dynamic Games Played over Event Trees", submitted to *Automatica*.
3. T. Ben Rhouma, "Optimal Marketing Strategies for the Acquisition and Retention of Service Subscribers", submitted to *Management Science*.
4. P.V. Reddy, G. Zaccour, "A Friendly Computable Characteristic Function", submitted to *International Journal of Game Theory*.
5. L. Nguyễn Hoàng, F. Soumis, G. Zaccour "Measuring Unfairness Feeling in Allocation Problems", submitted to *Omega*.
6. L. Lambertini, G. Zaccour, "Inverted-U aggregate investment curves in a dynamic game of advertising", submitted to the *Economics Letters*.
7. P. De Giovanni, P.V. Reddy, G. Zaccour, "Incentive Strategies for an Optimal Recovery Program in a Closed-Loop Supply Chain", submitted to *European Journal of Operational Research*.
8. L. Nguyễn Hoàng, F. Soumis, G. Zaccour, "The Return Function: A New Computable Perspective on Bayesian-Nash Equilibria", submitted to *SIAM Journal on Optimization and Control*.
9. P. Kort, S. Taboubi, G. Zaccour, "Optional-Contingent-Products Pricing in Supply Chains", submitted to *Marketing Science*.
10. M. Sebri, G. Zaccour, "Why Private Labels' Performance Varies by Country", submitted to the *International Marketing Review*.
11. P.V. Reddy, G. Zaccour, "Feedback Nash Equilibria in Linear-Quadratic Difference Games with Constraints", submitted to *IEEE Transactions on Automatic Control*.
12. P. Andres-Domenech, Martín-Herrán, G. Zaccour, "An Empirical Differential Game for Sustainable Forest Management", submitted to *Ecological Economics*.

A4. Published Papers

1. A. Buratto, L. Grosset, G. Zaccour, "Strategic Pricing and Advertising in the Presence of a Counterfeiter", to appear in *IMA Journal of Management Mathematics*.
2. P.V. Reddy, G. Zaccour, "On a Class of Linear-Quadratic Difference Games with Constraints", to appear in *IEEE Transactions on Automatic Control*.

3. N. Masoudi, M. Santugini, G. zaccour, "A Dynamic Game of Emissions Pollution with Uncertainty and Learning, to appear in *Environmental and Resource Economics*.
4. E. Parilina, G. Zaccour, "Node-Consistent Core for Games Played over Event Trees", *Automatica*, 55, 304-311, 2015.
5. D. Dantas, S. Taboubi, G. Zaccour, "Which Business Model for Ebook Pricing", *Economics Letters*, 25(1), 126-129, October 2014.
6. K. Erdlenbruch, M. Tidball, G. zaccour, "Quantity-Quality Management of a Groundwater Resource by a Water Agency", *Environmental Science & Policy*, 44, 201-214, 2014.
7. E. kanani kuchesfehni, G. Zaccour, "S-adapted Equilibria in Games Played over Event Trees with Coupled Constraints", *Journal of Optimization Theory and Applications*, DOI 10.1007/s10957-014-0623-6
8. G. Jansens, G. Zaccour, "Strategic price subsidies for new technologies", *Automatica*, 50, 1999-2006, 2014.
9. P. Andres-Domenech, P. Saint-Pierre, P. Smala Fanokoa, G. Zaccour, "Sustainability of the Dry Forest in Androy: A Viability Analysis", *Ecological Economics*, 104, 33-49, August 2014.
10. S. Jørgensen, G. Zaccour, "Cooperative Advertising in Marketing Channels: Game Theoretic Analyses, *European Journal of Operational Research*, 237, 1–14, 2014.
11. N. Masoudi, G. Zaccour, "Emissions Control Policies under Uncertainty and Learning", *Automatica*, 50, 719–726, March 2014.
12. T. Eyland, G. Zaccour, "Carbon Tariffs and Cooperative Outcomes", *Energy Policy*, 65, 718-728, 2014.
13. N. Amrouche, T. Ben Rhouma, G. Zaccour, "Branding Decisions for Retailers' Private Labels", *Journal of Marketing Channels*, 21, 100–115, 2014.
14. S. Ben Youssef, G. Zaccour, "Absorptive Capacity, R&D Spillovers, Emissions Taxes and R&D Subsidies", *Strategic Behavior and the Environment*, 4, 41-58, 2014.
15. G. Martín-Herrán, S.P. Sigué, G. Zaccour, "Downstream Horizontal Integration and Dealer Network Performance", *International Transactions on Operations Research*, 21, 81–101, 2014.
16. P. De Giovanni, G. Zaccour, "A Two-Period Game of a Closed-Loop Supply Chain", *European Journal of Operational Research*, 232, 22-40, 2014.
17. T. Genc, G. Zaccour, "Capacity Investments in a Stochastic Dynamic Game: Good News Principle", *Operations Research Letters*, 41, September, 482-488, 2013.
18. N. Masoudi, G. Zaccour, "A Differential Game of International Pollution Control with Evolving Environmental Costs", *Environment and Development Economics*, 18, 680–700, 2013.

19. F. Ngendakuriyo, G. Zaccour, "Fighting Corruption: To Precommit or Not?", *Economics Letters*, 120, 2, 149-154, August 2013.
20. P. V. Reddy, E. Shevkoplyas, G. Zaccour, "Time-Consistent Shapley Value for Games Played over Event Trees", *Automatica*, 49, 6, 1521-1527, June 2013.
21. S. Ben Youssef, M. Breton, G. Zaccour, "Cooperating and Non-cooperating Firms in Inventive and Absorptive Research", *Journal of Optimization Theory and Applications*, 157, 1, 229-251, April 2013
22. T. Eyland, G. Zaccour, "Strategic Effects of a Border Tax Adjustment", *International Game Theory Review*, 14, 3, 2012.
23. C. Ingene, S. Taboubi, G. Zaccour, "Game-Theoretic Coordination Mechanisms in Distribution Channels: Integration and Extensions for Models without Competition" *Journal of Retailing*, 88, 4, 476-496, December 2012.
24. T. Ben Rhouma, G. Zaccour, "An Empirical Investigation of Late Bidding in Online Auctions", *Economics Letters*, 117, 3, 715-717, December 2012.
25. G. Martín-Herrán, S. Taboubi, G. Zaccour "Dual Role of Price and Myopia in a Marketing Channel, *European Journal of Operational Research*, 219, 2, 284-295, June 2012.
26. P.-O. Pineau, H. Rasata, G. Zaccour, "A Dynamic Oligopolistic Electricity Market Model with Interdependent Segments", *Energy Journal*, 32, 4, 183-217, 2011.
27. P. Andrés-Domenech, P. Saint-Pierre, G. Zaccour, "Forest Conservation and CO2 emissions: A Viable Approach", *Environmental Modeling & Assessment*, 16, 6, 519-539, December 2011.
28. P.M. Kort, G. Zaccour, "When a Firm Should Open its Source Code: A Strategic Analysis", *Production and Operations Management*, Vol. 20, No. 6, 877-888, November-December 2011.
29. G. Martín-Herrán, S.P. Sigué, G. Zaccour, "Strategic Interactions in Traditional Franchise Systems: Are Franchisors Always Better?", *European Journal of Operational Research*, 213, 3, 526-537, September 2011
30. P.-O. Pineau, H. Rasata, G. Zaccour, "Impact of some parameters on investments in oligopolistic electricity markets", *European Journal of Operational Research*, 213, 180-195, August 2011.
31. F. André, A. Sokri, G. Zaccour, "Public Disclosure Programs vs. Traditional Approaches for Environmental Regulation: Green Goodwill and the Policies of the Firm", *European Journal of Operational Research*, 212, 199-212, July 2011.
32. P. Smala Fanokoa, I. Telahigue, G. Zaccour, "Buying Cooperation in an Asymmetric Environmental Differential Game", *Journal of Economic Dynamics and Control*, 35, 935-946, 2011.
33. S. Legras, G. Zaccour, "Temporal Flexibility of Permit Trading when Pollutants Are Correlated", *Automatica*, 47, 5, 909-919, May 2011

34. F. Nasiri, G. Zaccour, "Renewable Portfolio Standard Policy: A Game-theoretic Analysis", *INFOR*, 48, 4, 251-260, November 2010.
35. S. Jørgensen, G. Martín-Herrán, G. Zaccour, "The Leitmann-Schmitendorf Advertising Differential Game", *Applied Mathematics and Computation*, 217, 1110-1116, 2010.
36. S. Jørgensen, G. Martín-Herrán, G. Zaccour, "Dynamic Games in the Economics and Management of Pollution", *Environmental Modeling & Assessment*, 15, 6, 433-467, 2010.
37. G. Martín-Herrán, S.-P. Sigué, G. Zaccour, "The Dilemma of Pull and Push Price Promotions", *Journal of Retailing*, 86, 1, 51-68, 2010.
38. M. Breton, L. Sbragia, G. Zaccour, "Dynamic Models for International Environmental Agreements", *Environmental and Resource Economics*, 45, 25-48, 2010.
39. D. Claude, G. Zaccour, "Investment in Tourism Market and Reputation", *Journal of Public Economic Theory*, 11, 5, 797-817, 2009.
40. F. Nasiri, G. Zaccour, "An Exploratory Game-Theoretic Analysis of Biomass Electricity Generation Supply Chain", *Energy Policy*, 37, 11, 4514-4522, 2009.
41. A. Buratto, G. Zaccour, "Coordination of Advertising Strategies in a Fashion Licensing Contract", *Journal of Optimization Theory and Applications*, 142, 31-53, 2009.
42. Tidball, M., G. Zaccour, "A Differential Environmental Game with Coupling Constraints", *Optimal Control Applications and Methods*, 30, 197-207, 2009.
43. G. Martín-Herrán, G. Zaccour, "Credible Linear Incentive Equilibrium Strategies in Linear-Quadratic Differential Games", *Annals of the International Society of Dynamic Games*, Vol. 10, 261-291, 2009.
44. O. Bahn, M. Breton, L. Sbragia, G. Zaccour, "Stability of International Environmental Agreements: an Illustration with Asymmetrical Countries", *International Transactions in Operational Research*, 1-18, 2009.
45. S. Jørgensen, P. Kort, G. Zaccour, "Optimal pricing and advertising policies for an entertainment event", *Journal of Economic Dynamics and Control*, Vol. 33, 583-596, 2009.
46. B. Viscolani, G. Zaccour, "Advertising Strategies in a Differential Game with Negative Competitor's Interference", *Journal of Optimization Theory and Applications*, Vol. 140, 153-170, 2009.
47. N. Amrouche, G. Zaccour, "A Shelf-Space-Dependent Wholesale Price When Manufacturer and Retailer Brands Compete", *OR Spectrum*, Vol. 31, 361-38, 2009.
48. N. Amrouche, G. Martín-Herrán, G. Zaccour, "Feedback Stackelberg Equilibrium Strategies when the Private Label Competes with the National Brand", *Annals of Operations Research*, Vol. 164, 79-95, 2008.
49. G. Zaccour, "Time Consistency in Cooperative Differential Games: A Tutorial", *INFOR*, Vol. 46, 1, 81-92, 2008.

50. G. Zaccour, "On the Coordination of Dynamic Marketing Channels and Two-Part Tariffs", *Automatica*, Vol. 44, 1233-1239, May 2008.
51. N. Amrouche, G. Martín-Herrán, G. Zaccour, "Pricing and Advertising of Private and National Brands in a Dynamic Marketing Channel", *Journal of Optimization Theory and Applications*, Vol. 137, 465-483, 2008.
52. F. Ben Abdelaziz, M. Ben Brahim, G. Zaccour, "R&D Equilibrium Strategies with Surfers" *Journal of Optimization Theory and Applications*, Vol. 136, 1-13, 2008.
53. G. Martín-Herrán, O. Rubel, G. Zaccour, "Competing for Consumer's Attention", *Automatica*. Vol. 44, 361-370, February 2008.
54. M. Breton, A. Sokri, G. Zaccour, Incentive Equilibrium in an Overlapping-Generations Environmental Game, *European Journal of Operational Research*, Vol. 185, 687-699, 2008.
55. M.A. Krajewska, H. Kopfer, G. Laporte, S. Ropke, G. Zaccour, "Horizontal cooperation among freight carriers: request allocation and profit sharing", *Journal of Operational Research Society*, 59, 1483-1491, 2008.
56. S. Karray, G. Zaccour, "Effectiveness of Coop Advertising Programs in Competitive Distribution Channels, *International Game Theory Review*, Vol. 9, 2, 151-167, 2007.
57. P.-O. Pineau, G. Zaccour, "An Oligopolistic Electricity Model with Interdependent Market Segments", *The Energy Journal*, Vol. 28, 3, 165-185, 2007.
58. O. Rubel, G. Zaccour, "A Differential Game of a Dual Distribution Channel", *Annals of the International Society of dynamic Games*, Vol. 9, 547-568, 2007.
59. S. Jorgensen, G. Zaccour, "Developments in Differential Game Theory and Numerical Methods: Economic and Management Applications", *Computational Management Science*, Vol. 4, 2, 159-182, 2007.
60. N. Amrouche, G. Zaccour, "Shelf-Space Allocation of National and Private Brands", *European Journal of Operational Research*, Vol. 180, 2, 648-663, 2007.
61. S. Karray, G. Zaccour, "Could Co-op Advertising be a Manufacturer's Counterstrategy to Store Brands?", *Journal of Business Research*, Vol. 59, 1008-1015, 2006.
62. S. Jørgensen, P. Kort, G. Zaccour, "Advertising an Event", *Automatica*, Vol. 42, 8, 1349-1355, August, 2006.
63. M. Breton, G. Martín-Herrán, G. Zaccour, "Equilibrium Investment Strategies in Foreign Environmental Projects", *Journal of Optimization Theory and Applications*, Vol. 130, 1, July, 2006.
64. M. Breton, R. Jarrar, G. Zaccour, "A Note on Feedback Stackelberg Equilibria in a Lanchester Model with Empirical Application", *Management Science*, Vol. 52, 5, 804-811, May, 2006.
65. T. Beltov, S. Jørgensen, G. Zaccour, "Optimal Retail Price Promotions", *Anales de Estudios Económicos y Empresariales*, Universidad de Valladolid, Vol. XVI, 9-36, 2006.

66. K. Fredj, G. Martín-Herrán, G. Zaccour, "Incentive Mechanisms to Enforce Sustainable Forest Exploitation", *Environmental Modelling & Assessment*, Vol. 11, 2, 145-156, April 2006.
67. G. Martín-Herrán, S. Taboubi, G. Zaccour, "The Impact of Manufacturers' Wholesale Prices on Retailer's Shelf-Space and Pricing Decisions", *Decision Sciences*, Vol. 37, 1, 71-90, February 2006.
68. M. Breton, D. Vencatachellum, G. Zaccour, "Dynamic R&D with Strategic Behavior", *Computers & Operations Research*, Vol. 33, 2, 426-437, February 2006.
69. M. Breton, G. Zaccour, M. Zahaf, "A Game-Theoretic Formulation of Joint Implementation of Environmental Projects", *European Journal of Operational Research*, Vol. 168, 1, 221-239, 2006.
70. M. Breton, K. Fredj, G. Zaccour, "International Cooperation, Coalitions Stability and Free-Riding in a Game of Pollution Control", *The Manchester School*, Vol. 74, 1, 103-121, January 2006.
71. S. Jørgensen, S. Taboubi, G. Zaccour, "Incentives for Retailer Promotion in a Marketing Channel", *Annals of the International Society of dynamic Games*, Vol. 8, 365-378, 2006.
72. S. Jørgensen, G. Martín-Herrán, G. Zaccour, "Sustainability of Cooperation Overtime in Linear-Quadratic Differential Games", *International Game Theory Review*, Vol. 7, 4, December 2005.
73. M. Breton, G. Zaccour, M. Zahaf, "A Differential Game of Joint Implementation of Environmental Projects", *Automatica*, Vol. 41, 10, 1737-1749, October 2005.
74. G. Martín-Herrán, G. Zaccour, "Credibility of Incentive Equilibrium Strategies in Linear-State Differential Games", *Journal of Optimization Theory and Applications*, Vol. 126, 2, 367-389, August 2005.
75. Tidball, M., G. Zaccour, "An Environmental Game with Coupling Constraints", *Environmental Modelling & Assessment*, Vol. 10, 2, 153-158, June 2005.
76. G. Martín-Herrán, S. Taboubi, G. Zaccour, "A Time-Consistent Open-Loop Stackelberg Equilibrium of Shelf-space Allocation", *Automatica*, Vol. 41, 6, 971-982, June 2005.
77. A. Haurie, G. Zaccour, "S-Adapted Equilibria in Games Played over Event Trees: An Overview", *Annals of the International Society of Dynamic Games*, vol. 7, 367-400, 2004.
78. R. Jarrar, G. Martín-Herrán, G. Zaccour, "Markov Perfect Equilibrium Advertising Strategies of Lanchester Duopoly Model: A Technical Note", *Management Science*, Vol. 50, 7, 995-1000, July 2004.
79. M. Breton, A. Turki, G. Zaccour, "Efficiency of Bertrand and Cournot under Precommitment", *Game Theory and Applications*, Vol. 10, 31-38, 2004.
80. R. Gagné, R. Nguimbus, G. Zaccour, "The Effects of Location and Non-Location Factors On Gasoline Station Performance", *Energy Studies Review*, Vol. 12, 2, 153-169, spring 2004
81. K. Fredj, G. Martín-Herrán, G. Zaccour, "Slowing Deforestation Pace through Subsidies: A Differential Game" *Automatica*, 40, 2, 301-309, February 2004.

82. M. Breton, A. Turki, G. Zaccour, "Dynamic Model of R&D, Spillovers and Efficiency of Bertrand and Cournot Equilibria", *Journal of Optimization Theory and Applications*, 123, 1, 1-25, October 2004.
83. S. Jørgensen, G. Zaccour, "A Differential Game of Retailer Promotions", *Automatica*, 39, 7, 1145-1155, 2003.
84. S. Jørgensen, G. Martín-Herrán, G. Zaccour, "Agreeability and Time-Consistency in Linear-State Differential Games", *Journal of Optimization Theory and Applications*, 119, 1, 49-63, October 2003.
85. S. Jørgensen, S. Taboubi, G. Zaccour, "Retail Promotions with Negative Brand Image Effects: Is Cooperation Possible?" *European Journal of Operational Research*, 150, 2 (October), 395-405, 2003.
86. G. Zaccour, "Computation of Characteristic Function Values for Linear-State Differential Games", *Journal of Optimization Theory and Applications*, 117, 1, 183-194, April 2003.
87. L. Petrosjan, G. Zaccour, "Time-Consistent Shapley Value of Pollution Cost Reduction", *Journal of Economic Dynamics and Control*, 27, 3, 381-398, 2003.
88. S. Jørgensen, G. Zaccour, "Channel Coordination over Time: Incentive Equilibria and Credibility", *Journal of Economic Dynamics and Control*, 27, 5, 801-822, 2003.
89. S. Jørgensen, S. Taboubi, G. Zaccour, "Cooperative Advertising in a Marketing Channel", *Journal of Optimization Theory and Applications*, 110, 145-158, 2001.
90. S. Jørgensen, G. Zaccour, "Time Consistent Side Payments in a Dynamic Game of Downstream Pollution", *Journal of Economic Dynamics and Control*, 25, 2, 1973-1987, 2001.
91. S. Jørgensen, S.P. Sigué, G. Zaccour, "Stackelberg Leadership in a Marketing Channel", *International Game Theory Review*, 3, 1-14, 2001.
92. M. Breton, G. Zaccour, "Equilibria in an Asymmetric Duopoly Facing a Security Constraint", *Energy Economics*, Vol. 23/4, 457-475, 2001.
93. S. Jørgensen, G. Zaccour, "Incentive Equilibrium Strategies and Welfare Allocation in a Dynamic Game of Pollution", *Automatica*, 37, 29-36, 2001.
94. R. Gagné, N. Kooli, G. Zaccour, "Impacts des prix promotionnels sur les ventes", *Gestion, Revue internationale de gestion*, hiver, 34-39, 2000.
95. S. Jørgensen, S.P. Sigué, G. Zaccour, "Dynamic Cooperative Advertising in a Channel", *Journal of Retailing*, 76, Winter, 71-92, 2000.
96. S. Jørgensen, G. Zaccour, "Optimal Output Strategies in a Two-stage Game with Entry, Learning-by-Doing and Spillovers", *Game Theory and Applications*, vol. 5, 65-72, 2000.
97. L. Petrosjan, G. Zaccour, "A Multistage Supergame of Downstream Pollution", *Annals of the International Society of Dynamic Games*, Vol. 5, 387-404, 2000.
98. S. Jørgensen, G. Zaccour, "Equilibrium Pricing and Advertising Strategies in a Marketing Channel", *Journal of Optimization Theory and Applications*, 102, 111-125, 1999.

99. S. Jørgensen, P. Kort, G. Zaccour, "Production, Inventories, and Pricing under Cost and Demand Learning Effects", *European Journal of Operational Research*, 117, 382-395, 1999.
100. S. Jørgensen, G. Zaccour, "Price Subsidies and Guaranteed Buys of a New Technology", *European Journal of Operational Research*, 114, 338-345, 1999.
101. J. Krawczyk, G. Zaccour, "Management of Pollution from Decentralised Agents", *International Journal of Environment and Pollution*, 12, 2/3, 343-347, 1999.
102. R. Gagné, S.P. Sigué, G. Zaccour, "Droit d'entrée et taux de redevance dans les franchises d'exploitation au Québec", *L'Actualité Économique*, 74, 4, 651-668, décembre, 1998.
103. M. Breton, F. Chauny, G. Zaccour, "A Leader-Follower Dynamic Game of New Product Diffusion", *Journal of Optimization Theory and Applications*, 92, January, 77-98, 1997.
104. G. Zaccour, "A Differential Game Model for Optimal Price Subsidy of New Technologies", *Game Theory and Applications*, 2, 103-114, 1996.
105. B. Tolwinski, G. Zaccour, "Learning from Each other in a Duopoly: Numerical Approach", *Journal of Optimization Theory and Applications*, 84, 3, 617-633, March 1995.
106. A. Haurie, G. Zaccour, "Differential Game Models of Global Environmental Management", *Annals of the International Society of Dynamic Games*, 2, 3-24, 1995.
107. A. Haurie, Y. Smeers, G. Zaccour, "Toward a Contract Portfolio Management Model for a Gas Producing Firm", *INFOR*, 30, 3, 257-273, August 1992.
108. F. Amesse, G. Zaccour, "Les gestionnaires et l'exportation, Différences de perception et de caractéristiques entre gestionnaires de firmes exportatrices et non exportatrices", *Revue Canadienne des Sciences de l'Administration*, 8, 3, 148-160, 1991.
109. A. Haurie, G. Zaccour, Y. Smeers, "Stochastic Equilibrium Programming for Dynamic Oligopolistic Markets", *Journal of Optimization Theory and Applications*, 66, 2, 243-253, August 1990.
110. G. Zaccour, M.P. Kestemont, "Classification hiérarchique des données: une application à la segmentation des marchés internationaux", *STATISTICA*, 28, 1, 1989.
111. G. Zaccour, "Valeur de Shapley et partage équitable des ressources", *L'Actualité Économique*, 64, 2, 96-121, 1988.
112. F. Leroux et G. Zaccour, "Structures du marché et intensité de la publicité", *L'Actualité Économique*, 60, 3, 341-354, 1984.

A5. Book Chapters

1. P. De Giovanni, G. Zaccour, "Cost-Revenue Sharing in a Closed-Loop Supply Chain", *Advances in Dynamic Games - Theory, Applications, and Numerical Methods for Differential and Stochastic Games - Annals of the International Society of Dynamic Games*, P. Cardaliaguet, R. Cressman (eds.), Birkhauser, 2013, p. 395-421

2. G. Zaccour, "Game Theory", *Encyclopedia of Management Theory*, edited by E.H. Kessler, Sage Publications, 297-304, March 2013
3. G. Martín-Herrán, A. Sokri, G. Zaccour, "Dynamic Oligopoly Competition with Public Environmental Information Disclosure", in *Contributions to Game Theory and Management*, edited by L.A. Petrosjan and N.A. Zenkevitch, 326-345, 2007.
4. S. Karray, G. Zaccour, "A Differential Game of Advertising for National and Store Brands", in *Dynamic Games: Theory and Applications*, edited by A. Haurie and G. Zaccour, 213-230, Springer, 2005.
5. S. Taboubi, G. Zaccour, "Impact of Retailer's Myopia on Channel's Strategies", in *Optimal Control and Differential Game: Essays in Honor of Steffen Jørgensen*, G. Zaccour ed., Kluwer Academic Publishers, 179-192, 2002.
6. S. Jørgensen, G. Zaccour, "Time Consistency in Cooperative Differential Game", in *Decision and Control in Management Science: In honor of Professor Alain Haurie*, edited by G. Zaccour, Kluwer Academic Publishers, 349-366, 2002.
7. S. Jørgensen and G. Zaccour, "A Three-Stage Differential Game of Channel Cooperation", in: S. Jørgensen and G. Zaccour (eds.), *Dynamic Competitive Analysis in Marketing*. Springer-Verlag, Berlin, 158-174, 1996.
8. J. Krawczyk, G. Zaccour, "Pollution Management through Levies and Subsidies", in *Modelling and Control of National and Regional Economies*, Lj. Vlacic et al. (eds), an Imprint of Elsevier Science, Pergamon, 241-246, 1996.
9. A. Haurie, Y. Smeers, G. Zaccour, "Gas contract Portfolio Management: Experiments with a Stochastic Programming Approach", in *Models for Energy Policy*, J-B. Lesourd, J. Percebois and F. Valette (Eds.), Routledge, 1995.
10. T. Toumi, G. Zaccour, "Évaluation d'un projet de pipeline en Tunisie", in *L'industrie des hydrocarbures: défis et opportunités*, edited by A. Lapointe and H. Taghvaï, 277-293, Éditions Technip, France, 1995.
11. A. El Sallaly, G. Zaccour, "Gestion optimale d'un parc de camions-citernes : le cas d'ESSO-Égypte", in *Industrie pétrolière : outils d'aide à la décision et études de cas*, edited by M. Breton et G. Zaccour, Éditions Technip, France, 1993.
12. G. Zaccour, "Problèmes et politiques d'exploitation du gaz naturel dans les pays en voie de Développement", in *Ajustements structurels et gestion du secteur énergétique en Afrique*, edited by A. Lapointe et G. Zaccour, 13-26, Éditions Technip, France, 1993.
13. L. Lord, F. Amesse, G. Zaccour, "Le choix séquentiel des marchés d'exportation des PME québécoises", dans *La gestion de l'exportation*, volume édité par J.E. Denis, 33-42, Centre de droit et de politique commerciale, Ottawa, 1992.
14. A. Haurie, Y. Smeers, G. Zaccour, "Gas Contract Portfolio Management : A Stochastic Programming Approach", in *Advances in Operations Research in the oil and Gas Industry*, edited by M. Breton and G. Zaccour, 133-150, Éditions Technip, France, 1991.

15. G. Zaccour, A. Poirier, "Maritime Transport of Crude Oil : Background and Outlook" in *Maritime and Pipeline Transportation of Oil and Gas*, edited by A. Poirier and G. Zaccour, 3-22, Éditions Technip, France, 1991.
16. M. Breton, G. Zaccour, "Sharing the Cost of a Pipeline : A Game Theoretic Approach", in *Maritime and Pipeline Transportation of Oil and Gas*, edited by A. Poirier and G. Zaccour, 291-306, Éditions Technip 1991.
17. A. Haurie, G. Zaccour, "A Game Programming Approach to Efficient Management of Interconnected Power Networks", in *Differential Games: Developments in Modelling and Computation*, R. Hämmäläinen and H.K. Ehtamo (Eds.), Springer Verlag, 275-284, 1991.
18. M. Breton, A. Haurie, G. Zaccour, "Methods in the Analysis of Multistage Commodity Markets", in *Advances in Large Scale Systems Dynamics*, C.T. Leondes (ed.), 75-106, Academic Press, 1990.
19. S. Flåm, G. Zaccour, "Nash-Cournot Equilibria in the European Gas Market: A Case Where Open-Loop and Feedback Solutions Coincide", in *Differential Games and Applications*, P. Bernhard and T. Basar (Eds), Springer-Verlag, 145-156, 1989.
20. A. Haurie, Y. Smeers, G. Zaccour, "Stochastic Equilibrium Programming for Dynamic Oligopolistic Markets", in *Algorithms and Model Formulations in Mathematical Programming*, S.W. Wallace ed., 158-160, 1989.

A6. Conference Proceedings

1. M. Breton, K. Fredj, G. Zaccour, "Characteristic Functions, Coalitions Stability and Free-riding in a Game of Pollution Control", *Proceedings of the Tenth International Symposium on Dynamic Games and Applications*, Vol. I, 129-138, July 2002.
2. S. Jørgensen, S. Taboubi, and G. Zaccour, "Cooperative Advertising under Decreasing Marginal Effects of Promotions on Goodwill", *Proceedings of the 9th International Symposium on Dynamic Games and Applications*, Adelaide, Australia, 2000, 302-304
3. S. Jørgensen and G. Zaccour, "Advertising Allowances and Pass-Through in a Randomly Terminating Channel Relationship", *Proceedings of the 9th International Symposium on Dynamic Games and Applications*, Adelaide, Australia, 2000, 305-308.
4. M. Breton, A. Yezza, G. Zaccour, "Feedback Stackelberg Equilibria in a Dynamic Game of Advertising Competition: A Numerical Analysis" *Proceedings of the 7th International Symposium on Dynamic Games and Applications*, 1, 47-58, Japan, December 1996.
5. S. Jørgensen, G. Zaccour, "Dynamic Pricing and Advertising Strategies and Sustainable Channel Cooperation", *Proceedings of the 7th International Symposium on Dynamic Games and Applications*, vol. 1, 389-405, Japan, December 1996.
6. J. Krawczyk, G. Zaccour, "Pollution Management through Levies and Subsidies", *Proceedings of the Symposium on Modelling and Control of National and Regional Economies*, Gold Coast, Australia, 2-5 July, 1995.

7. S. Flåm, G. Zaccour, "Stochastic Games; Event-Adapted Equilibria and their computation", *Proceedings of the Fifth International Symposium on Dynamic Games and Applications*, Grimentz, July 15-17, 1992.
8. F. Amesse, G. Zaccour, "Une analyse discriminante des gestionnaires de firmes exportatrices et non exportatrices", *Proceedings of the Administrative Science Association of Canada Conference*, Vol. 10, June 1989.
9. A. Haurie, G. Zaccour, J. Legrand, Y. Smeers, "Un modèle de Nash Cournot Stochastique et dynamique pour le marché européen du gaz", dans les *Actes du colloque Modélisation et analyse des marchés du gaz naturel*, HEC, Montréal, 1988.
10. F. Amesse, G. Zaccour, "Size as a Determinant of Export Sales: Effect Studied in Thirty-Two Industrial Sectors", *Proceedings of the Administrative Sciences Association of Canada Conference*, Toronto, vol. 8, 1-3 June 1987.
11. A. Haurie, G. Zaccour, "A Differential Game Model of Power Exchange between Interconnected Utilities", *Proceedings of the 25th Conference on Decision and Control*, Athens, Greece, 262-266, 1986.

B. EDITORIAL ACTIVITIES

Associate Editor of *Computational Management Science*.

Associate Editor of *Journal of Business Research*.

Associate Editor of *International Game Theory Review*.

Associate Editor of *Environmental Modeling and Assessment*.

Associate Editor of *Journal of Operations & Logistics*.

Associate Editor of *INFOR*.

Associate Editor of *Annals of the International Society of Dynamic Games*, Vol. 1, 1994 and Vol. 7, 2004.

Guest Editor for the special issue "Game Theory: Numerical Methods and Applications" of *Computers & Operations Research*, Vol. 33, 2, February 2006.

Guest Editor for the special issue "Environmental Economics" of *Environmental Modeling and Assessment*, Vol. 11, 2, April 2006.

Guest Editor for the special issue "Differential Games" of *International Game Theory Review*, Vol. 8, 2, June 2006.

Guest Editor for the special issue "Dynamic Games in Management Science" of *Computational Management Science*, Vol. 4, 2, 2007.

Guest Editor for the special issue "Environmental Applications" of *Computational Management Science*, Vol. 10, 4, 2013.

Guest Editor for the special issue “Special issue on computational techniques and applications” of *Computational Management Science*, to appear in 2014.

C. STUDENT SUPERVISION

See Appendix 1

D. PRESENTATIONS AT CONFERENCES

See Appendix 2

E. SCIENTIFIC SOCIETIES AND RESEARCH GROUPS

International Society of Dynamic Games (President of the Society, 2002 - 2006, Vice president 2000 – 2002, member of executive committee since 1994)

Canadian Operational Research Society.

INFORMS (Institute for Operations Research and the Management Sciences)

International Association of Energy Economists

Groupe d'études et de recherche en analyse des décisions, GERAD, Montréal.

F. RESEARCH GRANTS

F1. Individual research grants

Dynamic Games and Applications, National Science and Engineering Research Council (NSERC), 2011-2016, \$ 270,000.

Applications of Dynamic Games, National Science and Engineering Research Council (NSERC), 2006-2011, \$ 150,000.

Dynamic Games in Environment and Energy, National Science and Engineering Research Council (NSERC), 2001-2006, \$ 120,000.

Optimal Control and Differential Game, 4,500 \$, 2002, aide à l'édition, HEC Montréal.

Decision and Control in Management Science, 4 500 \$, 2002, aide à l'édition, HEC Montréal.

Deregulation of Electricity Markets, 4,500 \$, 1997-1998, HEC Montréal.

Publicité coopérative, 4 500 \$, 1997-1998, (SSHRC).

Dynamic Games in Environment and Energy, National Science and Engineering Research Council (NSERC), 1997-2000, \$ 76 000.

Dynamic Game Theory: Management of Environment and Diffusion of New Technologies, NSERC, 1994-1997, \$ 30 000.

Applications of Dynamic Game Theory, National Science and Engineering Research Council (NSERC), 1994-1995, \$ 9 000.

Environmental Management, CETAI, HEC Montréal, 1993-994, \$ 4 500.

Game Theory and New Product Diffusion, Fonds Concertés d'Aide à la Recherche (FCAR), 1990-1993, \$ 42 000.

Learning in Duopolies, CETAI, HEC Montréal, 1991-1992, \$ 10 000.

Confection of software PIPELINE, CETAI, HEC Montréal, 1990-1991, \$ 13 500.

Computation of Equilibria, National Science and Engineering Research Council (NSERC), 1988-1991, \$ 40 500.

Game Theory and Energy Markets, National Science and Engineering Research Council (NSERC), 1991-1994, \$ 48 000.

Natural Gas Markets, Direction de la recherche, HEC Montréal, 1988-1989, \$ 5 000.

Differential Games and New Product Diffusion, National Science and Engineering Research Council (NSERC), 1989-1990, \$ 7 500.

Exports by Small and Medium Size Businesses, CETAI, HEC Montréal, 1988-1991, \$ 25 000.

F2. Team research grants (Selective list)

M. Breton and G. Zaccour, Viable Exploitation of Renewable Resources, Social Sciences and Humanities Research Council (SSHRC), 2013-2018, \$ 375,000.

G. Zaccour, T. Genc, Investment Dynamics, Social Sciences and Humanities Research Council, 2010-2012, \$ 60,000.

G. Zaccour, M. Breton, Long-term environmental agreements, SSHRC, 116,000\$, 2008-2011

M. Breton, H. Benchenkroun, D. Vencatachellum, G. Zaccour, Durable agreements and strategic alliances: applications in environment and R&D, FQRSC, 348 500 \$, 2004-2008.

Zaccour, G., director and GERAD's members, 2 400 000 \$, 2003-2008, FQRNT, Regroupements stratégiques.

Hansen, P., director and GERAD's members, Research Center Grant, 360 000 \$, 06/1999 - 05/2003, FCAR.

Vinet, L., director of CRM, and members of NCM2 research centers (CRM, GERAD, CRT, CIRANO and CERCA), Research Network Program, NSERC, 3 000 000 \$, 04/1997 - 04/2002.

Hansen, P., director and GERAD's members, Research Center Grant, 556 375 \$, 06/1997 - 05/2001, HEC Montréal.

Zaccour, G., Savard, G., Desaulniers, G., Gamache, M., Conférence Les Journées de l'Optimisation 1997, 9 460 \$, 01/1997-01/1998, Ministère de l'industrie et du commerce.

M. Breton, G. Zaccour, CETAI, Dynamic Advertising Models, 1994-1995, \$ 5 000.

M. Breton, E.K. Boukas, A. Haurie, R. Loulou, J.-L. Goffin, E. Wagneur, G. Zaccour, FCAR, Optimization and Command of Large Systems, 1989-1992, \$ 195 000.

A. Haurie, R. Loulou, G. Savard, G. Zaccour, FCAR, Modeling of Strategic Choices in Quebec Electric Sector, 1989-1992, \$ 250 000.

M. Breton, E.K. Boukas, A. Haurie, R. Loulou, J.-L. Goffin, E. Wagneur, G. Zaccour, FCAR, Optimization and Command of Large Systems, 1992-1995, \$ 189 000.

M. Breton, G. Zaccour, NSERC, International Coal Markets, 1989-1990, \$ 7 500.

M. Breton, G. Zaccour, HEC, Edition, 1991, \$ 5 000.

A. Poirier, G. Zaccour, HEC, Edition, 1991, \$ 5 000.

A. Lapointe, G. Zaccour, HEC, Edition, 1992, \$ 5 000.

M. Breton, G. Zaccour, HEC, Edition, 1993, \$ 1 500.

A. Haurie, Y. Smeers, G. Zaccour, CETAI, Optimal Portfolio of Natural Gas Contracts, 1990-1992, \$ 49 500.

R. Bilongo, M. Breton, T. Fansi, G. Zaccour, CETAI, Physical Distribution, 1990-1993, \$ 35 000.

M. Breton, G. Zaccour, SNH, Cameroon, International Workshop on Petroleum Industry, Douala, 1993, \$ 12 000.

G. OTHER RESEARCH ACTIVITIES

G.1. Refereeing

Ad-hoc reviewer for the following academic journals: *Management Science*, *Journal of Economic Theory*, *Journal of Marketing*, *Marketing Science*, *Computers & Operations Research*, *Journal of Optimization Theory and Applications*, *Journal of Economic Dynamics and Control*, *Annals of the International Society of Dynamic Games*, *INFOR*, *Automatica*, *L'Actualité Économique*, *Optimal Control Applications and Methods*, *The Energy Journal*, *International Game Theory Review*, *Environmental Modelling and Assessment*, *Annals of Operations Research*, *RAIRO*, *Canadian Journal of Administrative Sciences*, *International Journal of Arts Management*, *JIMO*, *International Journal of Production Economics*, *Omega*.

Referee for Research Councils (NSERC, FCAR, etc.).

H.1. Organization of Conferences

- Organizer, 5th Workshop on Game Theory in Energy, Resources and Environment, HEC Montréal, Montréal, Québec, Canada, May 26-27, 2014
- Co-organizer, Workshop on Biodiversity and Environment: Viability and Dynamic Games Perspectives, Centre de recherches mathématiques, Montréal, Québec, Canada, November 4-8, 2013
- Main Organizer & Member of the Steering Committee, 10th International Conference on Computational Management Science, HEC Montréal, Montréal, Québec, Canada, May 1-3, 2013
- Organizer, 4th Workshop on Dynamic Games in Management Science, University of Padua, Padua, Italy, December 6-7, 2012
- Co-organizer, 4th Workshop on Game Theory in Energy, Resources and Environment, HEC Montréal, Montréal, Québec, Canada, November 29-30, 2012
- Organizer & Member of the Program Committee, 15th International Symposium on Dynamic Games and Applications, Chateau Liblice, Byšice, Czech Republic, July 19-22, 2012
- Organizer, GERAD Spring School on Cooperative Games in Operations Research, HEC Montréal, Montréal, Québec, Canada, May 9-12, 2012
- Organizer, 3rd Workshop on Dynamic Games in Management Science, HEC Montréal, Montréal, Québec, Canada, November 25-26, 2011
- Member of the Scientific Committee, 8th Game Theory Practice Meeting, Riverside, California, USA, July 11-12, 2011
- Organizer, GERAD Spring School 2011 on Evolutionary Games, HEC Montréal, Montréal, Québec, Canada, May 4-7, 2011
- Co-organizer, Optimization Days, HEC Montréal, Montréal, Québec, Canada, May 2-4, 2011
- Member of the International Program Committee, 4th International Conference on Game Theory and Management, St Petersburg, Russia, June 28-30, 2010

- Co-organizer, 2nd Workshop on Dynamic Games in Economics, The Rimini Centre for Economic Analysis, Rimini, Italy, December 13-14, 2010
- Co-organizer & Member of the Scientific Committee, CRM-GERAD-MITACS Workshop on Analysis and Sustainable Development, Centre de recherches mathématiques, Montréal, Canada, September 27-28, 2010
- Co-organizer & Member of the Program and Scientific Committee, 14th International Symposium on Dynamic Games and Applications, The Banff Centre, Banff, Alberta, Canada, June 19-24, 2010
- Co-organizer, 2nd Workshop on Dynamic Games in Management Science, Universidad de Valladolid, Valladolid, Spain, June 28-30, 2010
- Organizer, Workshop on Game Theory in Marketing Channels, HEC Montréal, Montréal, Québec, Canada, November 6-7, 2009
- Co-organizer, 3rd Workshop on Game Theory in Energy, Resources and Environment, HEC Montréal, Montréal, Québec, Canada, December 10-11, 2009
- Co-organizer, 3rd Workshop on Game Theory in Marketing, HEC Montréal, Montréal, Québec, Canada, May 14-15, 2009
- Co-organizer, Optimization Days, HEC Montréal, Montréal, Québec, Canada, May 4-6, 2009
- Co-organizer, Workshop on Dynamic Games in Economics, The Rimini Centre for Economic Analysis, Rimini, Italy, December 4-5, 2008
- Co-organizer, 2nd Workshop on Game Theory in Energy, Resources and Environment, HEC Montréal, Montréal, Québec, Canada, November 20-21, 2008
- Member of the Program Committee, 13th International Symposium on Dynamic Games and Applications, Wroclaw University of Technology, Wroclaw, Poland, June 30-July 3, 2008
- Co-organizer & Member of the Scientific Committee, Workshop on Dynamic Games in Management Science, HEC Montréal, Montréal, Québec, Canada, May 2-3, 2008
- Co-organizer, Workshop on Game Theory in Energy, Resources and Environment, HEC Montréal, Montréal, Québec, Canada, October 25-26, 2007
- Co-organizer, 6th International Workshop of the International Society on Dynamic Games, Rabat, Morocco, September 5-8, 2007
- Co-organizer, 2nd Workshop on Game theory in Marketing, HEC Montréal, Montréal, Québec, Canada, June 4-6, 2007
- Co-organizer, 7th Meeting on Game Theory and Practice Dedicated to Energy, Environment and Natural Resources, HEC Montréal, Montréal, Québec, Canada, May 28-30, 2007
- Co-organizer, 9th Workshop on Optimal Control, Dynamic Games and Nonlinear Dynamics, Montréal, Québec, Canada, May 7-9, 2007
- Co-organizer, Spring School on Viability: Models, Algorithms and Applications in Finance and Environmental-Economics, HEC Montréal, Montréal, Québec, Canada, April 16-20, 2007

- Co-organizer, Workshop on Energy & Environmental Modeling, Montréal, Québec, Canada, February 1, 2007
- Co-organizer, Thematic Workshop: Modèles d'aide à la décision en marketing, Montréal, Québec, Canada, January 25, 2007
- Member of the Scientific and Program Committee, 12th International Symposium on Dynamic Games and Applications, Sophia-Antipolis, France, July 3-6, 2006
- Co-organizer, Seminar in honor of Fernand Amesse, HEC Montréal, Montréal, Québec, Canada, September 30-October 1, 2005
- Co-organizer, 5th International Workshop of the International Society on Dynamic Games, Segovia, Spain, September 21-24, 2005
- Co-organizer, Workshop on Game theory in Marketing, HEC Montréal, Montréal, Québec, Canada, June 3-4, 2005
- Co-organizer, International Colloquium for the 25th anniversary of GERAD, HEC Montréal, Montréal, Québec, Canada, May 12-13, 2005
- Co-organizer, Optimization Days, HEC Montréal, Montréal, Québec, Canada, May 9-11, 2005
- Member of the Scientific and Program Committee, 11th International Symposium on Dynamic Games and Applications, Tucson, Arizona, USA, December 18-21, 2004
- Co-organizer, rcm² Workshop – Environment: Risk and Modeling, Montréal, May 6-7, 2004
- Organizer, GERAD Summer School on Differential Games and Applications, HEC Montréal, Montréal, Québec, Canada, June 14-18, 2004
- Main Organizer, Optimal Control and Dynamic Games Workshop: In honor of Professor Steffen Jørgensen, Tunisia, September 27-28, 2002
- Member of the Scientific Committee, 9th International Symposium on Dynamic Games and Applications, Adelaide, Australia, December 18-21, 2000
- Co-organizer, Workshop on Decision and Control in Management Science: In honor of Professor Alain Haurie, Montréal, Québec, Canada, October 2000
- Co-organizer, Optimization Days, Montreal, 1998
- Co-organizer, Deregulation of Electric Utilities, HEC, September, 1997
- Seventh International Symposium on Dynamic Games and Applications, Japan, 1996
- Co-organizer, International Workshop on Dynamic competitive analysis in marketing, Montréal, 1995
- Member of the Scientific and Program Committee, Sixth International Symposium on Dynamic Games and Applications, St-Jovite, QC, 1994
- Member of the Scientific and Program Committee, Fifth International Symposium on Dynamic Games and Applications, Switzerland, 1992
- Co-organizer, Ajustements structurels et gestion du secteur énergétique en Afrique, Cameroon, 1992

- Co-organizer, Operations research in the petroleum industry, HEC, Montréal, 1991

TEACHING ACTIVITIES

A. COURSES

A.1. Ph.D.

Applications of game theory (HEC)
Dynamic optimization (HEC, jointly with Michèle Breton)
Topics in Pricing Models (HEC)

A.2. M.Sc.

Seminar on demand analysis (HEC)
Quantitative models in marketing (HEC)
Multivariate data analysis (HEC)

A.3. MBA

Marketing research (University of Santiago, Chile and ITAM, Mexico)
Management of Transportation Systems (HEC)
Marketing Energy Products (HEC)
Quantitative models in marketing (ITAM, Mexico)
Multivariate data analysis (ITAM, Mexico)

A.4. BAA and other undergraduate programs

Marketing (HEC)
Marketing Research (HEC)
Pricing strategies (ESSEC, Douala, Cameroon)
Distribution strategies (ESSEC, Douala, Cameroon)

A.5. Executive Program in Energy Management (Joint program HEC/ITAM)

Marketing Energy Products (ITAM, Mexico)

B. COURSES IN INDUSTRY

Marketing Energy Products, Beijing, China May 2002.

Multivariate Data Analysis in Marketing, Descarie & Complices, Montréal, 1997.

Marketing of Professional Services, Federal Commission of Electricity, Mexico City and Piedras Negras, July, 1997.

Risk Analysis in Exploration and Production and Pipeline Projects, China Alberta Petroleum Centre, Beijing, China, June 26-29, 1995.

Exploration, Production and Pipeline Transportation, China Petroleum Planning and Engineering Institute, Beijing, China, July 3-6, 1995.

Seminario petroleo y energia estrategia y optimizacion: un paso hacia el futuro, joint seminar CETAI-GERAD-Universidad de Los Andes, April 22-25, 1991, Bogotá.

C. TEACHING MATERIAL

C1. Case studies

M. Ouédraogo, G. Zaccour, Petroleum Product Supply Optimization in Burkina Faso, 1995.

G. Zaccour, "Problèmes en transport des hydrocarbures", 1993.

D. Raynaud, G. Zaccour, "Introduction au transport des hydrocarbures par chemin de fer", GEP-DP-90-17, CETAI, 1990.

D. Raynaud, G. Zaccour, "Les wagons citernes de Noricor", GEP-DP-90-16, CETAI, 1990.

R. Raynaud, G. Zaccour, "La compagnie PETROLEX", CETAI, 1990.

M. Breton, G. Zaccour, "Distribution physique des produits pétroliers en République de Guinée", GEP-DP-89-08, CETAI, 1989.

M. Bilodeau, G. Zaccour, "Cas sur l'assistance cinématographique", 1987. (11 pages)

C2. Teaching documents

G.Zaccour, "Quelques notes sur les jeux de négociation", 1995.

G. Zaccour, "L'analyse conjointe: un outil d'évaluation des préférences des consommateurs", juillet 1994.

R. Bilongo, M. Breton, T. Fansi, G. Zaccour, "La gestion des stocks", CAM-90-12, 1990.

S. Nacet, G. Zaccour, "Économie du transport maritime des hydrocarbures", GEP-DP-89-07, CETAI, 1989.

M. Breton, G. Zaccour, "Distribution physique des produits pétroliers : Gestion des stocks, techniques de prévision et modèles de transport", GEP-DP-89-05, CETAI, 1989.

C.3 Teaching software

G. Zaccour, B. Haurie, Y. Valay, "PIPELINE : un logiciel d'évaluation des projets d'investissements dans des pipelines".

G. Zaccour, B. Haurie, Y. Valay, "Mode d'utilisation de PIPELINE: Logiciel d'évaluation de projets d'investissement dans des pipelines", GEP-DP-90-15, CETAI, 1990.

Appendix 1: Students Supervision

Postdoctoral students

- Puduru Vishwa Reddy, since January 2012.
- Claire Bernard, October 2013 – October 2014
- Fabien Ngendakuriyo, December 2011 – June 2013.
- Vincent Martinet, April 2010 – September 2010.
- Pietro De Giovanni, April – September 2010.
- Pascaux Fanokoa Smala, September 2008 – May 2010.
- Fuzhan Nasiri, September 2007 – June 2009.
- Sophie Legras, January – November 2008.
- Denis Claude, November 2006 – May 2008.
- Nawel Amrouche, March – May 2007.

Trainees

- Amel Feriani (February - June 2014)
- Anouar Zarroug (February - June 2014)
- Melek Ben Othman (February - June 2014)
- Sana Khelifi (February - June 2014)
- Ali Ayedi (February - June 2013)
- Med Béchir Radhi Ben Hassine (February - June 2013)
- Ould Moctar N'Diaye Ely (February - June 2013)
- Wiem Ben Dhia (February - June 2012)

Ph.D. Thesis finished

Mouna Sebri, Ph.D. Administration, HEC Montréal. Store brand's performance: A cross-country and a cross-category analysis, janvier 2015.

Lê Nguyen Hoang, Ph.D. Applied Maths, Polytechnique Montréal. Conception bayésienne de mécanismes et quantification de l'équité appliquées à la construction d'horaires personnalisés, December 2014 (co-supervisor F. Soumis)

Tarek Ben Rhouma, Ph.D. Administration, HEC. Three Essays in Quantitative Marketing Models, 2013.

Nahid Masoudi, Ph.D. Administration, HEC. Thesis: Essays on Economics of Pollution Control, 2013.

Terry Eyland, Ph.D. Administration, HEC, Thesis: Strategic Effects of Border-Tax Adjustments: A Game Theory Perspective, 2013

Pablo Andrés Domenech, Ph.D. Administration, HEC. Thesis: Viability and environment, February, 2012.

Mouna Ben Brahim, Doctorat en gestion, ISG, Tunis. Thesis: Cooperative and noncooperative R&D, 2011.

Hasina Rasata, Ph.D. Administration, HEC. Thesis: Investment in production capacity in deregulated electricity markets: A game theory approach, 2010.

Sokri, Ph.D. Administration, HEC. Thesis: Évaluation des stratégies de dépollution: Une approche par la programmation dynamique, October 2007.

Olivier Rubel, Ph.D. Administration, HEC. Thesis: Essays on Dual Marketing Channels and Online Direct Marketing Communications, October 2007.

Nawel Amrouche, Ph.D. Administration, HEC. Thesis: Strategic interactions in marketing channel: shelf-space allocation, pricing and advertising decisions, March 2007.

Karima Fredj, Ph.D. Administration, HEC. Thesis: Application of game theory to global environmental problems, 2004. (Co-director M. Breton). (Awarded best thesis at HEC 2004-2005).

Salma Karray, Ph.D., HEC. Thesis: Applications of Game Theory to Competitive Distribution Channels, 2005.

Ramla Jarrar, Ph.D. Administration, HEC. Thesis: Applications of game theory to competitive duopolistic markets, 2004.

Mehdi Zahaf, Ph.D. Administration, HEC. Thesis: Joint Implementation of Environmental Projects: A Game Theoretic Approach. (Co-director M. Breton), 2004.

Sihem Taboubi, Ph.D. Administration, HEC. Thesis: Dynamic Games in Marketing Channels, 2002.

Raphaël Nguimbus, Ph.D. Administration, HEC. Thesis: Commerce de détail de l'essence automobile: Modélisation de l'impact à court terme des facteurs endogènes et exogènes sur les ventes d'essence dans les stations-service à Montréal (Co-director R. Gagné), 2000.

Pierre-Olivier Pineau, Ph.D. Administration, HEC. Thesis: Electricity Market Reforms: Institutional Developments, Investment Dynamics and Game Modeling. (Co-director M. Breton), 2000. (Awarded best thesis at HEC 2000-2001 and *Prix de l'IREQ*)

Simon-Pierre Sigure, Ph.D. Administration, HEC. Thesis: Essays on the Modeling of Marketing Channel Coordination: A Game Theory Approach, 1999. (Awarded best thesis at HEC 1999-2000).

Ph.D. Thesis in progress

Aichouche Oubraham, Ph.D. Administration, HEC. Project: Game theory and environment.

Elnaz Kanani, Ph.D. Administration, HEC. Project: Games played on event trees.

Gert Jansens, Ph.D. Administration, HEC. Project: Subsidy programs

Richard Kidwingira, Ph.D. Administration, HEC. Project: Game theory and water conflicts

Ilyass Dahmouni, Ph.D. Administration, HEC. Project: Dynamic games in fisheries

Sébastien Debia, Ph.D. Administration, HEC. Project: Electricity markets (co-supervisor: P.O. Pineau)

Michael Grothe, Ph.D. economics, Bielefeld University, Germany: Essays in differential games (co-supervisor : Herbert Dawid)

M.Sc. Thesis finished

Béatrice Ciuca, M.Sc., marketing, HEC, « L'importance accordée au prix du produit en relation avec ses attributs écologiques : une analyse conjointe de préférences», juillet 2007. (co-directrice : Sihem Taboubi).

Mouna Sebri, «Estimation de parts de marché», M.Sc., intelligence d'affaires, HEC Montréal, septembre 2006.

Abir Triki, «Modèles de promotion des ventes», M.Sc. marketing, HEC Montréal, septembre 2006.

Tarek Ben-Rhouma, «Estimation des parts de marché dans le secteur des télécommunications», M.Sc., intelligence d'affaires, HEC Montréal, septembre 2006.

Adel Bennani, «L'influence de l'espace rayon alloué sur les attitudes du consommateur», M.Sc., marketing, HEC, mai 2004. (co-directrice : Sihem Taboubi).

Jean-Pierre Lévesque Gauvin, «Impact des prix promotionnels sur les ventes: cas des abonnements à un service Internet», M.Sc., marketing, HEC, mai 2004.

Jennifer Hamel, «Caractérisation des profils des détenteurs et des non détenteurs des cartes de fidélisation de stations-services: une étude exploratoire», M.Sc., marketing, HEC, janvier 2004.

Alex Couture, «Les facteurs déterminants de la mise en marché de l'énergie éolienne au Québec», M.Sc., marketing, HEC, juillet 2003.

Wajih Ghazouani, «Les effets statiques et dynamiques des promotions des ventes», M.Sc. marketing, HEC, septembre 2003.

Nawel Amrouche, «Les ventes aux enchères sur Internet. Cas particulier :Ebay.com.», M.Sc. marketing, HEC, août 2002.

Anick Leclerc, «Transport maritime des hydrocarbures», M.Sc., économie appliquée, HEC, Janvier 2002.

Sandra Oliveira, «Une analyse des méthodes de sélection des marchés internationaux», M.Sc., marketing, HEC, novembre 2001.

Fanny Letendre, «Identification de la cannibalisation appliquée aux produits de type yogourt», M.Sc., marketing, HEC, février 2000, co-dirigée avec R. Latour.

Vincent Purene, «Segmentation de la clientèle d'une entreprise canadienne de télécommunications basée sur la satisfaction et la fidélité», M.Sc., marketing, HEC, avril 1999.

Brigitte Corriveau, «Modélisation de la stratégie optimale à adopter par deux concurrents en période de guerre de prix», marketing, HEC, janvier 1999.

Mohamed M'Hirit, «Diffusion de nouvelles technologies en présence de subside de prix», M.Sc., marketing, HEC, mai 1998.

Nagi Haddad, «Optimisation dynamique en concurrence publicitaire», M.Sc., modélisation, HEC, février 1998, co-dirigé avec M. Breton.

Jean-François Pelletier, «La déréglementation de l'électricité : Un défi à relever», M.Sc., gestion internationale, HEC, janvier 1998.

Benjamin Nicollet, «Faire ou ne pas faire : Exploration des modalités de l'impartition à l'aide de la théorie des jeux», M.Sc., économie appliquée, HEC, octobre 1998, co-dirigé avec D. Vencatachellum.

Mélanie Kfoury, «Les modèles économétriques de parts de marché : Une étude empirique», M.Sc., marketing, août 1997, co-dirigée avec D. Vencatachellum.

Sihem Taboubi, «Stratégies de commercialisation des produits vendus en lots : Bundling», M.Sc., marketing, HEC, février 1997, co-dirigée par D. Vencatachellum.

Leila El Hakimi, «L'effet du pays d'origine sur l'évaluation des produits par les consommateurs marocains: une analyse conjointe», M.Sc., marketing, HEC, février 1997.

Selma Filali, «Intégration des caractéristiques du système social dans la modélisation de la diffusion internationale des innovations», M.Sc., marketing, HEC, juillet 1996, co-dirigée avec D. Vencatachellum.

François Lafortune, «Analyse de la diffusion internationale des innovations : Comparaison de la diffusion de produits durables», M.Sc., gestion internationale, HEC, novembre 1996.

Luc Rocheleau, «La problématique de l'effet de serre : Méthodologie de couplage entre un modèle technico-énergétique et un modèle de croissance macro-économique destinée à estimer les coûts de réduction des émissions de CO₂», novembre 1995, co-dirigé avec R. Loulou.

Samir Goulamaly, «Essai sur la globalisation des marchés et la standardisation des produits de haute technologie», M.Sc., marketing, HEC, octobre 1995.

Simon-Pierre Sigure, «Le droit d'entrée et le taux de redevance dans les franchises d'exploitation au Québec», M.Sc., marketing, HEC, juin 1995, co-dirigé par R. Gagné.

Najoua Kooli, «Évaluation de l'efficacité dans les actions promotionnelles dans le cadre de gestion de catégories», M.Sc., marketing, HEC, février 1995.

Claude Lavoie, «Application du modèle de Bass à la diffusion des nouveaux produits durables dans le contexte canadien», M.Sc., marketing, HEC, septembre 1991.

Rita Baker, «Les déterminants de l'exportation des PME québécoises : étude des secteurs du bois et de la chimie», M.Sc., gestion internationale, août 1991.

Jean-Michel Malfato, «L'analyse au moyen de ratios», M.Sc., marketing, HEC, août 1991, co-dirigé par C. Choquette.

Yann Valay, «Application de la théorie des jeux différentiels à la diffusion de nouveaux produits», M.Sc., marketing, HEC, juin 1991.

Renée Dubé, «Recherche sur les variables discriminant les succès et les échecs d'un groupe de nouveaux produits», M.Sc., marketing, HEC, février 1990.

Amel Saffar, «Profils des entreprises à l'exportation : cas de la Tunisie», M.Sc., marketing, HEC, janvier 1990.

Linda Lord, «Le choix des marchés à l'extérieur des frontières du Québec des entreprises québécoises», M.Sc., marketing, août 1987.

DESS en gestion des entreprises du secteur de l'énergie

Madi Ouedraogo, «Analyse de la demande d'hydrocarbures du Burkina Faso et optimisation de l'approvisionnement», travail dirigé de DESGEP, 50 pages, juin 1995.

Taieb Toumi, «Évaluation d'un projet de pipeline en Tunisie», travail dirigé de DESGEP, 45 pages, juin 1994.

Amr el Sallaly, «Optimisation du transport à Esso Égypte», travail dirigé de DESGEP, 47 pages, juin 1992.

Armel Kimia Moukoko, «Transport et distribution des produits pétroliers au Congo», travail dirigé de DESGEP, 40 pages, juin 1990.

Émile Guei, «Diagnostic et perspectives d'optimisation du transport et de la distribution des produits pétroliers en Côte d'Ivoire», travail dirigé, Diplôme d'Études Supérieures en Gestion d'Entreprises Pétrolières (DESGEP), 100 pages, mai 1990.

Charles Allogho, «Construction d'un pipeline au sud du Gabon», travail dirigé de DESGEP, 45 pages, mai 1990.

Brigitte Jobet, «Analyse d'un projet de construction d'un pipeline au Gabon», travail dirigé de DESGEP, juin 1989.

Appendix 2: Presentations at Scientific Conferences (selective list)

139. "Feedback Nash Equilibria in Linear-Quadratic Difference Games with Constraints", Computational Management Science Conference, Lisbon, May 29-31, 2014.
138. "Node-Consistent Solutions in Cooperative Dynamic Games Played on Event Trees", Dynamics Games and Optimisation, Warwick University, UK, 29 April-2 May 2014
137. "International Environmental Agreements as Dynamic Games Played over Event Trees, New Developments in the Theory of International Environmental Agreements, Zew, Mannheim, Germany, March 27-28, 2014
136. "Dynamic Games Played over Event Trees", **Invited Speaker**, Workshop on Dynamic Mathematical Models in Economics and Finance, Deakin University, Melbourne, December 11, 2013.
135. "Strategic price subsidies for new technologies", **Invited Speaker**, Workshop on Dynamic Mathematical Models in Economics and Finance, Deakin University, Melbourne, December 11, 2013.
134. "Dynamic Games Played over Event Trees", **Invited Speaker**, Economic Theory Conference, Paris School of Economics, December 16-17, 2013.
133. "Quantity-Quality Management of a Groundwater Resource by a Water Agency", 8th International ISDG Workshop, Barcelona, Spain, July 5-6, 2013
132. "S-adapted Equilibria in Games Played Over Event Trees with Coupled Constraint", 8th International ISDG Workshop, Barcelona, Spain, July 5-6, 2013
131. "An Empirical Differential Game for Sustainable Forest Management", **Invited Speaker**, Paris Environmental and Energy Economics Seminar, Université Paris-Descartes, Paris, France, March 28, 2013
130. "Differential games and environmental applications", **Invited Speaker**, Workshop Game theory, coordination, strategic interactions and trade, Institut Henri Poincaré, Paris, France, March 11-15, 2013
129. "International Environmental Agreements: Game Theoretic Approaches" , **Plenary Speaker**, 6th International Workshop on Technology and Standards: Applications of Game Theory, Tokyo, Japan, 14-15 February, 2013
128. "Some Notes on R&D, Licensing and Piracy", **Plenary Speaker**, 6th International Workshop on Technology and Standards: Applications of Game Theory, Tokyo, Japan, 14-15 February, 2013

127. "An Empirical Differential Game for Sustainable Forest Management", **Invited Speaker**, Workshop Mathematics of Ecological Economics, Paris, France, February 11-13, 2013
126. "Time-Consistent Shapley Value for Games Played over Event Trees", 4th Workshop on Dynamic Games in Management Science, Padua, Italy, December 6-7, 2012
125. "Quantity-Quality Management of a Groundwater Resource by a Water Agency", 15th International Symposium on Dynamic Games and Applications, Byšice, Czech Republic, July 18-22, 2012
124. "On the Conditions for the Stability of Cooperative Agreement in Linear Quadratic Differential Games", 6th International Conference Game Theory and Management, St Petersburg, Russia, June 27-29, 2012
123. "Strategic Pricing of Complementary Products in a Marketing Channel", 6th International Conference Game Theory and Management, St Petersburg, Russia, June 27-29, 2012
122. "Stability of Cooperative Solutions in Linear-Quadratic Differential Games", 12th Viennese Workshop on Optimal Control Dynamics Games and Nonlinear Dynamics, Vienna, Austria, May 30-June 2, 2012
121. "Strategic Price Subsidies for New Technologies", 12th Viennese Workshop on Optimal Control Dynamics Games and Nonlinear Dynamics, Vienna, Austria, May 30-June 2, 2012
120. "Games Played on Event Trees", **Invited Speaker**, Bielefeld University, Bielefeld, Germany, May 22, 2012
119. "Sustainability of Cooperation over Time", GERAD Spring School on Cooperative Games in Operations Research, HEC Montréal, Montréal, Canada, May 9-12, 2012
118. "The Return Function: A New Tool for Mechanism Designers", Optimization Days, HEC Montréal, Montréal, Canada, May 7-9, 2012
117. "Time-consistent Shapley value for games played over event trees", 1st Caribbean Game Theory Conference, Curaçao, January 23-25, 2012
116. "S-Adapted Equilibria and their Applications, Mathematical Aspects of Game Theory and Applications", **Invited Speaker**, International Conference Toulouse, France, September 12-16, 2011
115. "Regulation of Brown and Green Firms: The Case of Irrational Changes in Lifestyles", 8th International ISDG Workshop, Padua, Italy, July 21-23, 2011
114. "Games Played on Event Trees", 8th International ISDG Workshop, Padua, Italy, July 21-23, 2011
113. "Sustainable forest management", **Invited Speaker**, Sustainable growth, technological progress and the environment, Louvain-la-Neuve, Belgium, May 19-20, 2011

112. "An Empirical Investigation of Open-Loop and Closed-Loop Equilibrium Investment Strategies in an Electricity Oligopoly Market", 2nd Workshop on Dynamic Games in Economics Rimini Center for Economic Analysis, Rimini, Italy, December 13-14, 2010
111. "Impact of Some Parameters on Investments in Oligopolistic Electricity Markets", Computational Management Science 2010, Vienna, Austria, July 27-29, 2010
110. "Dynamic Games in the Economics and Management of Pollution, 11th Workshop on Optimal Control", **Plenary Speaker**, Systems Dynamics and Dynamic Games, Amsterdam, May 2010
109. "On the Effects of Myopia in Marketing Channels under the Dual Role of Prices", 7th International ISDG Workshop, Djerba, Tunisia, July 1-3, 2009
108. "Public Disclosure Programs vs. Traditional Approaches for Environmental Regulation: Green Goodwill and the Policies of the Firm", 2nd Workshop on Dynamic Games in Management Science, Valladolid, Spain, June 29-30, 2009
107. "The Dilemma of Pull and Push Price Promotions", 2009 INFORMS Marketing Science Conference, Ann Arbor, USA, June 4-6, 2009
106. "A Differential Environmental Game with Coupling Constraints", Workshop on Dynamic Games in Economics, Rimini, Italy, December 4-5, 2008
105. "Time Consistency in Differential Games", **Invited Speaker**, 10th Workshop on Optimal Control, Systems Dynamics and Dynamic Games, Vienna, Austria, October 2008
104. "Time Consistency in Differential Games", **Plenary Speaker**, XIV Latin-Ibero American Congress on Operations Research, Cartagena, Colombia, September 2008
103. "Advertising Strategies in a Fashion License Contract", International Federation of Operational Research Societies Conference, Sandton, South Africa, July 13-18, 2008
102. "Contributions of Differential Games to Coordination of Marketing Channels", **Plenary Speaker**, 13th International Symposium on Dynamic Games and Applications, Wroclaw, Poland, June 30-July 4, 2008
101. "A Tutorial on Time Consistency in Differential Games", **Plenary Speaker**, 2nd International Conference on Game Theory and Management, St Petersburg, Russia, June 26-27, 2008
100. "Advertising Strategies in a Fashion License Contract", Marketing Science Conference, Vancouver, Canada, June 12-15, 2008
99. "Strategic Interactions Among Franchisees: Are Franchisors Always Better Off?", Workshop on Dynamic Games in Management Science, Montréal, Canada, May 2-3, 2008
98. "Optimal pricing and Advertising", **Plenary Speaker**, 8th International Conference on Operations Research, La Havane, Cuba, February 2008

97. "Differential Games in Marketing Channel", **Plenary Speaker**, Workshop on Marketing Decision Models, invited talk, Padua, Italy, September 10-11, 2007
96. "On Myopia in a Dynamic Marketing Channel", EURO, Prague, Czech Republic, July 2007
95. "Differential Games in Marketing Channel", **Plenary Speaker**, Game Theory and Management Conference, St Petersburg, Russia, June 2007
94. "Sustainability of cooperation over time", 7th Meeting on Game Theory and Practice Dedicated to energy, Environment and Natural Resources, HEC Montréal, Canada, May 28-30, 2007
93. "Sustaining Cooperation over Time in Environmental Differential Games", **Invited Tutorial**, Optimization Days, Montréal, Canada, May 7-9, 2007
92. "On Myopia in a Dynamic Marketing Channel", **Inaugural Conference**, Business, Information and Management Academy (BIMA), American University of Sharjah, United Arab Emirates, March 17-18, 2007
91. "Applications of Differential Games in Marketing", Columbia University, New York, USA, February 9, 2007
90. "Impact of Public Disclosure Programs on Pricing, Emissions and Advertising Policies of the Firm", Workshop on Energy and Environmental Modeling, HEC Montréal, Canada, February 1, 2007
89. "Incentive Mechanisms to Enforce Sustainable Forest Exploitation", **Invited Speaker**, Institut Supérieur de Gestion, Tunis, Tunisia, January 26, 2007
88. "Competitive emailing", **Invited Speaker**, Small Open Economies in a Globalized World, Rimini, Italy, August 29-September 2, 2006
87. "On Coordination of Marketing Channels and Two-Part Tariff", 12th International Conference on Computing in Economics and Finance, Limassol, Cyprus, June 22-24, 2006
86. "Differential Games and Environmental Economics", **Invited Speaker**, Universidad de Murcia, Spain, June 2, 2006
85. "Competitive E-mailing", International Conference on Management Sciences: Optimization Models & Applications, Dallas, USA, May 20-22, 2006
84. "On two-part tariff and channel coordination", Future of Distribution Channels Conference, Wharton School, Pennsylvania, USA, May 17-19, 2006
83. "Advertising Strategies in a Duopoly Model", **Invited Speaker**, American University of Beirut, Beirut, Lebanon, December 8, 2005
82. "The Impact of Manufacturers' Wholesale Prices on Retailer's Shelf-Space and Pricing Strategies", 18th Mini Euro Conference on VNS, Tenerife, Spain, November 23-25, 2005
81. "A Survey of Differential Games in Marketing Channels", Vienna Mini Workshop on Dynamic Games, Vienna, Austria, October 20-21, 2005

80. "The Impact of Manufacturers' Wholesale Prices on Retailer's Shelf-Space and Pricing Strategies", Marketing Science Conference, Atlanta, USA, June 2005
79. "Differential Games in Marketing", Workshop on Game Theory in Marketing, Montréal, Canada, June 2005
78. "Analysis of the Canadian CDM Program", Business Opportunities for Clean Development Mechanism (CDM) Project Development in the Mediterranean, Lebanon, 31 January-1 February, 2005
77. "A Time-Consistent Open-Loop Stackelberg Equilibrium of Shelf-space Allocation", International Symposium on Dynamic Games and Applications, Arizona, USA, 18-21 December, 2004
76. "Tutorial on Differential Games in Marketing", International Symposium on Dynamic Games and Applications, Arizona, USA, 18-21 December 2004
75. "Shelf-Space Allocation", University of Valladolid, Spain, November 2004
74. "Coop Advertising Programs under Competitive Market Structures", EURO-INFORMS, Rhodes, Greece, 6-10 July, 2004
73. "An Environmental Game with Coupled Constraint", Euro Meeting on Combinatorial Optimization, Beirut, Lebanon, June 2004
72. "A Differential Game of Joint Implementation of Environmental Projects", Colloque du RCM², environnement, risque et modélisation, Montréal, Canada, 6-7 May 2004
71. "Slowing Deforestation Pace through Subsidies: A Differential Game", EURO-INFORMS Joint International Meeting, Istanbul, Turkey, 6-10 July 2003
70. "Coop Advertising Programs under Competitive Market Structures", EURO-INFORMS Joint International Meeting, Istanbul, Turkey, 6-10 July 2003
69. "Incentives for Retailer Promotion in a Marketing Channel", Vienna Workshop, Vienna, Austria, 14-16 May 2003
68. "Pricing and Advertising Equilibrium Strategies in a Lanchester Model", Optimization Days, HEC Montréal, Montréal, Canada, 3-5 May 2003
67. "Some methodological issues in games of environmental management", University of Geneva, Geneva, Switzerland, October 1, 2002
66. "Impact of Retailer's Myopia on Channel's Strategies", Workshop on Optimal Control and Differential Game, Tunis, Tunisia, September 27-28, 2002
65. "A Differential Game of Retailer Promotions", 10th International Symposium on Dynamic Games and Applications, St Petersburg, Russia, July 2002
64. "Characteristic Functions, Coalitions Stability and Free-riding in a Game of Pollution Control", 10th International Symposium on Dynamic Games and Applications, St Petersburg, Russia, July 2002

63. "Incentive Strategies in Environmental Negotiations", INRA, Montpellier, France, October 13, 2001
62. "Dynamic Games for Cost-Sharing of Emissions Reduction", Workshop on Climate Risk Assessment, Sils-Maria, Switzerland, October 5-9, 2001
61. "Channel Coordination over Time: An Incentive Equilibrium", Workshop on Dynamic Games and Applications, Cargèse, France, July 2001
60. "Cooperative Advertising under Decreasing Marginal Effects of Promotions on Goodwill", 9th International Symposium on Dynamic Games and Applications, Adelaide, Australia, December 2000
59. "Advertising Allowances and Pass-Through in a Randomly Terminating Channel Relationship", 9th International Symposium on Dynamic Games and Applications, Adelaide, Australia, December 2000
58. "Time Consistency in Cooperative Differential Game", International Workshop on Decision and Control in Management Science: In honor of Professor Alain Haurie, HEC Montréal, Montréal, Canada, October 2000
57. "Numerical Analysis of a Lanchester Duopoly with Leader-Follower Information Structure", First World Congress of the Game Theory Society", Bilbao, Spain, July 23-28, 2000
56. "Equilibria in an Asymmetric Duopoly Facing a Security Constraint", First World Congress of the Game Theory Society", Bilbao, Spain, July 23-28, 2000
55. "Channel coordination over time: incentive strategies and profit allocation", Optimization Days, Montréal, Canada, May 2000
54. "Incentive Equilibrium Strategies and Welfare Allocation in a Dynamic Game of Pollution", Conference of the Decision Sciences Institute, Athens, Greece, July 1999
53. "Time-Consistent Shapley Value Allocation of Pollution Cost Reduction", Workshop on Dynamic Games and Applications, Ischia, Italy, July 1999
52. "Management of Pollution from Decentralised Agents", Odense University, Denmark, December 1998
51. "Cooperative Advertising in a Dynamic Marketing Channel", ITAM, Mexico, October 1998
50. "Cooperative Advertising in a Dynamic Marketing Channel", 8th International Symposium on Dynamic Games and Applications, The Netherlands, July 1998
49. "Channel Conflict and Cooperation", Sils-Maria Workshop on Dynamic Games and Applications, August 20-22, 1997
48. "Optimal levies and subsidies in a stackelberg game of pollution management", Optimization Days, Montréal, Canada, May 1997
47. "Price promotion effects on intro- and inter-brand sales", Optimization Days, Montréal, Canada, May 1997

46. "Feedback Stackelberg Equilibria in a Dynamic Game of Advertising Competition: A Numerical Analysis", 7th International Symposium on Dynamic Games and Applications, Japan, December 1996
45. "Optimal Output Strategies in a Two-Stage Game with Entry, Learning-by-Doing, and Spillovers", 7th International Symposium on Dynamic Games and Applications, Japan, December 1996
44. "Dynamic Pricing and Advertising Strategies and Sustainable Channel Cooperation", 7th International Symposium on Dynamic Games and Applications, Japan, December 1996
43. "Price Subsidies and Guaranteed Buys of a New Technology", SEDC, Mexico, June 1996
42. "A Three-Stage Differential Game of Channel Cooperation", International Workshop on Dynamic Competitive Analysis in Marketing, Montréal, Canada, September 1995
41. "Feedback Stackelberg Equilibria in a Dynamic Game of Advertising Competition: A Numerical Analysis", International Workshop on Dynamic Competitive Analysis in Marketing, Montréal, Canada, September 1995
40. "Side Payments in a Dynamic Game of Environmental Policy Coordination", 6th International Symposium on Dynamic Games and Applications, St-Jovite, Canada, 13-15 July, 1994
39. "A Leader-Follower Dynamic Game of New Product Diffusion", 6th International Symposium on Dynamic Games and Applications, St-Jovite, Canada, 13-15 July 1994
38. "Learning from Each Other in a Duopoly: A Numerical Approach", 6th International Symposium on Dynamic Games and Applications, St-Jovite, Canada, 13-15 July, 1994
37. "Side Payments in a Dynamic Game of Environmental Policy Coordination", TIMS XXXII, Anchorage, Alaska, USA, June 12-15, 1994
36. "A Leader-Follower Dynamic Game of New Product Diffusion", IFAC Workshop on Computing in Economics and Finance, Amsterdam, Holland, June 8-10, 1994
35. "Évaluation d'un projet de pipeline en Tunisie", Colloque international sur L'industrie des hydrocarbures : Défis et opportunités, Tunis, Tunisia, April 27-29, 1994
34. "A Leader-Follower Dynamic Game of New Product Diffusion", 1994 McGill Colloquium, Montréal, Canada, March 25, 1994
33. "Learning from Each Other in a Duopoly: A Numerical Approach", VIII Convegno Teoria dei Giochi e Applcazioni, Genova, Italy, November 26-27, 1993
32. "Side Payments in a Dynamic Game of Environmental Policy Coordination", International Workshop on Operations Research and Environmental Management, Geneva, Switzerland, November 10-12, 1993

31. "A Leader-Follower Dynamic Game Approach for Optimal Price Subsidy of a New Product", 36th Joint National Meeting ORSA/TIMS, Phoenix, Arizona, USA, October 31-November 3, 1993
30. "Gestion optimale d'un parc de camions-citernes : le cas d'Esso-Égypte", Conférence sur l'Industrie pétrolière : Environnement économique et outils d'aide à la décision, Douala, Cameroon, April 1993
29. "A Differential Game Model for Optimal Price Subsidy of New Technologies", University of Roma, Italy, October 1992
28. "Stochastic Games; Event-Adapted Equilibria and their Computation", 5th International Symposium on Dynamic Games and Applications, Grimentz, Switzerland, July 1992
27. "A Differential Game Model for Optimal Price Subsidy of New Technologies", Fifth International Symposium on Dynamic Games and Applications, Grimentz, Switzerland, July 1992
26. "Problèmes et politiques d'exploitation du gaz naturel dans les pays en voie de développement", Conférence sur l'ajustement structurel et gestion du secteur énergétique en Afrique, Douala, Cameroun, May 1992
25. "Gas Contract Portfolio Management, Experiments with a Stochastic Programming Approach", AEA Conference, Montpellier, France, October, 1991
24. "Diffusion of New Products: A Differential Game Approach", TIMS XXX-SOBRAPOXXII, Rio de Janeiro, Brazil, July 15-17, 1991
23. "A Game Programming approach to Efficient Management of Interconnected Power Networks", Fourth International Conference on Differential Games and Applications, Helsinki, Finland, August 9-10, 1990
22. "Toward a Contract Portfolio Management Model for a Producing Firm", National conference of the Canadian Operational Research Society, Ottawa, Canada, May 22-24, 1990
21. "Computation of Nash Equilibria: A Case where the Payoff Functions are not continuous", TIMS/ORSA Conference, Las Vegas, USA, May 7-9, 1990
20. "Decomposition-Coordination Algorithms for Energy Models", TIMS/ORSA Conference, Las Vegas, USA, May 7-9, 1990
19. "Transport maritime pétrolier : rétrospective et perspectives", Conférence sur Le transport maritime et par pipeline des hydrocarbures : problèmes et perspectives, HEC Montréal, Montréal, Canada, April 23-24, 1990
18. "Sharing the Cost of a Pipeline : A Game Theoretic Approach", Conférence sur Le transport maritime et par pipeline des hydrocarbures : problèmes et perspectives, HEC Montréal, Montréal, Canada, April 23-24, 1990

17. "Diffusion de nouveaux produits et jeux différentiels", COMIN, University of Geneva, Geneva, Switzerland, June 23, 1989
16. "Une analyse discriminante des gestionnaires de firmes exportatrices et non-exportatrices", Conférence annuelle de l'ASAC, Montréal, Canada, June 1-4, 1989
15. "Semi-Competitive Cournot Equilibrium in Multistage oligopolies", CORS/TIMS/ORSA, Vancouver, Canada, May 8-10, 1989
14. "On exchanging power between regions", University of Bergen, Norway, March 31, 1989
13. "Comportements et déterminants des firmes à l'exportation", COMIN, University of Geneva, Geneva, Switzerland, March 9, 1989
12. "L'apport de la théorie des jeux à l'analyse des problèmes en gestion", ESSEC, Paris, France, December 21, 1988
11. "Application de la théorie des jeux à l'analyse des marchés énergétiques", Institut français du pétrole, France, July 28, 1988
10. "Nash-Cournot Equilibria in the European Gas Market, A case Where Open-Loop and Feedback solutions coincide", 3rd International Symposium on Differential Games and Applications, INRIA, Antibes, France, June 16-17, 1988
9. "On the European Gas Market", University of Bergen, Norway, May 1988
8. "Nash Equilibria in the European Gas Market", University of Barcelona, Barcelona, Spain, April 15, 1988
7. "Stability of International Market Segments", TIMS/ORSA Marketing Science Conference, Seattle, USA, March 23-26, 1988
6. "Un modèle dynamique et stochastique de Nash-Cournot pour le marché européen du gaz naturel", Journées d'études internationales sur la modélisation et l'analyse des marchés du gaz naturel, HEC Montréal, Montréal, Canada, February 29-March 1, 1988
5. "A differential Game Model of Power Exchange between Interconnected Utilities", 25th IEEE Conference on Decision and Control, Athens, Greece, 10-12 December, 1987
4. "Stochastic Equilibrium Programming for Dynamic oligopolistic Markets", NATO Workshop on Algorithms and Model Formulation in Mathematical Programming, Bergen, Norway, June 15-19, 1987
3. "Size as a Determinant of Export Sales: Effect Studied in Thirty-two Industrial Sectors", ASAC Annual Conference, Toronto, Canada, June 1-3, 1987
2. "Computation of Dynamic Nash-Cournot Equilibria in a Stochastic Framework", 3rd International Conference on the Foundations and Applications of Utility, Risk and Decision Theories, Aix-En-Provence, France, June 10-13, 1986
1. "Deux modèles ludiques du marché européen du gaz naturel", CORE, Université Catholique de Louvain-La-Neuve, Belgium, May 21, 1986