

# ***Michał Grajek***

## ***Address***

ESMT Berlin  
Schlossplatz 1  
10178 Berlin  
Germany

Phone: +49-30-212 31 -1047  
Email: [michal.grajek@esmt.org](mailto:michal.grajek@esmt.org)

Web Bio:  
<https://esmt.berlin/person/michal-grajek/>

---

## ***Current employment***

Associate Professor of Economics with tenure, January 2013–present;  
Faculty Lead of the MBA Program, April 2019–present;  
Director of Research, January 2013–December 2016;  
Associate Professor of Economics, January 2010–2013;  
Assistant Professor of Economics, January 2007–January 2010;  
ESMT Berlin, Germany.

## ***Education***

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

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

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

## ***Past employment***

Visiting Fellow, Bruegel, Brussels, 2012-2019.

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

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

## **Teaching experience**

ESMT Berlin, Germany

Intro to General Management (MBA, 2020)  
Global Economy and Politics (Executive MBA, 2022)  
The Global Economy (Executive MBA, 2020-2021)  
The Global Economy (MBA, 2019, 2020)  
The Global Economy (MIM, 2019, 2020)  
Economics for Digital Business (MBA-Deutsche Telekom, 2019, 2021)  
Business Economics (Part-time MBA, 2020-present)  
Business Economics (MIM, 2016–2018)  
Introduction to Economic Thinking (Executive MBA, 2007–present)  
Introduction to Economic Thinking (Executive MBA-DOHA, 2018–2020, 2022)  
Introduction to Economic Thinking (MBA, 2007–2021)  
Markets & Regulation (MBA, 2008–2010)

Humboldt University, Berlin, Germany. Empirical Industrial Organization (undergraduate tutorial, 2006/2007).

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

Warsaw University, Warsaw, Poland. Microeconomics (undergraduate tutorial, 2000).

## **Journal publications**

Briglauer, W., and M. Grajek (Forthcoming). Effectiveness and efficiency of state aid for new broadband networks: Evidence from OECD member states. *Economics of Innovation and New Technology*.

Clougherty, J., and M. Grajek (2023). Decertification in quality-management standards by incrementally and radically innovative organizations. *Research Policy* 52 (1): 104647.

Eggers, J.P., M. Grajek, and T. Kretschmer (2020). Experience, consumers, and fit: Disentangling performance implications of preentry technological and market experience in 2G mobile telephony. *Organization Science* 31(2): 245–265.

Grajek, M., K. Gugler, T. Kretschmer, and I. Mişcişin (2019). Static or dynamic efficiency: Horizontal merger effects in the wireless telecommunications industry. *Review of Industrial Organization* 55(3): 375–402.

Briglauer, W., C. Cambini, and M. Grajek (2018). Speeding up the Internet: Regulation and investment in the European fiber optic infrastructure. *International Journal of Industrial Organization* 61(C): 613–652.

Clougherty, J.A., and M. Grajek (2014). International standards and international trade: Empirical evidence from ISO 9000 diffusion. *International Journal of Industrial Organization* 36(5): 70–82.

Grajek, M., and T. Kretschmer (2012). Identifying critical mass in the global cellular telephony market. *International Journal of Industrial Organization* 30(6): 496–507.

Grajek, M., and L.-H. Röller (2012). Regulation and investment in network industries: Evidence from European telecoms. *Journal of Law and Economics* 55(1): 189–216.

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

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

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

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

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

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

### **Other publications**

Cambini, C., W. Briglauer, and M. Grajek (2015). [Why is Europe lagging on next generation access networks?](#) Bruegel Policy Contribution, Issue 2015/14.

Grajek, M. (2012). [ICT for growth: A targeted approach](#). Bruegel Policy Contribution, Issue 2012/10.

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

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

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

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

### **Working papers**

Clougherty, J., and M. Grajek (2022). [Decertification in quality-management standards by incrementally and radically innovative organizations](#). ESMT Working Paper, No. 22-04.

Briglauer, W., and M. Grajek (2021). [\*Effectiveness and efficiency of state aid for new broadband networks: Evidence from OECD member states\*](#). ESMT Working Paper, No. 21-01.

Clougherty, J., M. Grajek, and O. Shy (2016). [\*Taking 'some' of the mimicry out of the adoption process: Quality management and strategic substitution\*](#). ESMT Working Paper No. 16-05.

### ***Work in progress***

Clougherty, J., M. Grajek. *Quality management and entrepreneurship*.

Eggers, J.P., M. Grajek, and T. Kretschmer. *Founding alliances in cellular telephony markets*.

Clougherty, J., M. Grajek, and J. Seldeslacht. *Merger policy and investment*.

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

President's Honor Roll for Teaching Excellence, Global Economy and Politics, Executive MBA, Executive MBA, ESMT Berlin, Germany, 2023.

President's Honor Roll for Teaching Excellence, The Global Economy, MIM, ESMT Berlin, Germany, 2021.

President's Honor Roll for Teaching Excellence, Introduction to Economic Thinking, Executive MBA, ESMT Berlin, 2016.

President's Honor Roll for Teaching Excellence, Introduction to Economic Thinking, MBA, ESMT Berlin, 2011, 2012, 2013, 2015, 2018.

Supporting, Leibniz Association, BCCP Berlin Centre for Consumer Policies: New solutions for the sustainable production of raw materials, (with Özlem Bedre-Defolie, Raji Jayaraman, Stefan Wagner), 2019–2023

Supporting, Leibniz Association, BCCP Berlin Centre for Consumer Policies, (with Paul Heidhues, Özlem Bedre-Defolie, Sascha Steffen), April 2015–March 2019.

Co-principal, Research grant for a paper presented at the NBER Conference on Patents, Standards and Innovation (with Joseph Clougherty), 2011.

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

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

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

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

## **Academic service**

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

Ad-hoc referee for: Management Science, RAND Journal of Economics, International Journal of Industrial Organization, Journal of Industrial Economics, Review of Industrial Organization, Information Economics and Policy, Telecommunications Policy, Journal of International Business Studies, Quantitative Marketing and Economics, Applied Economics Quarterly, Journal of Industrial and Business Economics; Journal of Law and Economics; Research Policy; Strategic Management Journal.

## **Invited seminars**

Eggers, J.P., M. Grajek, and T. Kretschmer. *Experience, Consumers, and Fit: Performance implications of pre-entry technological and market experience in mobile telephony*. IB and Business Law Research Seminar. University of Illinois at Urbana-Champaign. 2 March 2018.

Clougherty, J.A., and M. Grajek. *Identifying critical mass in the global cellular telephony market*. IB Research Seminar. University of Illinois at Urbana-Champaign. 2 November 2012.

Grajek, M., and T. Kretschmer. *Measuring critical mass in the global cellular telephony market*. Research Seminar. Telecom ParisTech. 5 April 2012.

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

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

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

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

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

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

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

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

### ***Selected conference presentations***

Grajek, M., K. Gugler, T. Kretschmer, I. Miscisin. Static or dynamic efficiency: Horizontal merger effects in the wireless telecommunications industry. 16<sup>th</sup> International Industrial Organization Conferences, Kelley School of Business, Indiana University, Indianapolis, 21 April 2018.

Grajek, M., K. Gugler, T. Kretschmer, I. Miscisin. *Merger effects in the wireless telecommunications industry*. Business and Public Policy workshop, INSEAD, Fontainebleau. 6 November 2017.

Briglauer, W., C. Cambini and M. Grajek. *Regulation and investment in European high-speed broadband infrastructure*. Annual Conference of the European Association for Research in Industrial Economics, EARIE, Nova School of Business and Economics, Lisbon. 28 August 2016.

Briglauer, W., C. Cambini and M. Grajek. *Regulation and investment in European high-speed broadband infrastructure*. 11th International Conference on Competition and Regulation, CRESSE, Athens University of Economics and Business, Rhodes. 1 July 2016.

Briglauer, W., C. Cambini and M. Grajek. *Regulation and investment in European high-speed broadband infrastructure*. Business and Public Policy Workshop, ESADE, Barcelona. 22 April 2016.

Clougherty, J., M. Grajek, and O. Shy. *International quality standards and competition in the international markets*. Business and Public Policy in a Global Economy Conference, McDonough School of Business, Georgetown University, Washington DC. 13 March 2014.

Eggers, J.P., M. Grajek, and T. Kretschmer. *Performance implications of core and complementarity pre-entry. The role of consumers' heterogeneity in mobile telephony*. Workshop on Telecommunications Economics, Barcelona. 13 March 2013.

Grajek, M., and T. Kretschmer. *Measuring critical mass in the global cellular telephony market*. Annual Conference of the European Association for Research in Industrial Economics (EARIE), Rome. 2–4 September 2012.

Eggers, J.P., M. Grajek, and T. Kretschmer. *Decomposing first mover advantages in the mobile telecommunications industry*. 3rd Workshop on the Economics of ICTs, Oporto. 22 March 2012.

Clougherty, J., and M. Grajek. *International standards and international trade: Empirical evidence from ISO 9000 diffusion*. National Bureau of Economic Research (NBER) Standards, Patents and Innovation Conference, Tucson. 20-21 January 2012.

Grajek, M., and T. Kretschmer. *Measuring critical mass in the global cellular telephony market*. 8th Christmas Meeting of German Economists Abroad, Berlin. 20-21 December 2011.

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

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

Eggers, J.P., M. Grajek, and T. Kretschmer. *First mover advantages and firm resources in the mobile telecommunications industry*. IO Workshop. European School of Management and Technology (ESMT). 25-26 November 2010.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## **Languages**

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

*Updated: June 05, 2023*