

Curriculum Vitae (April 11, 2025)

KENNETH FJELL

ORCID: <https://orcid.org/0000-0001-6229-2967>

Synningavegen 27, 5259 Hjellevstad, Norway.

Phone: +47 970 68 386. E-mail: kenneth.fjell@nhh.no

Homepage: <https://www.nhh.no/en/employees/faculty/kenneth-fjell/>

Education

Ph.D. Economics, University of Wisconsin - Milwaukee (1998)

M.A. Economics, University of Wisconsin - Milwaukee (1993)

B. A. Business administration, University of Wisconsin - Milwaukee (1991)

Professional experience

Professor,

- Department of Accounting, Auditing, and Law, NHH Norwegian School of Economics (100% position, 2013 – present)
- Trondheim Business School, Norwegian University of Science and Technology – NTNU (20% position, 2013-present)

Vice Rector for Research and Dean of the Doctoral Program, NHH Norwegian School of Economics (60% position, 2018-2021)

Dean of Master Programs, NHH Norwegian School of Economics (60% position, 2011-2015)

Associate Professor,

- Department of Accounting, Auditing, and Law, NHH Norwegian School of Economics (100% position, 2002 – 2014)
- Trondheim Business School (20% position, 2008-2013)
- Department of Finance and Management Science, NHH Norwegian School of Economics (40% position, 2000 – 2002)

Senior Advisor, Norwegian Competition Authority (2006)

Research Economist/Program Coordinator, Institute for Research in Economics and Business Administration – SNF (1998-2001)

Teaching Assistant, Department of Economics, University of Wisconsin – Milwaukee (1995-1997)

Expert Committees

Ekspertutvalget for nasjonal kontroll med kritisk digital kommunikasjonsinfrastruktur – Ekomsikkerhetsutvalget (Expert Committee for National Control of Critical Digital Communications Infrastructure) (2024-2025)

Research fields and interests

Management Accounting, Industrial Organization, Management Science, Competition Policy

Current research (work in progress)

“Price Discrimination by a Mixed-Ownership Firm,” (with A. Bose, J.S. Heywood and D. Pal).

“What is the cost of the next pizza? Estimation of marginal labor costs in the presence of minimum staff and long notice periods” (with T. Bjørnenak)

“Steps of Strategic Pricing,” book proposal submitted June 2023 to Palgrave Macmillan.

Publications in refereed journals

1. "Mixed Oligopoly and Raising Rivals' Costs." Canadian Journal of Economics (forthcoming, with J.S. Heywood and D. Pal).
2. "Keeping Mobile Firms at Home: The Role of the Public Enterprise." The BE Journal of Economic Analysis & Policy (2024): 24(2): 659-671 (with J.S. Heywood and D. Pal).
3. "Myopic use of the inverse elasticity pricing rule by a multiproduct firm." Journal of Revenue and Pricing Management (2023): 1-9 (with J.S. Heywood): <https://rdcu.be/diulb>
4. "Adjusted repeated myopic use of the inverse elasticity pricing rule." Journal of Revenue and Pricing Management (2021): 1-7 (with D. Pal).
5. "On repeated myopic use of the inverse elasticity pricing rule." Economics Letters, volume 175 (2019): 22-24 (with D. Pal).
6. "On the choice of royalty rule to cover fixed costs in input joint ventures." International Journal of the Economics of Business, 22.3 (2015): 393-406 (with Ø. Foros and H.J. Kind).
7. "On the performance of endogenous access pricing." Journal of Regulatory Economics, 2013, volume 44, issue 3, pp 237-250 (with Debashis Pal and David E.M. Sappington).
8. "On-line advertising: Pay-per-view versus pay-per-click with market power." Journal of Revenue and Pricing Management, 2010, 9, 198–203.
9. "Endogenous Average Cost Based Access Pricing." Review of Industrial Organization, 2010, volume 36, issue 2, 149-162 (with Ø. Foros and D. Pal).
10. "On-line advertising: Pay-per-view or pay-per-click – a comment." Journal of Revenue and Pricing Management, Apr 2009, Vol. 8 Issue 2/3, 200-206.
11. "Access regulation and strategic transfer pricing." Management Accounting Research, 19, 2008, 18-31 (with Ø. Foros).
12. "How to test for abuse of dominance?" European Competition Journal, volume 2, Special Issue, July 2006 (with L. Sørgaard).
13. "Can exclusive territories limit strategic location downstream?" Papers in Regional Science, volume 84, issue 2, 221-237, 2005 (with J.S. Heywood).
14. "Mixed Oligopoly, Subsidization and the Order of Firm's Moves: The Relevance of Privatization," Economics Letters 83, 411-416, 2004 (with J.S. Heywood).
15. "Are interactive TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects." Review of Industrial Organization, 25, 295-316, 2004 (with K. Andersson and Ø. Foros).
16. "Elasticity based pricing rules - a cautionary note." Applied Economics Letters, vol. 10, no. 12, October 2003.
17. "Public Stackelberg Leadership in a Mixed Oligopoly with Foreign Firms." Australian Economic Papers, September 2002 (with J.S. Heywood).

18. "Internal Pricing in Supply Chains," in Klose, A., M. Grazia Speranza, Luk N. Van Wassenhove (eds.) "Quantitative Approaches to Distribution Logistics and Supply Chain Management", Lecture Notes in Economics and Mathematical Systems 519, 2002 (with K. Jørnsten).
19. "A Cross-subsidy Classification Framework." Journal of Public Policy, 21, 3, 2001, 265-282.
20. "A Mixed Oligopoly in the Presence of Foreign Private Firms." Canadian Journal of Economics, XXIX No. 3, August 1996 (with D. Pal).

Non-refereed publications

1. "Employing endogenous access pricing to enhance incentives for efficient upstream operation." SNF Working paper; 09/13 (with D. Pal, and David E.M. Sappington): <https://brage.bibsys.no/xmlui/handle/11250/166794>
2. The economics of social networks: The winner takes it all? SNF Working Paper No. 42/10 (with Ø. Foros and F. Steen).
3. Online advertising: Pay-per-view versus pay-per-click with market power. SNF Working Paper 32/09.
4. Pricing of on-line advertising: Pay-per-view or pay-per-click? SNF Working Paper 27/07.
5. Taking ABC to court – A Research Note on Cost Oriented Access Prices in Telecom, SNF Working Paper 74/05 (with T. Bjørnenak).
6. Are TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects, SNF Working Paper No. 14/03, 2003, with K. Andersson and Ø. Foros.
7. Elasticity based pricing rules in telecommunications - a cautionary note, SNF Working Paper No. 19/02, 2002.
8. "Krysssubsidiering" (Cross-subsidization), SNF Bulletin, No. 1, 2000 (with G.M. Johansen).
9. "Står det siste monopolet for fall?" (Will the Last Monopoly Fall?), MAGMA, No. 5, 2000.
10. Utfordringer for politikk og samfunn – hvor går veien videre? (Challenges for politics and society – where to next?), ed. Svein Ulset, Fra summetone til informasjonsportal, SNF Årbok, Fagbokforlaget, 2001
11. "Krysssubsidiering - operasjonaliserbar definisjon og samfunnsøkonomisk ønskelige tiltak" (Cross-subsidies - an operational definition and welfare implications), SNF-rapport 19/00, 2000 (with K.P. Hagen and G.M. Johansen).
12. "Samfunnsøkonomiske virkninger av den statlige virkemiddelbruken på postområdet" (Welfare effects of government intervention into the Norwegian Postal sector), SNF-rapport 06/00, 2000 (with K.P. Hagen, G. Rusten and A. Bjorvatn).
13. "Telenor - bare lave priser? Drøfting av Telenors rabattstruktur utfra et bedriftsøkonomisk og samfunnsøkonomisk perspektiv" (Telenor - only low prices? A discussion of Telenor's price structure from a business and social perspective) SNF-rapport 23/99, Bergen, 1999 (with Ø. Foros, K.P. Hagen, and L. Sjørgard).
14. "Problemstillinger for videre forskning på prising av teletjenester" (Topics for further research in pricing of telecommunications services), SNF-rapport 27/99, 1999 (with O. Foros, T.S. Gabrielsen, K.P. Hagen, L. Sjørgard, and S. Vagstad).

15. "Oversikt over forskningsprogrammet i teleøkonomi ved SNF: 1996-1998" (Survey of the research program in telecommunications economics at SNF: 1996-1998), SNF-rapport 26/99, 1999 (with K.P. Hagen).
16. Two Essays in the Theory of Industrial Organization: I) Strategic Downstream Location in the Presence of Exclusive Territories; II) Public Stackelberg leadership in a mixed oligopoly with foreign firms, doctoral dissertation, University of Wisconsin - Milwaukee, 1998.
17. Domestic Strategy in a Mixed Oligopoly, master thesis, University of Wisconsin – Milwaukee, 1993.

Referee for professional journals

Advances in Accounting
 Australian Economic Papers
 Bulletin of Economic Research
 Canadian Journal of Economics
 Eastern Economic Journal
 Economic Theory
 Economics Bulletin
 European Accounting Review
 FinanzArchiv: Public Finance Analysis
 International Journal of Industrial Organization
 Journal of Agricultural & Food Industrial Organization
 Journal of Applied Economics
 Journal of Economics
 Journal of the Operational Research Society
 Journal of Revenue and Pricing Management
 Pennsylvania Economic Review
 Praktisk Økonomi og Finans
 Regional Science and Urban Economics
 Review of Industrial Organization
 Southern Economic Journal
 Telecommunications Policy
 The Manchester School
 Utilities Policy

Teaching Experience

Executive MBA seminars:

Strategic Pricing, NHH Norwegian School of Economics (MØST, 2003-present).

Outsourcing, Competitive Tendering and Competition Exposure in the following programs:

- MASTRA, NHH Norwegian School of Economics (2000-present)
- MØST, NHH Norwegian School of Economics (2001-2003)
- Master of Public Management (MPM), NHH Norwegian School of Economics (2003-2006)
- Norwegian Naval Academy (Sjøforsvarets forvaltningsskole, 2004-2016)

Economics for Non-Economists

- National Leadership Training for Managers of Kindergartens, NHH Norwegian School of Economics (2021-present)
- National Leadership Training for Rectors of Primary Schools, NHH Norwegian School of Economics (2018-2021)

Market Performance & Managerial Economics, Catholic University at Louvain, Belgium, (2006-2010).

Management Accounting, Baltic Management Institute, (2003-2010).

Managerial Economics, Baltic Management Institute, (2002-2010).

Competition and Entry Barriers, NHH Norwegian School of Economics (MASTRA DnB NOR, 2004 – 2011).

Full-time MSc courses

Advanced Management Accounting (2009-2017)

Strategic Profitability Analysis (2004-present).

Outsourcing and Franchising (2009-2011).

Capital budgeting (2002-2005).

Bachelor courses (large audience)

Management accounting (2003-2005)

Operations management (2003-2004)

Microeconomics (1999-2000)

Macroeconomics (1997)

Supervision of Ph.D. Students

Mikael Kråkenes Lund (co-supervisor 2021-2022)

Veronica Araoz (co-supervisor 2009-2012)

Massarra Chaari (temporary supervisor 2008)

Presentations at Academic Conferences

“Mixed Oligopoly and Raising Rivals’ Cost.” NORIO, Helsinki, June 11, 2024.

“Chat GPT as a Management Accountant.” Nordic Accounting Conference, Copenhagen, November 17, 2023.

“Mixed oligopoly, corporate profit taxation and foreign location.” Midwest Economics Association’s 87th Annual Meetings in Cleveland, Ohio, March 31 – April 2, 2023.

“Myopic Use of the Inverse Elasticity Pricing Rule in a Product Line Setting.” Midwest Economics Association’s 86th Annual Meetings in Minneapolis, Minnesota, March 25-27, 2022.

“What is the cost of the next pizza? A multiple method approach to estimating marginal cost.” Nordic Accounting Conference, Copenhagen, November 11-12, 2021.

“Myopic Use of the Inverse Elasticity Pricing Rule with Related Products.” 18th ACMAR - Annual Conference for Management Accounting Research on March 1 - 5, 2021 (digital).

“Reaching profit maximizing price through modified Repeated Use of the Inverse Elasticity Pricing Rule” ABR, Las Vegas, 2020.

“What is the cost of the next pizza? A multiple method approach to estimating marginal cost.” 42nd EAA Annual Congress, Paphos, 2019.

“On continued myopic use of the inverse elasticity pricing rule.” 41st EAA Annual Congress – Milan, 2018.

“Employing Endogenous Access Pricing to Enhance Incentives for Efficient Upstream Operation.” EARIE, Évora, August 2013.

“Joint venture royalties based on ex post output.” FIBE, Bergen, January 2013.

“Management Strategies in the Presence of Super-users on Social Networks.” FIBE, Bergen, January 2011.

“Industrial Pricing: How Cost Based is it?” European Accounting Association, Tampere, May 2009.

“Online advertising: Pay-per-view or Pay-per-click?” FIBE, Bergen, January 2008.

“A Reconciliation of Cost Concepts in Accounting and Economics.”

- European Accounting Association, Lisbon, April 2007.
- FIBE, Bergen, January 2006.

“Endogenous Average Cost Based Access Pricing.”

- European Accounting Association, Dublin, March 2006.

“Access Price Regulation Facilitates Strategic Transfer Pricing.”

- European Accounting Association, Dublin, March 2006.
- 4th Accounting Research Workshop, Bern, June 2005.
- 2nd International Conference on Industrial Organization, Economics, and Law, Athen, June 2005.
- NORIO V, Reykjavik, June 2005.

“Strategic transfer pricing and access regulation in the telecommunications industry.”

- FIBE, Bergen, January 2005.
- ITS, Berlin, September 2004.

“Attributable costs, Activity Based Costing and cross-subsidization in telecom services”

- FIBE, Bergen, January 2004.
- EAA, Sevilla, Spain, April 2003.

“Are TV-viewers and surfers different breeds? Broadband demand and asymmetric cross-price effects,”

- EARIE, Helsinki, August 2003.
- Nordic Econometric Meeting, Bergen, May 2003.
- FIBE, Bergen, January 2003.
- Forskermøtet, Samfunnsøkonomenes Forening, Bergen, January 2003.

“Elasticity based pricing rules in telecommunications – a cautionary note”,

- ITS 13th regional conference, Madrid, Spain, September 2002.

“Elasticity based pricing rules – a cautionary note,” ITS 14th biennial conference, Seoul, Korea, August 2002.

Newspaper chronicles and Opinion Pieces (in Norwegian)

«[La menn være menn. Hva er problemet?](#)», Dagens Perspektiv, August 2, 2023.

«[Høyere tittel – lavere lønn](#)», Dagens Næringsliv, March 3, 2023 (with J. Berge).

«[Musks farlige Twitter-demokrati](#)», Dagens Næringsliv, January 4, 2023 (with Ø. Foros and F. Steen).

«[Handelshøyskoleeffekten](#)», Dagens Næringsliv, December 27, 2022 (with J. Berge).

«[Ikke gitt at kostnadsgalopp skal gi økt varepris](#)», Dagens Næringsliv, October 25, 2022.

«[Strømstøtten kan gi enda høyere priser for alle som ikke får](#)», Dagens Næringsliv, December 13, 2021.

«[Ikke bare «galskap» med Tesla-løft etter Hertz-nyhet](#)», Dagens Næringsliv, November 9, 2021.

Consultancy, Reports, and Testimonies as Expert Witness in Court

«Over-price and pass-through» (Norwegian title: Overpris og overveltning), Presentation and testimony as expert witness before Borgarting Court of Appeals (Borgarting Lagmannsrett) in the case of regarding Posten Norge AS et al. v defendants Case No: 23-084349ASD-BORG/03, Friday October 11, 2024, with Ø. Foros.

“The truck cartel – competition damage caused by a violation of purpose lasting 14 years” (Norwegian title: Lastebilkartellet – konkurranseskade påført av en formålsovertredelse med varighet av 14 år), May 26, 2024, with Ø. Foros. Report commissioned by Advokatfirmaet Haavind AS/Posten.

“Truck-cost variability” (Norwegian title: Lastebilkostnaders variabilitet), May 26, 2024, with Ø. Foros. Report commissioned by Advokatfirmaet Haavind AS/Posten Norge AS.

“Comments to plausibility reports from RBB Economics and E.CA Economics” Presentation and testimony as expert witness before Oslo District Court (Oslo Tingrett) regarding Posten Norge AS et al. v defendants Case No: 17-115740-TVI-TOSL/03, September 30, 2022 with Øystein Foros. Commissioned by Haavind/Posten.

“Comments to plausibility reports from RBB Economics and E.CA Economics,” June 30, 2022 with Øystein Foros. Report commissioned by Haavind/Posten.

“An economic assessment of non-discrimination between external providers” (Norwegian title: En økonomisk vurdering av ikke-diskriminering mellom eksterne tilbydere). Presentation as expert witness in Borgarting Court of Appeals (Borgarting Lagmannsrett) in Telenor vs. Staten v/Kommunal- og moderniseringsdepartementet, 30. august 2019, with Frode Steen. Commissioned by the Norwegian Attorney General (Regjeringsadvokaten).

“Financial assessment of indirect losses for Apotek 1 Husnes” (Norwegian title: Økonomisk vurdering av indirekte tap for Apotek 1 Husnes), June 2018. An analysis for Husnes Storsenter AS.

“An economic assessment of non-discrimination between external providers” (Norwegian title: En økonomisk vurdering av ikke-diskriminering mellom eksterne tilbydere), December 2017, co-author: Frode Steen. An analysis for the Norwegian Attorney General (Regjeringsadvokaten).

”Comments on Peppes Pizza's price-marginal cost margins in connection with a merger between Peppes Pizza (at Umoe Restaurants AS) and Dolly Dimple's Norge AS” (Norwegian title: Kommentarer til Peppes Pizza sine pris-grensekostmarginene i forbindelse med foretakssammenslutning mellom Peppes Pizza (ved Umoe Restaurants AS) og Dolly Dimple's Norge AS), August 2016, co-author: Trond Bjørnenak. An analysis for Umoe Restaurants AS.

“Comments on relevant costs for Kippermoen Training Center” (Norwegian title: Kommentarer til selvkostvurderinger for Kippermoen Treningscenter), July 2016. An analysis for Frisk 3 AS.

“Assessment of implicit and indirect losses for TDC due to illegal overpricing of MVNO access” (Norwegian title: Vurdering av implisitt og indirekte tap for TDC grunnet ulovlig overprising av MVNO-tilgang), December 2015, co-author: Frode Steen. An analysis for TDC.

“Comments on loss calculation submitted by Fjord Line A/S in connection with the summons of the Port of Kristiansand” (Norwegian title: Kommentarer til tapsberegning fremlagt av Fjord Line A/S i forbindelse med stevning av Kristiansand Havn), December 2012, co-author: Øystein Foros. An analysis for Kristiansand Havn.

”Some comments on the economic profitability of a third mobile network in Norway” (Norwegian title: Noen kommentarer til samfunnsøkonomisk lønnsomhet av et tredje mobilnett i Norge), November 2010, co-authors: Øystein Foros and Frode Steen. An analysis for Tele2/Network Norway.

”Access regulation in the Norwegian mobile market: non-discrimination and accounting separation” (Norwegian title: Tilgangsregulering i det norske mobilmarked: ikke-diskriminering og regnskapsmessig skille), Co-authors: Øystein Foros and Frode Steen, November 2010. An analysis for Tele2/Network Norway.

”The battle for online citizens: Economic analysis of Blink versus Nettby” (Norwegian title: Kampen om nettborgere: Økonomisk analyse av Blink versus Nettby), Co-authors: Øystein Foros and Frode Steen, February 2010. An analysis for Dagbladet ved DB Medielab.

”Depreciation and capital costs in relation to electricity networks” (Norwegian title: Avskrivninger og kapitalkostnader i forhold til elektrisitetsnett), December 2008. An analysis for EBL & Hafslund.

”Report on the Sector Inquiry into Business Insurance in the territory of the EFTA States”, July 2008, analysis for EFTA Surveillance Authority.

Other positions

Board member of the [SNF Foundation](#) (2021-2024)

Deputy member of the NHH Research Committee (2021-2024)

SMF Invest as (non-listed investment company) managing director and chair of the board (2005-present).

Board member of Bergen Bygg og Eiendom (Bergen County’s property company, 2005-2007).

Fjell-Simonsen as (non-listed investment company); managing director (2000-2003) and member of the board (2000-present).

Aanderaa Instruments A/S, Norway (international marketing, full-time 1993-1994, part-time 1995-1998).

Activities

Deputy member of the City Council, Finance Committee (elected for Høyre), Bergen, Norway (2007-2011).

Member of the executive commission, Bergen Høyre, Bergen, Norway (2004-2008).

Deputy member of Fana Town Council (for Høyre), Bergen, Norway (2000-2003).

Deputy member of the board of the Foundation for Research in Economics and Business Administration (2000).

Deputy member of the board of Bergen Social Economics Association (1999-2000).

Milwaukee Graduate Assistants Association, Bargaining Committee (1997).

Finmark Incorporated, business fraternity at the University of Wisconsin – Milwaukee, President of Marketing (1991).