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# Curriculum Vitae

Henrik Lando

**Title:**

Professor of Law and Economics, Copenhagen Business School.

**Departments:**

Department of Law, CBS

Department of Business, Marketing and Law, University of South-Eastern Norway,  
(Professor 2).

**Year of Birth:**

1960

**Specialization:**

Law-and-economics, tort and contract law, criminal law, theory of evidence, contract theory, organizational economics

**Education:**

Lic.polit (Ph.D), University of Copenhagen, 1993.

Cand.polit. (M.Sc. Economics) University of Copenhagen, 1988.

**Career:**

August 2018: Appointed (by calling) as Professor 2 at University of South-Eastern Norway

January 2018: Visiting Professor at Tel-Aviv University, teach a three-weeks' course

October 2018: Visiting professor at Sankt Gallen University, Switzerland, teach an intensive course

January 2017: Visiting Professor at Hebrew University, Jerusalem, teach an intensive course

October 2015: Visiting professor at Magdeburg University, teach a Phd. course.

May 2012: Professor at the Law Department, CBS

Autumn 2011: Professor 2 at Department of Private Law, University of Oslo. Appointment ends 2016.

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Autumn 2011: Appointed visiting distinguished professor at Pennsylvania Law School, University of Pennsylvania, for the month of January 2012.

October 2001: Professor (MSO) at the Department of Industrial Economics and Strategy, Copenhagen Business School.

January 2000 - October 2001: Associate Professor at the Department of Industrial Economics and Strategy, Copenhagen Business School.

October 1995 - January 2000: Associate Professor, Department of Finance, Copenhagen Business School. Courses taught: corporate governance, venture capital, the economics of tort law, law and economics, contract theory and environmental regulation.

January 1995 - October 1995: Research Associate Professor, Department of Finance, Copenhagen Business School.

September 1994 - January 1995: Research Associate Professor in Economics at the University of Copenhagen.

January 1992 - July 1993: Visiting scholar at Massachusetts Institute of Technology.

December 1991: Ph.D thesis: Six Essays On Unemployment Theory, Flexibility Preference and Financial Contracts.

July 1991: Seniorstipendium (Post-doc.) at the Institute of Economics, University of Copenhagen.

August 1990 - June 1991: Visiting scholar at University of California, Los Angeles.

1988-1992: Ph.d student at the Institute of Economics, University of Copenhagen.

February 1987 - August 1988: Visitor at the French research institute: CEPREMAP. Write Master Thesis which receives the Zeuthen Prize at Copenhagen University.

1980-1988: Master's of economics (and one year of mathematics) at the University of Copenhagen.

**Editorial boards:**

Member of the editorial board of The Reviews of Law and Economics.

**Referee:**

Environmental and Resource Economics.

Journal of Institutional and Theoretical Economics (JITE).

International Review of Law and Economics.

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Review of Law and Economics

Law, Probability & Risk

Journal of Economic Behavior and Organization

Journal of Legal Studies

Journal of Public Economics

Journal of the European Economic Association

### **Memberships:**

International Association of Commercial and Contract Management (IACCM)

American Law and Economics Association

European Law and Economics Association

### **Awards and fellowships:**

Zeuthen Prize for Master Thesis: "Intertemporal Coordination Failure: Credit and Risk".  
Fellowships to UCLA (1989) and to MIT (1992).  
Distinguished visiting Bok Professor at Pennsylvania Law School (2012).

### **Administrative work:**

Member of Bibeskæftigelsesnævnet (2015-); a committee overseeing income earned by judges in secondary occupations.

Member of the Advisory Board of the European Association of Law and Economics (2010-)

Member of the Executive Board of the European Association of Law and Economics (2006-2010)

Member of the IVS institute Board (2006-2008)

Member of several appointment committees for professorships, in some cases as chairman.

### **Conference organization (many minor conferences not mentioned):**

Organizer of conference on *contract law and economics in the next hundred years*, in celebration of CBS's 100th year birthday, including presentations by Nobel Prize winner Oliver Hart and John Bates Clark medalist Matthew Rabin

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Organizer of the EALE conference 2007 in Copenhagen

Co-organizer of the Third Annual Scandinavian Law and Economics Conference, June 2005

Organizer of the 9th Joint Seminar of EALE and Geneva Association, Copenhagen Business School, April 5-6, 2001

### **Conference presentations**

Main conferences, (a number of minor conferences excluded):

Presenter at ELEA (European Association of Law and Economics) Annual Conference, 2022, Lisbon

Presenter at ELEA (European Association of Law and Economics) Annual Conference, 2021, Online (Barcelona)

Presenter at ELEA (European Association of Law and Economics) Annual Conference, 2020, Online.

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference, 2018, Milan

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference, 2016, Bologna

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference: September 2015, Vienna, Austria.

Presenter ALEA (American Law and Economics) Annual Conference: May 2015, New York.

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference: September 2014, Aix-en-Provence, France.

Presenter ALEA (American Law and Economics) Annual Conference: May 2014, Chicago

Presenter and discussant at KLEA (Korean Association of Law and Economics) Annual Conference: November 2013, Seoul, Korea.

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference: September 2013, Warsaw

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference: September 2012, Stockholm

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Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference: 'Court intervention when circumstances have changed', September 2011, Hamburg

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference: 'Delegation and performance pay: When do they go together?', September 2010, Paris

Presenter and discussant at ELEA (European Association of Law and Economics) Annual Conference, Rome: 'A Rationale of the Limitation Period in Sales Law', September 2009

Invited speaker to the Berkeley Program in Law and Economics Workshop, April 2008

Speaker at the EMEA conference of IACCM on 'The Value-Maximization Principle Applied to the Drafting of Confidentiality Agreements', November 2007

Speaker at the EMEA conference of IACCM on "Contract and Negotiations", November 2006

Key-note speaker at the Nordic School of Proactive Law Conference June 2005 on Fusing Best Business Practices with Legal Information Management and Technology. Present "An Economic Perspective on Pro-active Law"

Presenter at the American Law and Economics Conference at Berkeley: "Legal ignorance and optimal standards of negligence", May 2006

Presenter at the American Law and Economics Conference in New York 2005: Does Wrongful Conviction Lower Deterrence?'

Presenter and discussant at the European Association of Law and Economics conference, Ljubljana: "On the Choice Between Simple Mechanisms when Contracting and Renegotiation is Costly", September 2004

Presenter at the American Law and Economics Conference at Northwestern University, May 2004: "On the Enforcement of Specific Performance in Civil Law Countries"

Presenter and discussant at the European Association of Law and Economics conference, Nancy: "The Myth of Specific Performance in Civil Law Countries", September 2003

Presenter and discussant at the European Association of Law and Economics conference, Athens, 2002: Lando, Henrik and Steven Shavell: "The Advantage of Focusing Law Enforcement Effort"

Presenter at the American Law and Economics Conference at Harvard University, May 2001: "Prevention of Crime and the Optimal Standard of Proof in Criminal Law"

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## Consultancy:

Mainly in the area of contracts. Have written responsa for Danish Defense, The Femern Bridge, and DI Byggeri (Construction).

## Publications in Refereed Journals:

Henrik Lando; Hal Bretan; / [Accelerating Business-to-Business Contract Negotiations: Moving from One-Sided to Balanced Standard Contract Terms](#).  
I: Journal of Strategic Contracting and Negotiation, 1.2.2022

Henrik Lando; Urs Schweizer / Causation and the Incentives of Multiple Injurers  
I: International Review of Law and Economics, Vol. 68, 12.2021

Henrik Lando / [On Consequential and Normative Analysis of Law](#) : A Critical View of Alf Ross's Legacy.  
I: Kritisk Juss, Vol. 46, Nr. 3, 2020, s. 193–207

Henrik Lando / **Two Advantages of the Negligence Rule over Strict Liability when the Parties are Risk Averse**  
I: Review of Law and Economics, Vol. 16, Nr. 3, 11.2020

Henrik Lando; Murat C. Mungan: The Effect of Type-1 Error on Deterrence  
In: International Review of Law and Economics, Vol. 53, 3.2018, p. 1-8.

Lando, Henrik: "Efficient Compensation " Lessons from Civil Liability - Comment.  
Journal of Institutional and Theoretical Economics, Vol. 173, No. 1, 2017, p. 77-83.

Lando, Henrik: "Discussion of Getting Incentives Right", Jerusalem Review of Legal Studies, Vol. 12, No. 1, 2016, p. 228-236

Lando, Henrik: "Optimal Rules of Negligent Misrepresentation in Insurance Contract law", International Review of Law and Economics, Vol. 46, 6.2016, p. 70-77.

Lando, Henrik: "En retsøkonomisk analyse af købers ret til at hæve ved mangel", Tidsskrift for Rettsvitenskap, Vol. 127, No. 3-4, 2014, p. 397-427.

Lando, Henrik: "Legal ignorance and optimal standards of negligence", Journal of Law, Economics, and Organization, Vol. 26, Nr. 3, p. 592-608, 2010.

Lando, Henrik: "Prevention of crime and the optimal standard of proof", Review of Law & Economics. Volume 5, Issue 1, Pages 33–52, 2009.

Lando, Henrik: "On a Dilemma posed to Utilitarianism by Non-utilitarian Preferences for Fairness", Studies in the Philosophy of Law, (2007).

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- Lando, Henrik: "Optimal Negligence Standards when one Party is Ignorant of the Standards", *Research in Law and Economics*, Volume 22, December 2006.
- Lando, Henrik: "A Derivation of Probabilities of Correct and Wrongful Conviction in a Criminal Trial", *Review of Law and Economics*, Vol. 2: No. 3, p. 371-79, 2006.
- Lando, Henrik: "Does Wrongful Conviction Lower Deterrence", *Journal of Legal Studies*, vol. 35, no. 2, 2006.
- Lando, Henrik: "Determinants of the Optimal Degree of Pro-activeness in Contracting", *Scandinavian Studies in Law*, vol. 49, p. 255-262, 2006.
- Lando, Henrik: "The Size of the Sanction Should Depend on the Weight of the Evidence", *Review of Law and Economics*, Issue 2, pp. 2005.
- Lando, Henrik and Rose, Caspar: "The Enforcement of Specific performance in Civil Law Countries", *International Review of Law and Economics* vol. 24, no. 4, p. 473-487, 2004.
- Lando, Henrik and Steven Shavell: "The Advantage of Focusing Law Enforcement Effort", *International Review of Law and Economics*, 2004.
- Lando, Henrik: "When is the Preponderance of the Evidence Standard Optimal?", *Geneva Papers on Risk and Insurance, Issues and Practice*, October 2002, vol. 27, no.4.
- Lando, Henrik: "A Reply to Cathrine Hagem's: The Kyoto Protocol, Tradeable Permits and Firm Survival", *Environmental-and-Resource-Economics*; 2002.
- Lando, Henrik: "Shareholder eller stakeholder value? En retsøkonomisk analyse af loyalitetspligten i aktieselskaber", *Nordisk Tidsskrift for Selskabsret*, no. 1, Maj 2001.
- Lando, Henrik and Michael Teit Nielsen: "Flexibility and Uncertainty in the Housing Market", *International-Review-of-Law-and-Economics*; 18(4), December 1998.
- Lando, Henrik: "Law and Economics in Denmark". In: BOUCKAERT, B. and DE GEEST, G. (eds.): *Encyclopedia of Law & Economics*, 1998.
- Lando, Henrik, Foss, Nicolai J. and Thomsen, Steen: "The Theory of the Firm". In: BOUCKAERT, B. and DE GEEST, G. (eds.): *Encyclopedia of Law & Economics*, 1998.
- Lando, Henrik: "On the Use of Economic Theory in the Design of Accident Law". *Tidsskrift for Rettsvitenskap* 5/98.
- Lando, Henrik: "An Attempt to Incorporate Fairness into an Economic Model of Tort Law", *International-Review-of-Law-and-Economics*; 17(4), December 1997.
- Lando, Henrik and Lars Jørgensen: "Regulating a Polluting Firm under Asymmetric Information", *Environmental-and-Resource-Economics*; 10(3), October 1997.
- Lando, Henrik: "Tort Law from the Perspective of Economic Theory". *Tidsskrift for Rettsvitenskap*, 5/97.
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Lando, Henrik: "The Economic Consequences of Debt-Deflation", In: Amoroso,-Bruno and Jespersen,-Jesper: Macroeconomic theories and policies for the 1990s: A Scandinavian perspective. New York: St. Martin's Press, 1992.

Lando, Henrik: "Argumenter for og imod B-aktier". ("Arguments for and against B-Shares [i.e., with Reduced Voting Rights]"). Nationaløkonomisk-Tidsskrift; 129(1), 1991.

Lando, Henrik: "Om imperfekte kapitalmarkeder og konjunkturbevaegelser". ("The Role of Imperfect Capital Markets in the Business Cycle"), Nationaløkonomisk-Tidsskrift; 127(3), 1989.

### **Publications in Non-refereed Journals or Books:**

#### Henrik Lando / **Om de reale hensyn i lovfortolkning**

I: Jus og samfunnsøkonomi. red. /Tone Ognedal; Endre Stavang . Oslo : University of Oslo: Privatrettsfondet 2021, s. 98-113 (PrivIus: Journal of Private Law, Nr. 216)

*Bidrag til bog/antologi*

Henrik Lando: "Alf Ross and the Functional Analysis of Law"

In: Erhvervsretlige emner: 1917-2017. . ed. /Vishv Priya Kohli; Peter Arnt Nielsen. København : Djøf Forlag 2017, p. 43-67

Book chapter

Lando, Henrik: "Law and economics applied to a case of termination of contract", in Eide, Lando and Stavang: "Rettsøkonomi i nordiske dommer", Institutt for Privatrett, Skriftserie 197, Universitetet i Oslo, 2014.

Lando, Henrik: "On the sanctioning of economic crime in Denmark", in "Regulatory Crimes and Overcriminalization", ed: Iljoong Kim, Jin Kwon Hyun, KERI, 2014.

Lando, Henrik, Drewsen, Merete Løwe, and Cummins, Tim: "On the Drafting of Confidentiality Agreement", July 2006. Part of a Wiki for contract drafting, initiated by IACCM (International Association for Contract and Commercial Management).

Lando, Henrik, og Hansen Peter Møgelvang: "Nye regler om forbrugerkøb - en empirisk analyse", book, 73. pages, Lefic and Juridisk Institut, April 2005. Translated into English as 'New Consumer Law, an Empirical Study', Lefic and Juridisk Institut, 2006.

Lando, Henrik: "Retssikkerhed i retsøkonomisk perspektiv", contribution to festskrift in honor of Ingemar Ståhl "Studier i rättsekonomi", Studentlitteratur, Lund, maj 2005, s. 107-121.

Lando, Henrik: "Hvad er retsøkonomi? En sokratiske dialog om økonomisk teori anvendt på retssystemet", Lov og Ret No. 4, June 2003.



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Lando, Henrik: "En kritik af de danske erstatningsregler for personskade", Samfundsøkonomen, 2000, (3), 5 p.

Lando, Henrik og Andersen, Per: "Retsøkonomi - et videnskabeligt fundament for juraen?" Editorial introduction, Samfundsøkonomen, 2000, (3), p. 2-3.

Lando, Henrik: "A Definition of Legal Security and an Application to Regulation of Land Pollution", in Liability, Economics and Insurance, Proceedings from a SØM-conference, 1999, 18 p.

Lando, Henrik: "Derfor handel med CO2-kvoter", Samfundsøkonomen, 1998, No.7, p. 29-31.

Lando, Henrik: "Uagtsomhed og det offentliges erstatningsansvar -om en uholdbar Højesteretsdom-", Samfundsøkonomen, 1998 Februar, No.1, p. 39-42.

Lando, Henrik: "Et forsvar for Jordforureningsudvalgets forslag om objektivt ansvar for jordforurening" -opinion-, Samfundsøkonomen, 1996 NOV, No.7, p. 27-29.

Lando, Henrik: "Rationel Miljøpolitik under Usikkerhed". Økonomi og Politik, (1) 1991, 5 p.

#### **Unpublished working papers (partly on ssrn):**

Lando, Henrik: "Why do large infrastructure projects often fail", ssrn, 2011: [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1964227](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1964227).

Lando, Henrik: "Are Delegation and Performance Pay Complementary Instruments?" ssrn, 2004: [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=534706](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=534706)

Lando, Henrik: "On the choice between such simple mechanisms as individual ownership and the first-come rule when renegotiation is costly, ssrn, 2004: [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=503042](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=503042)

Lando, Henrik: "Ny lov om jordforurening i økonomisk belysning", June 2000.

Lando, Henrik: "A Note on Hare's Utilitarian Ethics", November 2000.

#### **Newspaper Feature Articles (In Danish: Kronikker):**

Henrik Lando: "Psykisk strafferet", Kronik, Weekendavisen, Februar 2019.

Henrik Lando: "Voldtægt eller sex", Kronik, Weekendavisen, Maj 2020.

Henrik Lando: "Innovation: Forbandelse eller velsignelse?", Berlingske Tidendes Synspunkt, 22 Juli 2004.

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Lando, Henrik: "Om forbrydelse og straf", Politiken, 28 april, 2003.

Lando, Henrik: "Det går nok", (On sustainability of economic growth in the World Economy), Weekend-avisen, 1997.

Lando, Henrik: "Eksportsektorens rolle er stærkt overvurderet", Børsen, 24 Feb, 1995.

Lando, Henrik: "Betingede B-aktier", Børsen, 1995.

Lando, Henrik: "Betænkeligt EF-angreb på B-aktien", Børsen, 1992.

Lando, Henrik: "Skal vi opgive Kronen", (On the choice whether to join a common currency), Information, 1992.

**Books, articles, lecture notes and cases for teaching purposes:**

Lando, Henrik: "A Perspective on the Allocation of Risk in Large Construction Projects", 55 pages. Part of an internetbased case study developed together with Yale Law School, 2010.

Lando, Henrik: "Misligholdelsesbeføjelser ved mangel. Note om købelovens misligholdelsesbeføjelser". Lecture note for a course in Advanced Law and Contract Economics in the graduate law and economics program, September 2008, 7 p.

Lando, Henrik: "A Note to Howard Chang's Article on the Optimal Breadth of Patents". Lecture note for a course in Advanced Law and Contract Economics in the graduate law and economics program, November 2007, 4 p.

Lando, Henrik: "Note om Hart-Moores artikel om ufuldstændige kontrakter og genforhandling", Lecture notes for the course "Contract Law and Contract Theory" in the graduate law and economics program, 1998, 5 p.

Lando, Henrik: "Hvornår bør en virksomhed tegne forsikring", Lecture note for the course "Tort and Insurance" in the graduate law and economics program, Spring 1997, 4 p.

Lando, Henrik: "Culpa kontra objektivt ansvar under forsikringstegning". Lecture note in the course "Tort and Insurance" in the graduate law and economics program, Spring 1997, 5 p.

Lando, Henrik: "Om regler for kontraktbrud" . Lecture notes in the course "Law and Contract Economics" in the undergraduate law and economics program, 1997, 4 p.

Lando, Henrik: "Om begrebet efficiente kapitalmarkeder" Lecture Notes for an MBA-course in Finance, 1995, 9 p.

Lando, Henrik: "Note til optionsprisfastsættelse". Lecture notes for an MBA-course in Finance, 1995, 6 p.

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Lando, Henrik: "Om to moral hazard modeller i Milgrom-Roberts lærebog". Lecture note for a course in "Contract Law and Contract Theory" in the graduate law and economics program, 4 p.

**Teaching/Course Development:**

I teach and develop the following main courses in the graduate law and economics education (merc.jur), CBS:

Graduate course: "Tort law and insurance". An integrated law and economics course on tort and insurance law. The course is increasingly case-based.

Graduate course: "Advanced contract law-and- economics".

At South-Eastern University in Norway, I teach courses in law and economics

At the University in Jerusalem and Tel-Aviv I taught courses on contract law and economics (2017 and 2018)

At Sankt Gallen University I taught a course in Tort and Insurance law and economics. (2017).

At Magdeburg University I taught a course for PhD students in Frontiers in Microeconomics: Behavioral and non-behavioral perspectives on modern contract theory. (2015)

At Pennsylvania Law School, I taught a course for law graduates on Contracting in a Globalized World, drawing on a case-study I developed together with Yale Law School concerning the construction contracts for the Øresund bridge connecting Denmark and Sweden (2012).