OVERVIEW
This paper aims at contributing to the discussion on the reasons for the possible difficulties in reciprocating open Public Procurement Markets (PPM), between the EU and third countries (TCs), and related policy measures the EU could adopt to enhance it. It does so focusing on some main strategic themes underlying the EU and TCs interaction in PPM. Within a very stylised game theory framework, a main message of the paper suggests that, under appropriate conditions, open PPM may be more likely when, in the parties' negotiations, the perspective of contracting authorities prevails on that of the business firms.

BIOGRAPHY
Dr. Dimitri is Professor of Economics at the University of Siena (Italy), Visiting Professor at the Institute for Advanced Studies (IMT) Lucca (Italy) and Life Member of Clare Hall College (Cambridge-UK). He was formerly Deputy Rector of the University of Siena and Chair of the Economics Department. He is currently the Italian Delegate to the 7th EU Framework Program (Cooperation-Social Sciences and Humanities) He has been Fulbright Student, Chevening Scholar, NATO-CNR and Fernand Braudel Fellow (EUI). From 2003 until 2008 he collaborated as Economic consultant with the Research Office of Consip, the Italian Procurement Agency for the public sector. His research interests include game and decision theory, behavioral and cognitive economics, procurement, health and pharmaceutical economics, innovation and incentives. He is one of the editors and of the authors of the “Handbook of Procurement (Cambridge University Press, 2006)” as well as of other articles and reports on procurement. He has published widely in international journals..

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