

Optimal Licensing of Technology in the Face of (Asymmetric) Competition

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**Highlights**

- We consider licensing of technology by an incumbent firm in a Cournot oligopoly.
- Focusing on how competition among licensees shapes optimal license contracts.
- Relaxing standard assumption about demand, cost profiles, and the number of licenses.
- We compare license contracts with standard and menu license auctions.
- We design a dynamic mechanism that extracts the maximum surplus.

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