

Radu VRANCEANU

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RESEARCH INTERESTS

Labor economics and migration, Macroeconomics, Economics of information, Economic modelling,

EDUCATION

- | | |
|------|--|
| 1999 | HDR (Habilitation à Diriger des Recherches), Université Paris 1 Panthéon-Sorbonne, France |
| 1994 | Doctorate in Economics, Université Paris 2 Panthéon-Assas, France |
| 1991 | DEA in Applied Economics, Institut d'Etudes Politiques, France |
| 1984 | Graduate degree in business and economics, Academia de Studii Economice din Bucuresti, Romania |

EMPLOYMENT

Full-time academic positions

- | | |
|----------------|--|
| 2001 - Present | Professor, ESSEC Business School, France |
| 1998 - 2001 | Associate Professor, ESSEC Business School, France |
| 1994 - 1998 | Assistant Professor, ESSEC Business School, France |

Other affiliations and appointments

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|----------------|--|
| 2025 - 2028 | Department head, Department of Economics, ESSEC Business School, France |
| 2020 - Present | Referent for scientific integrity, ESSEC Business School, France |
| 2016 - 2025 | President of the Deontological Committee, ESSEC Business School, France |
| 2015 - 2018 | Department head, ESSEC Business School, France |
| 2014 - 2015 | Associate Dean for Faculty, ESSEC Business School, France |
| 2001 - 2014 | Dean for Research, ESSEC Business School, France |
| 2003 - Present | Research fellow with THEMA CNRS (UMR 8184) CNRS, Université Cergy-Pontoise, France |

Other professional experiences

2000 - 2001 Economic Affairs Officer, United Nations, Switzerland

PUBLICATIONS

Journal Articles

BESANCENOT, D. and VRANCEANU, R. (2026). Explaining the ammunition shortage: the show vs. have military power game. *Defence and Peace Economics*, 37(1), pp. 21-37.

BOUSSELMI, W., PEIA, O. and VRANCEANU, R. (2026). Rollover and insolvency risk in sovereign debt pricing: An experimental study. *Journal of Economic Dynamics and Control*, 185, pp. 105295.

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LAMIRAUD, K. and VRANCEANU, R. (2026). Do Patients Value the Service Provided by Physicians Who Overbill? A Willingness-to-Pay Study Using French Survey Data. *Health Economics*, In press, pp. 1-16.

LAMIRAUD, K. and VRANCEANU, R. (2025). A two-sector model of healthcare provision with directed search. *Theory and Decision*, 99, pp. 877-907.

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BESANCENOT, D. and VRANCEANU, R. (2024). Reluctance to pursue breakthrough research: A signaling explanation. *Research Policy*, 53(4), pp. 104974.

CHARLOT, O., NAIDITCH, C. and VRANCEANU, R. (2024). Smuggling of forced migrants to Europe: a matching model. *Journal of Population Economics*, 37(18), pp. 10.1007/s00148-024-00993-1.

CONTENSOU, F. and VRANCEANU, R. (2024). Contrats de travail et emploi dans un modèle ville-périphérie. *Revue Economique*, 75(2), pp. 271-300.

LAMIRAUD, K., PATRIS, J. and VRANCEANU, R. (2024). Can attentional nudges improve efficiency of bilateral multi-attribute negotiations? *Journal of Behavioral and Experimental Economics*, 110, pp. 102205.

VRANCEANU, R. and SUTAN, A. (2023). Should the firm or the employee pay for upskilling? A contract theory approach. *Managerial and Decision Economics*, 44(1), pp. 197-207.

BESANCENOT, D., LAMIRAUD, K. and VRANCEANU, R. (2023). A model for dual health care market with congestion differentiation. *Journal of Economics and Management Strategy*, 32(2), pp. 400-423.

BESANCENOT, D. and VRANCEANU, R. (2021). The generosity spillover effect of pledges in a two-person giving game. *Journal of Behavioral and Experimental Economics*, 90, pp. 101630.

CONTENSOU, F. and VRANCEANU, R. (2021). Working time and wage rate differences: Revisiting the role of preferences and labor scarcity. *Research in Economics*, 75(2), pp. 164-175.

BESANCENOT, D., LAMIRAUD, K. and VRANCEANU, R. (2021). Balance Billing as an Adherence-to-Treatment Signalling Device. *Journal of Institutional and Theoretical Economics*, 177(3), pp. 359-390.

- PEREZ, F., HOLLARD, G. and VRANCEANU, R. (2021). How Serious is the Measurement-Error Problem in Risk-Aversion Tasks? *Journal of Risk and Uncertainty*, 63, pp. 319–342.
- BESANCENOT, D., SIRVEN, N. and VRANCEANU, R. (2021). A Model of Hospital Congestion with Imperfect Referral System. *Revue d'économie politique*, 131(2016/6), pp. 951-970.
- BESANCENOT, D. and VRANCEANU, R. (2020). A Global Game Model of Medical Project Crowdfunding. *International Game Theory Review*, 22(3), pp. 1950016.
- BESANCENOT, D. and VRANCEANU, R. (2020). Profession and Deception: Experimental Evidence on Lying Behavior Among Business and Medical Students. *Journal of Economic Behavior and Organization*, 179, pp. 175-187.
- DAVINO, C., ESPOSITO VINZI, V., SANTACREU VASUT, E. and VRANCEANU, R. (2019). An Attitude Model of Environmental Action: Evidence from Developing and Developed Countries. *Social Indicators Research*, 143(2), pp. 811-838.
- JUNG, S. and VRANCEANU, R. (2019). Competitive Compensation and Subjective Well-being: The Effect of Culture and Gender. *Journal of Economic Psychology*, 70, pp. 90-108.
- VRANCEANU, R. and DUBART, D. (2019). Deceitful Communication in a Sender-Receiver Experiment: Does Everyone Have a Price? *Journal of Behavioral and Experimental Economics*, 79, pp. 43-52.
- PEIA, O. and VRANCEANU, R. (2019). Experimental Evidence on Bank Runs with Uncertain Deposit Coverage. *Journal of Banking & Finance*, 106(3), pp. 214-226.
- JUNG, S. and VRANCEANU, R. (2019). Willingness to compete: Between- and within-gender comparisons. *Managerial and Decision Economics*, 40(3), pp. 321-335.
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- LAMIRAUD, K. and VRANCEANU, R. (2018). Group gender composition and economic decision-making: Evidence from the Kallystée business game. *Journal of Economic Behavior and Organization*, 145, pp. 294-305.
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- BESANCENOT, D. and VRANCEANU, R. (2017). A Model of Scholarly Publishing with Hybrid Economic Journals. *Theory and Decision*, 82(1), pp. 131-150.
- JUNG, S. and VRANCEANU, R. (2017). Experimental Evidence on Gender Differences in Lying Behaviour. *Revue Economique*, 68(5), pp. 859-873.
- JUNG, S. and VRANCEANU, R. (2017). Gender Interaction in Teams: Experimental Evidence on Performance and Punishment Behavior. *Korean Economic Review*, 33(1), pp. 95-126.
- NAIDITCH, C. and VRANCEANU, R. (2017). The Legal Grounds of Irregular Migration: A Global Game Approach. *The BE Journal of Economic Analysis and Policy*, 17(2).
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- SUTAN, A. and VRANCEANU, R. (2016). Lying about Delegation. *Journal of Economic Behavior and Organization*, 121, pp. 29-40.

- BESANCENOT, D. and VRANCEANU, R. (2015). Fear of Novelty: A Model of Scientific Discovery with Strategic Uncertainty. *Economic Inquiry*, 53(2), pp. 1132-1139.
- VRANCEANU, R., EL OUARDIGHI, F. and DUBART, D. (2015). Team Production with Punishment Option: Insights from a Real Effort Experiment. *Managerial and Decision Economics*, 36(3), pp. 408-420.
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- BESANCENOT, D. and VRANCEANU, R. (2014). Experimental Evidence on the 'Insidious' Illiquidity Risk. *Research in Economics*, 68(4), pp. 315-323.
- BALLET, J., BAZIN, D. and VRANCEANU, R. (2013). A Note on Cooperative Strategies in Gladiators' Games. *Games*, 4(2), pp. 200-207.
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- VRANCEANU, R. (2009). Une crise de confiance. *Sociétal*, 64(2), pp. 11-26.
- BESANCENOT, D., FARIA, J.R. and VRANCEANU, R. (2009). Why business schools do so much research: A signaling explanation. *Research Policy*, 38(7), pp. 1093-1101.
- BESANCENOT, D. and VRANCEANU, R. (2008). Can Incentives for Research Harm Research? A Business Schools' Tale. *Journal of Socio-Economics*, 37(3), pp. 1248-1265.
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- BESANCENOT, D. and VRANCEANU, R. (2007). Financial Instability under a Flexible Exchange Rate. *Scandinavian Journal of Economics*, pp. 291-302.
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- VRANCEANU, R. (2005). The Ethical Dimension of Economic Choices. *Business Ethics, the Environment and Responsibility*, pp. 94-107.
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- BESANCENOT, D., HUYNH, K. and VRANCEANU, R. (2003). Dette publique : du risque d'insoutenabilité au risque d'illiquidité. *Revue Economique*, pp. 773-784.

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- BESANCENOT, D. and VRANCEANU, R. (2002). Manager Honesty and Foreign Investment in Developing Countries. *Research in Economics*, pp. 231-250.
- VRANCEANU, R. and WARIN, T. (2001). EMU: Optimal Fiscal Strategy and the Punishment Effectiveness. *Review of International Economics*, pp. 494-504.
- GUYOT, M. and VRANCEANU, R. (2001). European Defence: The Cost of Partial Integration. *Defence and Peace Economics*, pp. 157-174.
- BESANCENOT, D., HUYNH, K.V. and VRANCEANU, R. (2001). Growth Patterns under Imitation in the Investment Decision. *Economic Systems*, pp. 51-64.
- DAIANU, D. and VRANCEANU, R. (2001). Pitfalls of Taxation Policy in Transition Economies. *Acta Oeconomica*, pp. 3-15.
- BESANCENOT, D. and VRANCEANU, R. (2000). Macroeconomic Implications of Voucher Privatization in a Model with Incomplete Information. *Journal of Economic Policy Reform*, pp. 147-164.
- BESANCENOT, D., VRANCEANU, R. and WARIN, T. (2000). Pays de l'Est : le coût d'une candidature à l'Union Européenne Monétaire. *Économie Internationale / International Economics*, pp. 65-76.
- BESANCENOT, D., ROCHETEAU, G. and VRANCEANU, R. (2000). Search, Price Illusion and Welfare. *Journal of Macroeconomics*, pp. 109-124.
- BESANCENOT, D. and VRANCEANU, R. (1999). A Trade Union Model with Endogeneous Militancy: Interpreting the French Case. *Labour Economics*, pp. 355-373.
- CONTENSOU, F. and VRANCEANU, R. (1998). A Model of Working Time under Utility Competition in the Labor Market. *Journal of Economics*.
- BESANCENOT, D. and VRANCEANU, R. (1998). Un modèle de privatisation généralisée avec effet de réputation. *Revue d'économie politique*, pp. 75-86.
- BESANCENOT, D. and VRANCEANU, R. (1997). On the Dynamic Consistency of Economy-Wide Privatization: A Theoretical Approach. *Economic Systems*, pp. 151-164.
- GUYOT, M. and VRANCEANU, R. (1997). Quelle réglementation pour le secteur de la Défense : l'expérience américaine. *Revue française d'économie*, pp. 167-194.
- FOURÇANS, A. and VRANCEANU, R. (1996). Chômage structurel et emploi dans les économies en transition. *Revue française d'économie*, pp. 3-28.
- CONTENSOU, F. and VRANCEANU, R. (1996). Structure de coût généralisée et horaire optimal. *Economie et Prévision (articles académiques)*, pp. 37-51.
- FOURÇANS, A. and VRANCEANU, R. (1995). Inflation and Employment Fluctuations in Transitional Economies. *Journal of Public Finance and Public Choice*, pp. 189-199.
- FOURÇANS, A. and VRANCEANU, R. (1995). The Impact of Enterprise Reform on Labor Markets in Transitional Economies: A Multi-sector Model. *Economic Systems*, pp. 285-303.
- VRANCEANU, R. (1993). Le chômage en Roumanie. *Le Courrier des Pays de l'Est*.

Books and book editor

- GUYOT, M. and VRANCEANU, R. (2008). *Economie managériale (2ème édition)*. 2 ed. Gualino. Lextenso éditions, 451 pages.
- DAIANU, D. and VRANCEANU, R. (2006). *Frontiere etice ale capitalismului*. Editura Polirom, 304 pages.
- GUYOT, M. and VRANCEANU, R. (2004). *Bazele Microeconomiei Intreprinderii*. Polirom, 302 pages.
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- GUYOT, M. and VRANCEANU, R. (2002). *Introduction à la microéconomie des entreprises*. Dunod, 304 pages.
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- CONTENSOU, F. and VRANCEANU, R. (2000). *Working Time: Theory and Policy Implications*. Edward Elgar Publishing Ltd, 220 pages.
- CONTENSOU, F. and VRANCEANU, R. (1996). *Introduction à la théorie macroéconomique*. ESKA, 245 pages.
- DJELIC, M.L. and VRANCEANU, R. [Eds] (2007). *Moral Foundations of Management Knowledge*. Edward Elgar Publishing Ltd, 281 pages.
- DAIANU, D. and VRANCEANU, R. [Eds] (2005). *Ethical Boundaries of Capitalism*. Ashgate Publishing Limited, 259 pages.

Book chapters

- ESPOSITO VINZI, V., SANTACREU VASUT, E., VRANCEANU, R. and DAVINO, C. (2024). Shaping citizens' attitudes to engage in climate action in the global south and global north. In: Hugues Bouthinon-Dumas, Arijit Chatterjee, Bernard Leca eds. *Navigating the Ecological Transition: A Business School Perspective*. 1st ed. Albington & New York: Routledge, pp. 3-10.
- VRANCEANU, R. (2014). Economic Policies and the Debt/GDP Constraint: The European Challenge. In: *The Eurozone Crisis and the Future of Europe: The Political Economy of Further Integration and Governance*. 1st ed. Macmillan, pp. 60-82.
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- BESANCENOT, D. and VRANCEANU, R. (2009). Migratory policy in developing countries: How to bring best people back? In: *Post-accession Romania: Issues and Prospects*. 1st ed. National Bank of Romania & Vega Prod 94, pp. 113-136.
- VRANCEANU, R. (2009). Repérer les moments critiques, évaluer les politiques. In: *Le leadership responsable. Un allié sûr contre la crise*. 1st ed. Gualino. Lextenso éditions, pp. 287-303.
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DAIANU, D. and VRANCEANU, R. (2004). Weak Institutions, Fiscal Policy and Low Equilibria. In: *Beyond Transition: Development Perspectives and Dilemmas*. 1st ed. Ashgate Publishing Limited, pp. 175-185.

BESANCENOT, D. and VRANCEANU, R. (2001). Endogeneous Corruption Risk and FDI in the Developing Countries. In: *International Public Policy and Regionalism at the Turn of the Century*. 1st ed. Pergamon, pp. 395-412.

FOURÇANS, A. and VRANCEANU, R. (2001). European Monetary Union: The Case for Fiscal Coordination. In: *Global Financial Markets at the Turn of the Century*. 1st ed. Pergamon, pp. 11-26.

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Conferences

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- CONTENSOU, F. and VRANCEANU, R. (2003). Les 35 heures ou le discours sans la méthode. *Le Monde*.
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- CONTENSOU, F. and VRANCEANU, R. (2000). Les lois Aubry ou les voiles de l'économie. *Les Echos*, pp. 10-11.

OTHER RESEARCH ACTIVITIES

Editorial Board Membership

Since 2007 Global Economy Journal

2002 - 2003 Economic Systems

Ad-hoc reviewer for :

Business and Society, Business Ethics, the Environment and Responsibility, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Labour Economics, Nature Human Behaviour, Plos One, Review of International Economics

Affiliations

- 2015 - 2019 Member of the WES Expert Group (Economic Analysis <http://www.cesifo-group.de/>)
- Since 2009 Member of Association Française d'Economie Expérimentale, France

PhD Supervision

- 2016 Oana PEIA (ESSEC Business School), Thesis co-director, First Placement: Assistant Professor - University College Dublin School of Economics
- 2012 E. VALAT (Université Paris 2 Panthéon-Assas), Thesis co-director, First Placement: Researcher, INED
- 2009 C. NAIDITCH (Université Paris 1 Panthéon-Sorbonne), Thesis co-director, First Placement: Lecturer, University of Lille
- 2007 M. MANGOT (ESSEC Business School), Thesis co-director, First Placement: Freelance consultant
- 2005 C. BEN LAKHDAR (Université Paris 1 Panthéon-Sorbonne), Thesis co-director, First Placement: Professor, University of Lille
- 2004 K. ROMANIUK (Université Paris 1 Panthéon-Sorbonne), Thesis co-director, First Placement: Professor, China

PROFESSIONAL ACTIVITIES

Consulting

- 2006 Independent Expert for the European Commission and the OSB Consulting (Austria) - Peer Review on "Incentives for indefinite contracts in Spain"
- 2005 Financing defense firms in France (and Europe), a study under the coordination of M. Guille et J. Belin, Paris 2 University, financed by the French Ministry of Defense
- 2003 - 2004 IER and EU financed project: "Romanian monetary policy and institutions: Meeting the EU challenge"
- 2002 IER and EU financed project: Deregulating International Movements of Capital in Romania
- 2001 IER and World Bank supported project : Romanian Monetary Policy 1995-2001

Other professional activities

- 2017 - 2023 External member of the Scientific Committee of the Burgundy School of Business, France
- 2010 - 2011 President Elect of the ITFA