

# Radu VRANCEANU

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## RESEARCH INTERESTS

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macro and general economic analysis, Work, Economics of information, Economic modelling,

## EDUCATION

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| 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

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### Full-time academic positions

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| 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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|----------------|---|
| 2020 - Present | Referent for scientific integrity, ESSEC Business School, France              |
| 2016 - Present | 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 (UMR 8184) CNRS, Université Cergy-Pontoise, France |

### Other professional experiences

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| 2000 - 2001 | Economic Affairs Officer, United Nations, Switzerland |
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### Journal Articles

- 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.
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- 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.
- VRANCEANU, R., SUTAN, A. and DUBART, D. (2019). Discontent with Taxes and the Timing of Taxation: Experimental Evidence. *Revue Economique*, 70(6), pp. 1227-1240.
- SUTAN, A., GROLLEAU, G., MATEU, G. and VRANCEANU, R. (2018). "Facta Non Verba": An Experiment on Pledging and Giving. *Journal of Economic Psychology*, 65, pp. 1-15.
- 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.
- PEIA, O. and VRANCEANU, R. (2018). The Cost of Capital in a Model of Financial Intermediation with Coordination Frictions. *Oxford Economic Papers*, 70(1), pp. 266-285.
- 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.
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- GROLLEAU, G., SUTAN, A. and VRANCEANU, R. (2016). Do People Contribute More to Intra-temporal or Inter-temporal Public Goods? *Research in Economics*, 70(1), pp. 186-195.
- SUTAN, A. and VRANCEANU, R. (2016). Lying about Delegation. *Journal of Economic Behavior and Organization*, 121, pp. 29-40.
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- 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.
- VRANCEANU, R. (2014). Corporate Profit, Entrepreneurship Theory and Business Ethics. *Business Ethics, the Environment and Responsibility*, 23(1), pp. 50-68.
- 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. and BESANCENOT, D. (2013). The Spending Multiplier in a Time of Massive Public Debt: The Euro-Area Case. *Applied Economics Letters*, 20(8), pp. 758-762.
- BESANCENOT, D., DUBART, D. and VRANCEANU, R. (2013). The Value of Lies in an Ultimatum Game with Imperfect Information. *Journal of Economic Behavior and Organization*, 93, pp. 239-247.

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- VRANCEANU, R. (2011). Four Myths and a Financial Crisis. *Thunderbird International Business Review*, 53(2), pp. 151-171.
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- VRANCEANU, R. (2009). Capitalisme 2018 : le changement dans la continuité. *Entreprises 2018*, pp. 67.
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- BESANCENOT, D. and VRANCEANU, R. (2009). Multiple Equilibria in Firing Game with Impartial Justice. *Labour Economics*, 16(3), pp. 262-271.
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- 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.
- VRANCEANU, R. (2008). Quelle confiance dans la régulation économique ? *Foi & Culture*, pp. 21-25.
- NAIDITCH, C. and VRANCEANU, R. (2008). Transferts des migrants et offre de travail dans un modèle de signalisation. *Revue d'économie politique*, 118(4), pp. 513-540.
- BESANCENOT, D. and VRANCEANU, R. (2007). Equilibrium (dis)honesty. *Journal of Economic Behavior and Organization*, pp. 232-249.

- BESANCENOT, D. and VRANCEANU, R. (2007). Financial Instability under a Flexible Exchange Rate. *Scandinavian Journal of Economics*, pp. 291-302.
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- BESANCENOT, D. and VRANCEANU, R. (2006). European Defence Firms: The Information Barrier on Private Finance. *Defence and Peace Economics*, pp. 23-36.
- VRANCEANU, R. (2006). La théorie économique au début du XXIème siècle. *Sociétal*, pp. 28-35.
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- BESANCENOT, D., HUYNH, K.V. and VRANCEANU, R. (2001). Growth Patterns under Imitation in the Investment Decision. *Economic Systems*, pp. 51-64.
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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 Economics. *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.

CONTENSOU, F. and VRANCEANU, R. (2003). *Macroéconomie. Outils d'analyse, monnaie européenne et ouverture internationale*. ESKA, 308 pages.

GUYOT, M. and VRANCEANU, R. (2002). *Introduction à la microéconomie des entreprises*. Dunod, 304 pages.

DAIANU, D. and VRANCEANU, R. (2002). *România si Uniunea Europeana*. Polirom, 318 pages.

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

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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### Conference proceedings

ROMANIUK, K. and VRANCEANU, R. (2008). The Fed's Optimal Interest Rate Rule with Asset Prices and Asymmetries: A Financial Approach. In: *Proceedings of the Congress of the European Economic Association*. European Economic Association (EEA).

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- BESANCENOT, D. and VRANCEANU, R. (2000). Endogenous Corruption Risk and Foreign Investment in Developing Countries. In: *Proceedings of the Globalization in the 21st Century Conference: International Business Volume II*. International Trade and Finance Association (ITFA), pp. 415-429.
- VRANCEANU, R. (1999). Working Hours in a Matching Model with Policy Implications. In: *Papers from the 1999 EALE Conference*. Maastricht University.
- VRANCEANU, R. (1998). A Two Period Model of Wage Bargaining in Transitional Economies. In: *The Global Economy at the Turn of the Century*. pp. 293-310.
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- GUYOT, M. and VRANCEANU, R. (1997). Intégration européenne et adaptation stratégique du secteur industriel français de la défense. In: *Information et économie publique appliquée*. Financial Management Association (FMA), pp. 155-162.
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- CONTENSOU, F. and VRANCEANU, R. (1996). Daily Working Hours, Unemployment and the Generalised Production Function. In: *Eighth EALE Annual Conference*. KEPE (Centre of Planning and Economic Research), pp. 1-19.
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- FOURÇANS, A. and VRANCEANU, R. (1996). Efficiency and Equity in Transitional Economies: A Labor Market Analysis. In: *Competitiveness in International Business and Trade*. Tamiu Press, pp. 989-1003.
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## Conferences

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BESANCENOT, D., LAMIRAUD, K. and VRANCEANU, R. (2019). Balance Billing as a Signaling Device. In: 20th European Health Economic Workshop 2019.

PEREZ, F., HOLLARD, G., VRANCEANU, R. and DUBART, D. (2019). How Serious is the Measurement Error Problem in a Popular Risk-Aversion Task? In: 2019 Economic Science Association Annual Conference (ESA).

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## OTHER RESEARCH ACTIVITIES

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### 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: Free-lance 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

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### 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