

# Radu VRANCEANU

Professeur

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## RESEARCH INTERESTS

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Economics of information, Economic modelling, Experimental economics

## 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 de Cergy-Pontoise, France |

### Other professional experiences

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| 2000 - 2001 | Other, United Nations, Switzerland |
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### Journal Articles

- 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.
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- 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 and 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.
- 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).
- 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.
- 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.
- 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.
- EL OUARDIGHI, F., KOGAN, K. and VRANCEANU, R. (2013). Publish or Teach? Analysis of the Professor's Optimal Career Path. *Journal of Economic Dynamics and Control*, 37(10), pp. 1995-2009.
- 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.
- VRANCEANU, R. and BARTHELEMY, J. (2012). Knowledge in Economics and Economic Reform: An Analysis of Survey Data from a French Business School. *Revue Economique*, 63(6), pp. 1193-1208.
- VRANCEANU, R., SUTAN, A. and DUBART, D. (2012). Trust and Financial Trades: Lessons from an Investment Game Where Reciprocators Can Hide Behind Probabilities. *Journal of Socio-Economics*, 41(1), pp. 72-78.
- BESANCENOT, D., HUYNH, K. and VRANCEANU, R. (2011). A Matching Model of the Academic Publication Market. *Journal of Institutional and Theoretical Economics*, 167(4), pp. 708-725.
- BESANCENOT, D. and VRANCEANU, R. (2011). Banks' Risk Race: A Signaling Explanation. *International Review of Economics and Finance*, 20(4), pp. 784-791.
- VRANCEANU, R. (2011). Four Myths and a Financial Crisis. *Thunderbird International Business Review*, 53(2), pp. 151-171.
- BALLET, J., BAZIN, D. and VRANCEANU, R. (2011). Le jeu des gladiateurs : Un spectacle de qualité. *Mathématiques et Sciences Humaines*, 195(3), pp. 75-85.

- NAIDITCH, C. and VRANCEANU, R. (2011). Remittances as a Social Status Signaling Device. *Research in Economics*, 65(3), pp. 305-318.
- NAIDITCH, C. and VRANCEANU, R. (2010). Equilibrium migration with invested remittances: The EECA evidence. *European Journal of Political Economy*, 26(4), pp. 454-474.
- BESANCENOT, D. and VRANCEANU, R. (2010). Financial Distress and Bank Communication Policy in Crisis Times. *Romanian Journal of Economic Forecasting*, (1), pp. 5-20.
- VRANCEANU, R. (2009). Capitalisme 2018 : le changement dans la continuité. *Entreprises 2018*, pp. 67.
- NAIDITCH, C. and VRANCEANU, R. (2009). Migrant Wages, Remittances and Recipient Labour Supply in a Moral Hazard Model. *Economic Systems*, 33(1), pp. 60-82.
- BESANCENOT, D. and VRANCEANU, R. (2009). Multiple Equilibria in Firing Game with Impartial Justice. *Labour Economics*, 16(3), pp. 262-271.
- BESANCENOT, D. and VRANCEANU, R. (2009). Strategic Managerial Dishonesty and Financial Distress. *Research in Economics*, 63(1), pp. 11-21.
- BESANCENOT, D., HUYNH, K. and VRANCEANU, R. (2009). The 'Read or Write' Dilemma in Academic Production: A Transatlantic Perspective. *American Economist*, 53(1), pp. 75-85.
- 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.
- VRANCEANU, R. (2008). Quelle confiance dans la régulation économique ? *Foi & Culture*, pp. 21-25.
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- 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). Economies émergentes : l'incompatibilité entre changes flexibles et dettes en devises. *Revue d'économie politique*, pp. 556-574.
- 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.
- VRANCEANU, R. (2005). Financial Architecture and Manager Dishonesty: Lessons from US Corporate Scandals. *Acta Oeconomica*, pp. 1-22.

- VRANCEANU, R. (2005). The Ethical Dimension of Economic Choices. *Business Ethics, the Environment and Responsibility*, pp. 94-107.
- BESANCENOT, D., HUYNK, K. and VRANCEANU, R. (2004). Default on Sustainable Public Debt: Illiquidity Suspect Convicted. *Economics Letters*, pp. 205-211.
- VRANCEANU, R. and BESANCENOT, D. (2004). Quality and Price Dispersion in an Equilibrium Search Model. *Journal of Economics and Business*, pp. 99-116.
- BESANCENOT, D. and VRANCEANU, R. (2003). Credibility Costs in the Monetary Integration Game. *The Economics of Transition*, pp. 727-741.
- BESANCENOT, D., HUYNH, K. and VRANCEANU, R. (2003). Dette publique : du risque d'insoutenabilité au risque d'illiquidité. *Revue Economique*, pp. 773-784.
- DAIANU, D. and VRANCEANU, R. (2003). Opening the Capital Account of Developing Countries: Some Policy Issues. *Acta Oeconomica*, pp. 245-270.
- CERNAT, L. and VRANCEANU, R. (2002). Globalization and Development: New Evidence from Central and Eastern Europe. *Comparative Economic Studies*, pp. 119-136.
- 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.
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- 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.
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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.

DAIANU, D. and VRANCEANU, R. [Eds] (2005). *Ethical Boundaries of Capitalism*. Ashgate Publishing Limited.

### 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.

VRANCEANU, R. (2012). Clés d'analyse de la conjoncture macroéconomique. In: *Gestion de patrimoine : clés et outils*. 1st ed. ESSEC Business School, pp. 30-50.

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.

VRANCEANU, R. (2007). The Moral Layer of Contemporary Economics: A Virtue-ethics Perspective. In: *Moral Foundations of Management Knowledge*. 1st ed. Edward Elgar Publishing Ltd, pp. 134-155.

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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.

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FOURÇANS, A. and VRANCEANU, R. (1998). Fiscal Coordination in the EMU: A Theoretical and Policy Perspective. In: *The Global Economy at the Turn of the Century*. pp. 363-380.



- CONTENSOU, F. and VRANCEANU, R. (1997). Effects of Working Time Constraints on Employment : A Two-sector Model. In: *Papers from the 1997 EALE Conference (CD ROM)*. University of Aarhus, pp. 1-19.
- 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.
- SOUVETON, R. and VRANCEANU, R. (1997). The Risk of Default on Public Debts in a Monetary Union : The Case for a European Compensation Fund. In: *International Business in the New Millennium, vol. III*. Texas A&M International University Press, pp. 645-659.
- FOURÇANS, A. and VRANCEANU, R. (1996). A Simulation of the Impact of Labor Market Regulations in Central and Eastern Europe. In: *Papers and Proceedings*. Academy of Economics and Finance (AEF), pp. 185-194.
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- BESANCENOT, D. and VRANCEANU, R. (1996). Eastern Europe : Are its Privatization Policies Inconsistent ? In: *Competitiveness in International Business and Trade*. Tamiu Press, pp. 429-443.
- 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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- GUYOT, M. and VRANCEANU, R. (1996). Quelle réglementation pour le secteur de la défense : l'expérience américaine. In: *Ile Colloque d'Economie Publique*. Université de Bretagne, pp. 103-113.
- BESANCENOT, D. and VRANCEANU, R. (1996). Union Membership, Real Wage Stickiness and Unemployment. In: *Eighth EALE Annual Conference*. KEPE (Centre of Planning and Economic Research), pp. 1-20.
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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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- BESSANCENOT, D., SIRVEN, N. and VRANCEANU, R. (2018). A Model of Hospital Congestion in Developing Countries. In: 40ème Journée d'Economie de la Santé Française 2018.
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- VRANCEANU, R., LAMIRAUD, K. and DUBART, D. (2014). Group Gender Composition Tolerance to Risk and Economic Performance. New Evidence from an Original Business Game. In: 5th Annual Meeting of the French Experimental Economics Association (ASFEE).
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- NAIDITCH, C. and VRANCEANU, R. (2013). A Two Country Model of High Skill Migration with Public Education. In: 23rd International Conference of the International Trade and Finance Association.
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- BESANCENOT, D., DUBART, D. and VRANCEANU, R. (2012). The Value of Lies in an Ultimatum Game with Imperfect Information. In: 3ème Conférence Annuelle de l'Association Française d'Economie Expérimentale (ASFEE).
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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

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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 Experimentale, 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 Defence



- 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 - Present Member of the think tank Generation Libre
- 2017 - Present External member of the Scientific Committee of the Burgundy School of Business, France
- 2010 - 2011 President Elect of the ITFA