

**Radu
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Formation

Doctorat ès Sciences Economiques, Université Paris II.
Habilitation à Diriger des Recherches, Université Paris I.
DEA d'Economie Appliquée, Institut d'Etudes Politiques, Paris.
Diplômé de ASE Bucarest.

Biographie

Radu Vranceanu est professeur d'économie à l'ESSEC et chercheur associé au THEMA (CNRS). Docteur en économie de l'Université de Paris 2, HDR, il a développé une expertise dans l'analyse des inefficacités informationnelles et la formation des anticipations. Il a réalisé des études appliquées aux problèmes aussi variés que les crises financières et de change, politiques monétaire et de dette publique, gestion de la recherche, le contrat de travail, comportement des gestionnaires, etc. Il est également engagé dans la recherche en économie expérimentale. Radu Vranceanu a une expérience de fonctionnaire international auprès de la Commission Economique pour l'Europe des Nations Unies, et a dirigé la recherche à l'ESSEC pendant des nombreuses années.

Thèmes de recherche

Macroéconomie, Economie experimentale, Economie du travail

Anticipations, Incitations, Information imparfaite

Crises financières et de change, Problématique du développement, Politique monétaire, Contrat du travail

Publications

Publications académiques

Ouvrages

Economie Manageriale. (avec M. Guyot). Paris (France) : Gualino (Lextenso éditions), 2008

Moral Foundations of Management Knowledge. (avec ML. Djelic). Cheltenham (UK) : Edward Elgar, 2007 (Ouvrage collectif.)

Ethical Boundaries of Capitalism. (avec D. Daianu). Aldershot, Hampshire (Grande-Bretagne) : Ashgate, 2005 (E-book, 2011, Essec Publishing)

Macroéconomie. Outils d'analyse, monnaie européenne et ouverture internationale. (avec F. Contensou). 2ème édition. Paris (France) : Editions ESKA, 2003

Introduction à la microéconomie des entreprises. (avec M. Guyot). Paris (France) : Dunod, 2002

România si Uniunea Europeana. (avec D. Daianu). Iasi (Roumanie) : Polirom, 2002

Working Time: Theory and Policy Implications. (avec F. Contensou). CHELTENHAM (Angleterre) : Edward ELGAR, 2000

Introduction à la théorie macroéconomique. (avec F. Contensou). Paris (France) : Editions ESKA, 1996

Articles

"An Attitude Model of Environmental Action: Evidence from Developing and Developed Countries" (C. Davino, V. Esposito Vinzi, E. Santacreu Vasut, R. Vranceanu), *Social Indicators Research*, juin 2019, Vol. 143, Numéro 2, p. 811-838

"Experimental Evidence on Bank Runs with Uncertain Deposit Coverage" (O. Peia, R. Vranceanu), *Journal of Banking & Finance*, juin 2019, Vol. 106, Numéro 3, p. 214-223

"Deceitful Communication in a Sender-Receiver Experiment: Does Everyone Have a Price?" (R. Vranceanu, D. Dubart), *Journal of Behavioral and Experimental Economics*, avr. 2019, Vol. 79, p. 43-52

"Willingness to compete: Between- and within-gender comparisons" (S. Jung, R. Vranceanu), *Managerial and Decision Economics*, févr. 2019, Vol. 40, Numéro 3, p. 321-335

"Competitive Compensation and Subjective Well-being: The Effect of Culture and Gender Journal" (S. Jung, R. Vranceanu), *Journal of Economic Psychology (The)*, janv. 2019, Vol. 70, Numéro 1, p. 90-108

"Facta non verba': An Experiment on Pledging and Giving" (G. Mateo, G. Grolleau, A. Sutan, R. Vranceanu), *Journal of Economic Psychology (The)*, mai 2018, Vol. 65, p. 1-15

"Group gender composition and economic decision-making: Evidence from the Kallystée business game" (K. Lamiraud, R. Vranceanu), *Journal of Economic Behavior and Organization*, janv. 2018, Vol. 145, Numéro 1, p. 294-305

"The cost of capital in a model of financial intermediation with coordination frictions" (O. Peia, R. Vranceanu), *Oxford Economic Papers*, janv. 2018, Vol. 70, Numéro 1, p. 266-285

"Experimental Evidence on Gender Differences in Lying Behaviour" (S. Jung, R. Vranceanu), *Revue Economique*, juil. 2017, Vol. 68, Numéro 5, p. 80-95

"Gender Interaction in Teams: Experimental Evidence on Performance and Punishment Behavior" (S. Jung, R. Vranceanu), *Korean Economic Review*, juin 2017, Vol. 33, Numéro 1, p. 95-126

"The Legal Grounds of Irregular Migration: A Global Game Approach" (C. Naiditch, R. Vranceanu), *The B.E. Journal of Economic Analysis & Policy*, avr. 2017, Vol. 17, Numéro 2

"A model of scholarly publishing with hybrid academic journals" (D. Besancenot, R. Vranceanu), *Theory and Decision*, janv. 2017, Vol. 82, Numéro 1, p. 131-150

"Do People Contribute More to Intra-temporal or Inter-temporal Public Goods?" (A. Sutan, G. Grolleau, R. Vranceanu), *Research in Economics*, mars 2016, Vol. 70, Numéro 1, p. 186-195

"Lying about Delegation" (A. Sutan, R. Vranceanu), *Journal of Economic Behavior and Organization*, févr. 2016, Vol. 121, Numéro 1, p. 29-40

"Team Production with Punishment Option: Insights from a Real Effort Experiment" (R. Vranceanu, F. El Ouardighi, D. Dubart), *Managerial and Decision Economics*, août 2015, Vol. 36, Numéro 6, p. 408-420

"Fear of Novelty: A Model of Scientific Discovery with Strategic Uncertainty" (D. Besancenot, R. Vranceanu), *Economic Inquiry*, janv. 2015, Vol. 53, Numéro 2, p. 1132-1139

"Experimental Evidence on the 'Insidious' Illiquidity Risk" (D. Besancenot, R. Vranceanu), *Research in Economics*, déc. 2014, Vol. 68, Numéro 4, p. 315-323

"Corporate profit, entrepreneurship theory and business ethics" (R. Vranceanu, R. Vranceanu), *Business Ethics: A European Review*, janv. 2014, Vol. 23, Numéro 1, p. 50-68

"Publish or Teach? Analysis of the Professor's Optimal Career Path" (F. El Ouardighi, K. Kogan, R. Vranceanu), *Journal of Economic Dynamics and Control*, déc. 2013, Vol. 37, Numéro 10, p. 1995-2009

"The Value of Lies in an Ultimatum Game with Imperfect Information" (D. Besancenot, D. Dubart, R. Vranceanu), *Journal of Economic Behavior and Organization*, sept. 2013, Vol. 93, p. 239-247

"A Note on Cooperative Strategies in Gladiators' Games" (R. Vranceanu, D. Bazin, J. Ballet), *Games*, mai 2013, Vol. 4, Numéro 2, p. 1-7

"The spending multiplier in a time of massive public debt: The Euro-area case" (R. Vranceanu, D. Besancenot), *Applied Economic Letters*, mars 2013, Vol. 20, Numéro 8, p. 758-762

"Knowledge in Economics and Economic Reform: An Analysis of Survey Data from a French Business School" (R. Vranceanu, J. Barthélemy), *Revue Economique*, nov. 2012, Vol. 63, Numéro 6, p. 1193-1208

"Trust and financial trades: Lessons from an investment game where reciprocators can hide behind probabilities" (R. Vranceanu, A. Sutan, D. Dubart), *Journal of Socio-Economics (The)*, janv. 2012, Vol. 41, Numéro 1, p. 72-78

"Le jeu des gladiateurs: Un spectacle de qualité" (J. Ballet, D. Bazin, R. Vranceanu), *Mathématiques et Sciences Humaines*, déc. 2011, Vol. 195, Numéro 3, p. 75-86

"A matching model of the academic publication market" (D. Besancenot, K. Huynh, R. Vranceanu), *Journal of Institutional and Theoretical Economics*, déc. 2011, Vol. 167, Numéro 4, p. 708-725

"Remittances as a social status signaling device" (C. Naiditch, R. Vranceanu), *Research in Economics*, sept. 2011, Vol. 65, Numéro 3, p. 305-318

"Banks' Risk Race: A Signaling Explanation" (D. Besancenot, R. Vranceanu), *International Review of Economics and Finance*, mai 2011, Vol. 20, Numéro 2, p. 784-791

"Four Myths and a Financial Crisis" (R. Vranceanu), *Thunderbird International Business Review*, mars 2011, Vol. 53, Numéro 2, p. 151-171

"Equilibrium migration with invested remittances: The EECA evidence" (C. Naiditch, R. Vranceanu), *European Journal of Political Economy*, sept. 2010, Vol. 26, Numéro , p. 454- 474

"Financial distress and bank communication policy in crisis times" (D. Besancenot, R. Vranceanu), *Romanian Journal of Economic Forecasting*, avr. 2010, Vol. 13, Numéro 1, p. 5-20

"Origines, moments critiques et conséquences de la crise financière de 2007-2009" (R. Vranceanu), *Oeconomica*, oct. 2009, Vol. 18, Numéro 2, p. 63-83

"Why business schools do so much research ? A signaling explanation" (D. Besancenot, J. Faria, R. Vranceanu), *Research Policy*, sept. 2009, Vol. 38, p. 1093-1101

"Une crise de confiance" (R. Vranceanu), *Sociétal*, mai 2009, Vol. 64, Numéro 2, p. 11-29

"The 'Read or Write' Dilemma in Academic Production: A Transatlantic Perspective" (D. Besancenot, K. Huynh, R. Vranceanu), *American Economist*, mai 2009, Vol. 53, Numéro 1, p. 75-85

"Multiple equilibria in firing game with impartial justice" (D. Besancenot, R. Vranceanu), *Labour Economics. An International Journal*, avr. 2009, Vol. 16, Numéro 2, p. 262- 271

"Strategic managerial dishonesty and financial distress" (D. Besancenot, R. Vranceanu), *Research in Economics*, févr. 2009, Vol. 63, p. 11-21

"Migrant wages, remittances and recipient labour supply in a moral hazard model" (C. Naiditch, R. Vranceanu), *Economic Systems*, févr. 2009, Numéro 33, p. 60-82

"Transferts des migrants et offre de travail dans un modèle de signalisation" (R. Vranceanu, C. Naiditch), *Revue d'Economie Politique*, nov. 2008, Vol. 118, Numéro 4, p. 513-540

"Can Incentives for Research Harm Research? A Business Schools' Tale" (D. Besancenot, R. Vranceanu), *Journal of Socio-Economics (The)*, mai 2008, Vol. 37, Numéro , p. 1248-1265

"Equilibrium (dis)honesty" (D. Besancenot, R. Vranceanu), *Journal of Economic Behavior and Organization*, sept. 2007, Vol. 64, p. 232-249

"Financial Instability under a Flexible Exchange Rate" (D. Besancenot, R. Vranceanu), *Scandinavian Journal of Economics*, août 2007, Vol. 109, Numéro 2, p. 291-302

"The ECB monetary policy: Choices and challenges" (A. Fourçans, R. Vranceanu), *Journal of Policy Modeling*, mars 2007, Vol. 29, p. 181-194

"La théorie économique au début du XXe siècle (reprise article Societal)" (R. Vranceanu), *Problèmes Economiques*, nov. 2006, Numéro 2911, p. 3-8

"La théorie économique au début du XXIe siècle" (R. Vranceanu), *Sociétal*, oct. 2006, Vol. 54, Numéro 4, p. 28-35

"Economies émergentes: de l'incompatibilité entre changes flexibles et dette en dollars" (D. Besancenot, R. Vranceanu), *Revue d'Economie Politique*, juil. 2006, Vol. 117, Numéro 4, p. 556-574

"European Defence Firms: The Information Barrier on Private Finance" (D. Besancenot, R. Vranceanu), *Defence and Peace Economics*, févr. 2006, Vol. 17, Numéro 1

"Dollar Debt in Developing Countries: Too Much of a Good Thing?" (R.

Vranceanu, D. Besancenot), *Global Economy Journal*, janv. 2006, Vol. 6, Numéro 1, p. 1-18

"The Ethical Dimension of Economic Choices" (R. Vranceanu), *Business Ethics*, avr. 2005, Vol. 14, Numéro 2

"Financial Architecture and Manager Dishonesty: Lessons from US Corporate Scandals" (R. Vranceanu), *Acta Oeconomica*, janv. 2005, Vol. 15, Numéro 1

"Quality and Price Dispersion in an Equilibrium Search Model" (R. Vranceanu, D. Besancenot), *Journal of Economics and Business*, mars 2004, Vol. 56, Numéro 2

"Default on Sustainable Public Debt: Illiquidity Suspect Convicted" (R. Vranceanu, D. Besancenot, K. Huynh), *Economics Letters*, janv. 2004, Vol. 2, Numéro 82

"The ECB Interest Rate Rule Under the Duisenberg Presidency" (A. Fourçans, R. Vranceanu), *European Journal of Political Economy*, janv. 2004, Vol. 20

"Dette publique : du risque d'insoutenabilité au risque d'illiquidité" (R. Vranceanu, D. Besancenot, K. Huynh), *Revue Economique*, juil. 2003, Vol. 54, Numéro 4

"Opening the Capital Account of Developing Countries: Some Policy Issues" (R. Vranceanu, D. Daianu, R. Vranceanu), *Acta Oeconomica*, janv. 2003, Vol. 53, Numéro 3

"Credibility Costs in the Monetary Integration Game" (R. Vranceanu, D. Besancenot), *Economics of Transition (The)*, janv. 2003, Vol. 11, Numéro 4

"Manager Honesty and Foreign Investment in Developing Countries" (R. Vranceanu, D. Besancenot), *Research in Economics*, sept. 2002, Vol. 56, Numéro 3

"Globalization and Development: New Evidence from Central and Eastern Europe" (R. Vranceanu, L. Cernat), *Comparative Economic Studies*, janv. 2002, Vol. XLIV, Numéro 4

"EMU: Optimal Fiscal Strategy and the Punishment Effectiveness" (R. Vranceanu, T. Warin), *Review of International Economics*, août 2001, Vol. 9, Numéro 3

"Pitfalls of Taxation Policy in Transition Economies" (R. Vranceanu, D. Daianu), *Acta Oeconomica*, janv. 2001, Vol. 51, Numéro 1

"Growth Patterns under Imitation in the Investment Decision" (D. Besancenot, K. Huynh), *Economic Systems*, janv. 2001, Vol. 25

"European Defence: The Cost of Partial Integration" (M. Guyot), *Defence and Peace Economics*, janv. 2001, Vol. 12, Numéro 2

"Pays de l'Est : le coût d'une candidature à l'Union Européenne Monétaire" (D. Besancenot, T. Warin), *Economie Internationale*, sept. 2000, Vol. 81, Numéro 1

"Macroeconomic Implications of Voucher Privatization in a Model with Incomplete Information" (D. Besancenot), *Journal of Policy Reform (The)*, janv. 2000, Vol. 4, Numéro 4

"Search, Price Illusion and Welfare" (D. Besancenot, G. Rocheteau), *Journal*

of *Macroeconomics*, janv. 2000, Vol. 22, Numéro 1

"A Trade Union Model with Endogeneous Militancy: Interpreting the French Case" (R. Vranceanu, D. Besancenot), *Labour Economics. An International Journal*, janv. 1999, Numéro 6

"Un modèle de privatisation généralisée avec effet de réputation" (D. Besancenot), *Revue d'Economie Politique*, janv. 1998, Vol. 108, Numéro 1

"A Model of Working Time under Utility Competition in the Labor Market" (F. Contensou), *Journal of Economics*, janv. 1998, Vol. 67, Numéro 1

"On the Dynamic Consistency of Economy-Wide Privatization : A Theoretical Approach" (D. Besancenot), *Economics Systems*, juin 1997, Vol. 21, Numéro 2

"Quelle réglementation pour le secteur de la Défense : l'expérience américaine" (M. Guyot), *Revue Française d'Economie*, janv. 1997, Vol. XII, Numéro 3

"Chômage structurel et emploi dans les économies en transition" (A. Fourcans), *Revue Française d'Economie*, mars 1996, Vol. XI, Numéro 2

"Structure de coût généralisée et horaire optimal" (R. Vranceanu, F. Contensou), *Economie et Prévision*, janv. 1996, Vol. 4, Numéro 125

"The Impact of Enterprise Reform on Labor Markets in Transitional Economies : A Multi-sector Model" (R. Vranceanu, A. Fourcans), *Economics Systems*, déc. 1995, Vol. 19, Numéro 4

"Inflation and Employment Fluctuations in Transitional Economics" (R. Vranceanu, A. Fourcans), *Journal of Public Finance and Public Choice (Economia Dell Scelte Pubbliche)*, janv. 1995, Vol. XIII, Numéro 2 et 3

"Le chômage en Roumanie" (R. Vranceanu), *Le Courrier des Pays de l'Est*, oct. 1993

Chapitres

Economic Policies and the Debt-to-GDP Constraint. In: *The Eurozone Crisis and the Future of Europe*. New York (US) : Plagrave Macmillan, D. Daianu, G. Basevi, C. D'Adda, R. Kumar. 2014, p. 60-83

Clés d'analyse de la conjoncture macroéconomique. In: *Gestion de Patrimoine. Clés et outils*. Cergy (France) : ESSEC Publishing, François Longin. 2012, p. 30-50

Migratory policy in developing countries: How to bring best people back?. In: *Post-accession Romania: Issues and Prospects* (avec D. Besancenot). Bucarest (Romania) : National Bank of Romania, Daniel Daianu. 2009, p. 113-136

Probleme economice contemporane. In: *Capitalismul incotro ? autor: Daniel Daianu*. Iasi (Roumanie) : Polirom, 2009, p. 9-13

La crise de 2007-2009: Reperer les moments critiques, evaluer les politiques. In: A. Lempereur (Ed.), *Le leadership responsable, un allié sûr contre la crise*. Paris (France) : Gualino (Lextenso), Alain Pekar Lempereur. 2009, p. 287-303

The moral layer of contemporary economics: A virtue-ethics perspective. In: M.L. Djelic & R. Vranceanu (Eds), *Moral Foundations of Management*

Knowledge. Cheltenham (UK) : Edward Elgar, Marie-Laure Djelic, Radu Vranceanu. 2007, p. 134-155

Deregulating Dishonesty: Lessons from the US Corporate Scandals. In: *Ethical Boundaries of Capitalism*. Aldershot (Grande-Bretagne) : Ashgate, Daianu D., Vranceanu R.. 2005

Weak Institutions, Fiscal Policy and Low Equilibria. In: *Beyond Transition: Development Perspectives and Dilemmas* (avec D. Daianu). Aldershot (England) : Ashgate, DABROWSKI M., SLAY B., NENEMAN J.. 2004

European Monetary Union: The Case for Fiscal Coordination. In: *Global Financial Markets at the Turn of the Century* (avec A. Fourcans). Kidlington, Oxford (Grande-Bretagne) : Pergamon, Elsevier Science, Meric I., Gulser M.. 2001

Endogeneous Corruption Risk and FDI in the Developing Countries. In: *International Public Policy and Regionalism at the Turn of the Century* (avec D. Besancenot). Amsterdam (Pays-Bas) : Pergamon, FATEMI K.. 2001

Labor Market Institutions and Social Welfare in Transitional Economies. In: *Economic Transformation in Emerging Countries* (avec A. Fourcans). Oxford (Grande-Bretagne) : Elsevier Science Ltd., CONTRACTOR F.J.. 1998

Working Papers

"Discontent with Taxes and the Timing of Taxation: Experimental Evidence" (R. Vranceanu, A. Sutton, D. Dubart). Essec Research Center, DR-1602 janv. 16.

"A Two-country Model of High Skill Migration with Public Education" (C. Naiditch, R. Vranceanu). Essec Research Center, DR-1301 janv. 13.

"The Euro Sovereign Debt Crisis and the Built-in Instability of the Euro" (R. Vranceanu). Essec Research Center, DR-1211 déc. 12.

"The Spending Multiplier in a Time of Massive Public Debt: The Euro Area Case" (R. Vranceanu, D. Besancenot). Essec Research Center, DR-1209 juil. 12.

"The Value of Lies in a 'Power-to-take' Game with Imperfect Information" (D. Besancenot, D. Dubart, R. Vranceanu). Essec Research Center, DR-1205 mars 12.

"Experimental Evidence on the 'Insidious' Illiquidity Risk" (R. Vranceanu, D. Besancenot). Essec Research Center, DR-1107 juin 11.

"Can Incentives for Research Harm Research? A Business Schools Tale" (D. Besancenot). Essec Research Center, DR-06003 févr. 06.

Autres publications

Articles de presse

"Crise financière, dette et avenir". *Le Monde.fr*, 05 sept. 2011, p. 1-2

"Pourquoi il faut renforcer la concurrence bancaire". *Les Echos*, 22 avr. 2008, p. 17-17

"US policymakers could learn from ECB". *Financial Times*, 07 avr. 2008, p.

10-10

"America exporta criza financiara". *Saptamina Financiara*, 10 sept. 2007, p. 10-10

"O furtuna financiara in luna august". *Saptamina Financiara*, 27 août 2007, p. 15-15

"Le contrat de travail unique". *Le Figaro*, 01 mars 2007, p. 14-14

"Recherche en management; quels enjeux ?". *Reflets Magazine*, 14 août 2006, p. 30-31

"La TVA à la carte". *Monde (Le)*, 26 févr. 2004

"L'impasse académique française". *Monde (Le)*, 29 nov. 2003

"Les 35 heures ou le discours sans la méthode". *Monde (Le)*, 10 oct. 2003

"Etats-Unis : une récession sans inflation ?". *Figaro (Le)*, 01 juin 2001

"Pourquoi des entreprises profitables licencient-elles ?". *Echos (Les)*, 16 mai 2001

"French in a State Over Danone Closures". *Financial Times*, 16 avr. 2001

"Les lois Aubry ou les voiles de l'économie". *Echos (Les)*, 05 juin 2000

Enseignement

Enseignement à l'ESSEC

Undergraduate courses: Macroeconomics, European Economics

Graduate courses (Master level): Short-term Economic Analysis, Labor Economics, Economic Analysis for Business

Labor Economics (Part I), PhD Programme, Economics Track

Various executive programmes - lectures on the macroeconomic outlook.

Autres activités pédagogiques

Supervisor, PhD research.

Autres activités

Affiliations et activités académiques

Chercheur au THEMA (UMR 8184) CNRS - University Cergy-Pontoise.

Since December 2015 : **member of the WES Expert Group** (Economic Analysis <http://www.cesifo-group.de/>).

Expert think-tank: **GénérationLibre** <https://www.generationlibre.eu/>

Formerly Board of Directors of the International Trade and Finance Association (US, Ohio State University): <http://www.ohio.edu/itfa>.

President Elect of the ITFA (2010-2011).

Academic membership: Association Française d'Economie Experimentale,

European Economic Association.

Supervised the PhD dissertations of Christian Ben Lakhdar, Michael Mangot, Katarzina Romaniuk, Claire Naiditch, Emmanuel Valat, Oana Peia.

Ad hoc referee for: Journal of Economic Behavior and Organization, Labour Economics, Revue d'Economie Politique, Economic Systems, Journal of Socio-Economics, Review of International Economics, Business Ethics: a European Journal, Ecology and Economics, Business and Society,...

Conseil

Series of opinion papers with Marc Guyot in La Tribune.

2001 : IER and World Bank supported project : Romanian Monetary Policy 1995-2001

2002 : IER and EU financed project: Deregulating International Movements of Capital in Romania.

2003-2004 : IER and EU financed project: "Romanian monetary policy and institutions: meeting the EU challenge". See <http://www.ier.ro/PAIS/PAIS2/En/study2.pdf>

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

2006 : Independent Expert for the European Commission and the OSB Consulting (Austria) - Peer Review on "Incentives for indefinite contracts in Spain". See: http://pdf.mutual-learning-employment.net/pdf/ES06/France%20ES_06.pdf

Expérience professionnelle

2001-2007 and 2009-2014: Dean for Research, ESSEC Business School.

Member of the Board of Directors of the ESSEC Business School 2002-2012.