



GEORG D. GRANIC

Assistant Professor

Erasmus School of Economics
Department of Applied Economics

PROFILE

Passionate researcher with 10+ years' experience in designing and carrying out randomized control trials (A-B testing).

Skilled data analyst specialized in panel-data econometrics and discrete-choice models.

Deep knowledge of the behavioral sciences and the human decision-making process.

Excellent academic educator with vast experience in teaching large-scale lectures and personal supervision of theses.

PERSONAL

Born January 9th 1984
German citizen
Married, two children

CONTACT

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HOBBIES

Family
Reading
Football
Pen & paper RPG

EDUCATION

University of Konstanz, Germany

08/2008 – 07/2013

- PhD in Quantitative Economics and Finance, graduated with highest honors (summa cum laude)

10/2003 – 07/2008

- BSc and MSc in Economics

WORK EXPERIENCE

Erasmus School of Economics – Assistant Professor

09/2015 – present

- Supervising case studies in applying insights from behavioral sciences to design scalable, low-cost solutions for private and public enterprises. Best solutions implemented by partners.
- Co-manager of a data-collection facility (+1,000 participants). Introduced new marketing strategies that increased the scope of the facility. Implemented data-protection policies to comply with new EU regulations. Produced effective teaching materials for external users.
- Designed and coordinated a course on how to gather data online using survey tools like Qualtrics or Gorilla. This course is now compulsory in the curriculum.

University of Cologne – Post-doctoral researcher

08/2013 – 08/2015

- Member of an inter-disciplinary research-unit. Organized 10 full-day workshops bringing together scientist from around the world. Coordinated common travel activities and held budget responsibility.

New York University – Visiting Post-doctoral researcher

09/2013 – 03/2014

- Established connections with internationally renowned researchers and developed new projects.

SKILLS

- Expert in designing and carrying out randomized control trials
- Rich tool-kit for advanced empirical methods
- Great organizational skills and team-player abilities
- Strong communication and presentation skills developed in academic setting
- HTML, JAVASCRIPT, PHP, MySQL, R, LATEX, STATA, OFFICE
- English (C1), German (native), Serbian (B2), Dutch (A2), French (A2)

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Academic Appendix

ACADEMIC PROFILE

I am a Behavioral Economist with a keen interest in Economic Psychology and Political Science. I am convinced that insights from related social sciences can help us bear on important economic and societal phenomena. As an experienced researcher, I have produced and published high quality research. My work has been presented at prestigious international conferences.

KEY ACHIEVEMENTS / RESULTS

ELECTIONS:

Designed and carried out field studies with +2,000 real German voters in collaboration with public partners. Established the practical feasibility of alternative voting systems.

SURVEY METHODOLOGY:

Designed and carried out online study with +1,000 participants from a US general population. Established that pay-for-performance can help reduce survey biases.

GAMBLING BEHAVIOR:

Designed and carried out online study with +400 participants from a US general population. Established that gambling behavior can be altered through careful gambling-game design.

CONSUMER BEHAVIOR:

Designed and carried out laboratory study with +100 German students. Established that past choices can create future preferences.

PUBLICATIONS (SELECTED)

- Q. Kong, **G. D. Granic**, N. Lambert, C.-P. Teo. "Judgment error in lottery play: When the hot-hand meets the gambler's fallacy", *Management Science*, in press.
- **G. D. Granic**. "The Problem of the Divided Majority: Preference Aggregation under Uncertainty", *Journal of Economic Behavior & Organization*, 133: 21-38.
- C. Alós-Ferrer, **G. D. Granic**, F. Shi, and A. K. Wagner. "Choices and preferences: Evidence from implicit choices and response times", *Journal of Experimental Social Psychology*, 48(6): 1336-1342.
- C. Alós-Ferrer and **G. D. Granic**. "Two Field Experiments on Approval Voting in Germany", *Social Choice and Welfare*, 39(1): 171-205.

CONFERENCES AND INVITED TALKS (SELECTED)

Conferences

- ESA World Meeting in Berlin (2018)
- Bayesian crowd workshop in Rotterdam (2017)
- 11th NCBEE in Oslo (2016)
- ESA European Conference in Bergen Norway (2016),
- 5th World Meeting of Game Theory Society in Maastricht (2016)
- IMEBESS in Toulouse (2015)
- 5th IDMME in Montpellier (2013)
- COST Action on Computational Social Choice in Oxford (2013)

Invited Talks

- Rotterdam School of Management (2017)
- MPI for research on collective goods Bonn (2017)
- University of Konstanz (2017)
- Humboldt University Berlin (2015)
- Erasmus School of Economics (2015)
- SEPS University of St. Gallen (2013)

AWARDS

- Best dissertation award "Airbus Group Claude Dornier" 2012/13.
- Best paper award of the 5th International Doctoral Meeting of Montpellier in Economics, Management and Finance, 2013.
- Graduate studies scholarship (Landesgraduiertenstipendium), Ministry of Culture and Education Baden-Württemberg, Germany, 2008.

REFEREEING

AER: Insights, *Economia Politica*, *European Journal of Political Economy*, *Games*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Leadership Quarterly*, *Public Choice*, *Theory and Decision*.