

João Granja

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✍ May 2025

Employment

2021 – Present **Assistant Professor**, Department of Economics, University College London

Other Appointments

2021 – Present **Research Fellow**, Institute for Fiscal Studies, London.

Education

2015 – 2021 **Ph.D., University of Pennsylvania.** Economics
Thesis title: *Empirical Analyses of Regulation and Negotiated Prices.*
Advisor: Aviv Nevo.

2013 – 2015 **M.A., Escola de Pós-Graduação em Economia – Fundação Getúlio Vargas.** Economics.

2008 – 2012 **B.A., Universidade Federal do Rio de Janeiro.** Economics

Research

Working Papers

Granja, J. (2024). Regulation and service provision in dynamic oligopoly: Evidence from mobile telecommunications.

Granja, J., & Forte, G. (2024). Recursivity and the estimation of dynamic games with continuous controls.

Granja, J. (2018). Retailers' product portfolios and negotiated wholesale prices.

Work in Progress

Granja, J., & Pavlov, V. (2024). Testing competing bargaining models.

Teaching

Spring 2025	Research Methods (MSc), University College London.
Spring 2022-2024	Topics in Industrial Economics (BSc), University College London.
Summer 2021-2024	Maths and Stats course for incoming MSc students, University College London.
Summer 2018, 2019	Undergraduate Game Theory, University of Pennsylvania.
Teaching Assistant	Graduate Empirical Industrial Organization, Graduate Microeconomic Theory, Graduate Real Analysis, MBA People Analytics, Undergraduate Microeconometrics, Undergraduate Game Theory, Undergraduate Econometrics, Undergraduate Macroeconomic Theory.

Seminars and Conference Presentations

2025, (*) scheduled	Toulouse School of Economics, Competition and Markets Authority (*), World Congress of the Econometric Society (*)
2024, (*) scheduled	Bristol IO Workshop, Workshop on Econometrics and Models of Strategic Interaction, CEMFI, EARIE, Cambridge Judge Business School, Amazon London.
2023	Paris-Dauphine, IIOC, EARIE, European Summer Meeting of the Econometric Society, PUC-Rio, Insper, São Paulo School of Economics, FGV-EPGE.
2022	ANATEL, Ofcom, EIEF 5th Rome Junior Conference on Applied Microeconomics, London School of Economics
2021	Berkeley Haas (Marketing), University College London, Sciences Po, Paris School of Economics, Pennsylvania State University, Carlos III, PUC-Rio, Católica Lisbon, ES-SEC Business School, Harvard Business School (Strategy), HEC Paris, Brazilian Society of Econometrics Applied Seminar, Michigan, Imperial College Business School, Federal Communications Commission, Oxford, International Industrial Organization Conference, Econometric Society European Summer Meeting, EARIE.

Grants and Awards

2022	UCL Stone Centre Research Support Grant, for <i>Reaching Underserved Areas Through Subsidy Auctions: The Case of Fast Internet in the U.S.</i> William Polk Carey Prize for the Outstanding Economics Dissertation in 2021 (University of Pennsylvania, Department of Economics)
2021	IIOC Best Rising Star Paper Prize
2019	Hiram C. Haney Fellowship Award in Economics
2015-2016	University Fellowship, University of Pennsylvania
2013-2014	CAPES Fellowship for Master's Studies in Economics

Professional Service

Conference Organization

Scientific Committee European Association of Young Economists (EAYE) Annual Meeting 2024, 2025
Scientific Committee 43rd Annual Meeting of the Brazilian Econometric Society

Refereeing

American Economic Review, RAND Journal of Economics, International Journal of Industrial Organization