

Dr. Andreas Graefe

Curriculum Vitae

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I. CURRICULUM VITAE

A. PERSONAL INFORMATION

First and family name: Andreas Graefe

Email: graefe.andreas@gmail.com

Web: www.andreas-graefe.org

B. EDUCATION

2009 Doctorate in Economics (summa cum laude), Department of Economics and Management, University of Karlsruhe (now Karlsruhe Institute of Technology), Germany

2005 Diploma* in Economics, University of Regensburg, Germany

2004 Diploma* in Information Systems, University of Regensburg, Germany

09/2001-08/2002 ERASMUS year at the University of Zurich, Switzerland

* German equivalent to a Master's degree

C. CURRENT POSITION

Since 07/2015 Tow Fellow, Tow Center for Digital Journalism, Columbia Journalism School, Columbia University, New York City, NY, USA

Since 12/2015 Sky Professor Customer Relationship Management, Macromedia University, Munich, Germany

12/2015-10/2016 Research Fellow, Center for Advanced Studies & Department of Communication Studies and Media Research, LMU Munich, Germany

D. PREVIOUS RESEARCH POSITIONS

12/2011-11/2015 LMU Research Fellow, Center for Advanced Studies & Department of Communication Studies and Media Research, LMU Munich, Germany

06/2009-07/2010 Post-doctoral researcher, Institute for Technology Assessment and Systems Analysis, Karlsruhe Institute of Technology, Germany

01/2006-05/2009 Researcher, Institute for Technology Assessment and Systems Analysis, Helmholtz Center Karlsruhe (now Karlsruhe Institute of Technology), Germany

01/2006-05/2009 Doctoral student, Institute of Information Systems and Marketing, University of Karlsruhe (now Karlsruhe Institute of Technology), Germany

E. VISITING SCHOLAR POSITIONS

02/2015-04/2015 Columbia University, Blinken European Institute (invited by Andrew Gelman), New York City, NY, USA

01/2008-12/2009 University of Pennsylvania, Wharton Business School (invited by J. Scott Armstrong), Philadelphia, PA, USA

F. FURTHER TRAINING (SUMMER SCHOOLS)

07/2012 International Summer School in Political Communication and Electoral Behavior, Department of Social & Political Studies, University of Milan.

07/2009 Summer Institute on Bounded Rationality (directed by Gerd Gigerenzer),
Max Planck Institute for Human Development, Berlin.

G. INDUSTRY EXPERIENCE

03/2011-11/2011 Head of CRM Resource Management, Sky Deutschland, Munich
 08/2010-02/2011 Senior Manager Forecasting & Planning, Sky Deutschland, Munich
 2000-2004 Intern and student trainee for SiemensVDO, Siemens IT Solutions and
Services, Porsche AG, and Consulting Group Munich

H. LEADERSHIP EXPERIENCE

Academia Creator and speaker of the research focus "Forecasting Politics" at LMU's
Center for Advanced Studies (10/2012-9/2014)
Project leader, PollyVote.com project (since 2008)
 Industry Department Head, CRM Resource Management, Sky Deutschland, Munich

I. FELLOWSHIPS, AWARDS, GRANTS

Since 2015 Tow Fellow, Tow Center for Digital Journalism, Columbia Journalism School,
Columbia University, New York City, NY, USA
 2011-2015 LMUexcellent Research Fellowship, Center for Advanced Studies, LMU
 2009-2015 Travel grants (American Association for Public Opinion Research; DAAD –
German Academic Exchange Service; International Institute of Forecasters;
Max Planck Institute for Human Development; Universities of Bern,
Budapest, Lausanne, and Milan)
 2008 Foreign exchange scholarship, Karlsruhe House of Young Scientists
 2003 Fellow, TOPAZ, the Siemens student program

J. RESEARCH PROJECTS

11/2015-10/2016 Project leader, Data-driven Campaign Coverage, funded by the Volkswagen
Foundation.
 01/2016-11/2016 Project leader, Computational Campaign Coverage, funded by the Tow
Center for Digital Journalism, Columbia Journalism School, Columbia
University, New York City, NY, USA
 Since 2015 External partner for ITAS/KIT in the *ABIDA (Assessing Big Data)* project,
funded by the German Federal Ministry of Education and Research
 Since 2014 Project collaborator, *Computational Journalism* (with LMU Professors Hans-
Bernd Brosius and Thomas Hess), currently no outside funding
 Since 2008 Project leader, *PollyVote: Election forecasting*, no outside funding
 12/2011-11/2015 Project leader, *Forecasting and Decision Making*, LMU Research Fellowship,
Funded by LMUexcellent, LMU Munich
 04/2013-09/2014 Project leader, *Forecasting Politics*, Research Focus, Funded by the Center for
Advanced Studies, LMU Munich
 01/2007-03/2008 Project collaborator, *EPIS: European Perspectives on Information Society*,
Funded by JRC, European Commission
 01/2006-10/2008 Project collaborator, *PerCoMed: Pervasive Computing in Networked Medical
Care*, Funded by the German Federal Ministry of Education and Research

K. ACADEMIC SERVICE

Associate Editor	Journal of Business Research (since 2011) Foresight – The Journal of Applied Forecasting (since 2010)
Ad-hoc reviewer	Management Science, International Journal of Forecasting, Technological Forecasting and Social Change, Futures, Journal of Behavioral Decision Making, Leadership Quarterly, Public Opinion Quarterly, Journal of Elections, Public Opinion and Parties, Electoral Studies
Mentor	Ment15, Mentoring program of the Faculty of Social Sciences for female Master and Doctoral students, LMU Munich
Contributor	USAPP Blog on American Politics and Policy, London School of Economics and Political Science

L. ORGANIZATION OF SCIENTIFIC MEETINGS

Conference	Organizer and host of a international conference on the 2013 German federal election, Center for Advanced Studies, LMU Munich, Germany, June 2014
Workshop	Organizer and host of a workshop on election forecasting at the Center for Advanced Studies, LMU Munich, July 2013
Conference sessions	(Co-)Organizer of several sessions / panels at international conferences: <ul style="list-style-type: none"> - <i>Pushed into chambers? Prioritization and personalization of online information and its effects on public opinion formation</i> (with Mario Haim), Annual Meeting of the International Communication Association, 2016 - <i>Who will win? The media's role in the formation of electoral expectations</i> (with Thomas Zerback), Annual Meeting of the International Communication Association, 2015 - <i>The Golden Rule of Forecasting: Conservatism, a unifying theory</i> (with Scott Armstrong and Kesten Green), International Symposium on Forecasting, 2014 - <i>The PollyVote: Progress and Plans</i> (with Alfred Cuzán, Randall Jones, and Scott Armstrong), Annual Meeting of the American Political Science Association (APSA), 2013 - <i>Election forecasting</i>, International Symposium on Forecasting, 2012 - <i>Index method</i>, International Symposium on Forecasting, 2011 - <i>Prediction markets</i> (with Clemens van Dinther), 7th Workshop on e-Business, WeB 2008

M. DEPARTMENT FUNCTIONS

Speaker	Doctoral students, Institute for Technology Assessment and Systems Analysis, Karlsruhe Institute of Technology, 2007
Instructor	Instructor for research interns, LMU Munich

N. SELECTED MEDIA COVERAGE

Newspapers	Süddeutsche Zeitung
Magazines	SZ Wissen, Gehirn und Geist, New Scientist
Radio	Bayern 2 (Magazin IQ – Wissenschaft und Forschung)
TV	Bayerisches Fernsehen (Abendschau), Sat 1 (Planetopia)

O. LANGUAGE SKILLS

German	Mother tongue
English	Fluent in spoken and written

II. PUBLICATIONS

A. STATISTICAL SUMMARY

Publication type	#	Authorship	#
Peer-reviewed journal articles	30	Single author	13
(Thereof in SCI/SSCI journals)	(19)	Co-author	27
Editor-reviewed journal articles	4	(thereof lead author)	(15)
Book chapters	4		
Encyclopedia entries	2		
Monographs	2		
Total number of publications	41		

Interdisciplinary impact of my research (subject categories of ISI journals that published my work):	
SSCI	Political Science, Social Sciences (Interdisciplinary), Communication, Business, Economics, Management, Planning & Development, Psychology (Applied)
SCI	Computer Science (Information Systems), Engineering (Electrical & Electronic), Medical informatics, Telecommunications

B. PEER-REVIEWED

1. Armstrong, J. S., Du, R., Green, K. C., & Graefe, A. (2016). Predictive validity of evidence-based persuasion principles: An application of the index method. *European Journal of Marketing* (forthcoming).
2. Green, K. C., Armstrong, J. S., Du, R., & Graefe, A. (2016). Persuasion principles index: Ready for pretesting advertisements. *European Journal of Marketing* (forthcoming).
3. Graefe, A. (2015). Improving forecasts using equally weighted predictors. *Journal of Business Research*, 68(8), 1792-1799.
4. Graefe, A. (2015). German election forecasting: Comparing and combining methods for 2013, *German Politics*, 24(2), 195-204.
5. Graefe, A. (2015). Accuracy gains of adding vote expectation surveys to a combined forecast of US presidential election outcomes. *Research & Politics*, 2(1), 1-5.
6. Graefe, A., Küchenhoff, H., Stierle, V. & Riedl, B. (2015). Limitations of ensemble Bayesian model averaging for forecasting social science problems, *International Journal of Forecasting*, 31(3), 943-951.
7. Armstrong, J. S., Green, K. C., & Graefe, A. (2015). Golden Rule of Forecasting: Be conservative. *Journal of Business Research*, 68(8), 1717-1731.
8. Armstrong, J. S., Green, K. C., & Graefe, A. (2015). Golden Rule of Forecasting rearticulated: Forecast unto others as you would have them forecast unto you. *Journal of Business Research*, 68(8), 1768-1771.
9. Graefe, A. (2014). Accuracy of vote expectation surveys in forecasting elections. *Public Opinion Quarterly* 78(S1), 204-232.
10. Graefe, A., & Armstrong, J. S. (2014). Forecasts of the 2012 U.S. presidential election based on candidates' perceived competence in handling the most important issue. *Political Science Research and Methods*, 2(1), 141-149.

11. Graefe, A., Armstrong, J. S., Jones, R. J. J., & Cuzán, A. G. (2014). Combining forecasts: An application to elections. *International Journal of Forecasting*, 30(1), 43-54.
12. Graefe, A., Armstrong, J. S., Jones, R. J. J., & Cuzán, A. G. (2014). Accuracy of combined forecasts for the 2012 Presidential Elections: The PollyVote. *PS: Political Science & Politics*, 47(2), 427-431.
13. Graefe, A. (2013). Issue and leader voting in U.S. presidential elections. *Electoral Studies*, 32(4), 644-657.
14. Graefe, A., & Armstrong, J. S. (2013). Forecasting elections from voters' perceptions of candidates' ability to handle issues. *Journal of Behavioral Decision Making*, 26(3), 295-303.
15. Graefe, A., Armstrong, J. S., Jones, R. J. J., & Cuzán, A. G. (2013). Combined forecasts of the 2012 election: The PollyVote. *Foresight - The International Journal of Applied Forecasting*, 2013(28), 50-51.
16. Graefe, A., & Armstrong, J. S. (2012). Predicting elections from the most important issue: A test of the take-the-best heuristic. *Journal of Behavioral Decision Making*, 25(1), 41-48.
17. Graefe, A., Jones, R. J. J., Armstrong, J. S., & Cuzán, A. G. (2012). The PollyVote's Year-Ahead Forecast of the 2012 US Presidential Election. *Foresight: The International Journal of Applied Forecasting*, 2012(24), 13-14.
18. Graefe, A., & Armstrong, J. S. (2011). Conditions under which index models are useful: Reply to bio-index commentaries. *Journal of Business Research*, 64(7), 693-695.
19. Graefe, A., & Armstrong, J. S. (2011). Comparing face-to-face meetings, nominal groups, Delphi and prediction markets on an estimation task. *International Journal of Forecasting*, 27(1), 183-195.
20. Armstrong, J. S., & Graefe, A. (2011). Predicting elections from biographical information about candidates: A test of the index method. *Journal of Business Research*, 64(7), 699-706.
21. Graefe, A. (2010). Are prediction markets more accurate than simple surveys? *Foresight - The International Journal of Applied Forecasting*, 2010(19), 39-43.
22. Graefe, A. (2010). Prediction markets for forecasting drug development. *Foresight - The International Journal of Applied Forecasting*, 2010(17), 8-12.
23. Graefe, A., Luckner, S., & Weinhardt, C. (2010). Prediction markets for foresight. *Futures*, 42(4), 394-404.
24. Orwat, C., Rashid, A., Holtmann, C., Wolk, M., Scheermesser, M., Kosow, H., & Graefe, A. (2010). Adopting pervasive computing for routine use in healthcare. *Pervasive Computing, IEEE*, 9(2), 64-71.
25. Graefe, A., Armstrong, J. S., Cuzán, A. G., & Jones, R. J. J. (2009). Combined forecasts of the 2008 election: The Pollyvote. *Foresight: The International Journal of Applied Forecasting*, 2009(12), 41-42.
26. Graefe, A. (2008). Prediction markets - Defining events and motivating participation. *Foresight - The International Journal of Applied Forecasting*, 2008(9), 30-32.
27. Graefe, A., & Weinhardt, C. (2008). Long-term forecasting with prediction markets. A field experiment on applicability and expert confidence. *Journal of Prediction Markets*, 2(2), 71-91.
28. Orwat, C., Graefe, A., & Faulwasser, T. (2008). Towards pervasive computing in health care – A literature review. *BMC Medical Informatics and Decision Making*, 8(26), 1-18.
29. Graefe, A., & Orwat, C. (2007). Prediction Markets as a Mechanism for Public Engagement? A First Classification and Open Questions. *International Journal of Technology, Knowledge and Society*, 3(4), 137-142.

30. Green, K. C., Armstrong, J. S., & Graefe, A. (2007). Methods to elicit forecasts from groups: Delphi and prediction markets compared. *Foresight: The International Journal of Applied Forecasting*, 2007(8), 17-20.

C. EDITOR-REVIEWED

1. Berger, M., Haim, M., Graefe, A., Brosius, H.-B., & Hess, T. (2015). Aktuelles Stichwort: Computational Journalism. *Medienwirtschaft*, 12(1), 20-23.
2. Graefe, A., Orwat, C., & Faulwasser, T. (2008). Der Umgang mit Barrieren bei der Einführung von Pervasive Computing. *Technikfolgenabschätzung – Theorie und Praxis*, 17(1), 13-19.
3. Graefe, A. (2007). Folgenabschätzung durch Prognosemärkte. *Technikfolgenabschätzung – Theorie und Praxis*, 16(2), 66-73.
4. Graefe, A., Griewing, B., Holtmann, C., Rashid, A., & Scheermesser, M. (2006). Pervasive Computing im Gesundheitswesen: Technologische, gesellschaftliche und medizin-ökonomische Zusammenhänge. *Krankenhaus IT-Journal*, 2006(2), 44-47.

D. BOOK CHAPTERS

1. Graefe, A. (2015). Political markets. To appear in: K. Arzheimer, J. Evans & M. S. Lewis-Beck (Eds.): *Handbook on Electoral Behavior*, Sage.
2. Graefe, A. (2011). Prediction market accuracy for business forecasting. In L. Vaughan Williams (Ed.), *Prediction Markets* (pp. 87-95). New York: Routledge.
3. Graefe, A. (2007). Forecasting mit Prognosemärkten. In A. Bora, S. Bröchler & M. Decker (Eds.), *Technology Assessment in der Weltgesellschaft* (pp. 439-444). Berlin: Edition Sigma.
4. Holtmann, C., Rashid, A., Graefe, A., Griewing, B., & Weinhardt, C. (2006). Time is brain. Analyse der Rettungskette im Schlaganfall. In T. Eymann & A. Koop (Eds.), *Proceedings zum 5. Workshop der GMDS Arbeitsgruppe Mobiles Computing in der Medizin* (pp. 52-67). Frankfurt: Shaker.

E. ENCYCLOPEDIA ENTRIES

1. Graefe, A., Green, K. C., & Armstrong, J. S. (2013). Forecasting. In S. I. Gass & M. C. Fu (Eds.), *Encyclopedia of Operations Research and Management Science* (3 ed., pp. 539-604). New York: Springer.
2. Green, K. C., Graefe, A., & Armstrong, J. S. (2011). Forecasting principles. In M. Lovric (Ed.), *International Encyclopedia of Statistical Science* (pp. 527-534). Berlin: Springer.

F. MONOGRAPHS

1. Graefe, A. (2016). *Guide to Automated Journalism*. Tow Center for Digital Journalism, Columbia Journalism School, New York City.
2. Graefe, A. (2009). *Prediction Markets versus Alternative Methods. Empirical Tests of Accuracy and Acceptability*. Doctoral dissertation, University of Karlsruhe.

G. DATASETS

1. Graefe, A. (2015). Replication data for: German election forecasting: Comparing and combining methods for 2013, Harvard Dataverse Network.
<http://dx.doi.org/10.7910/DVN/GERMANPOLLYVOTE2013>
2. Graefe, A. (2014). Replication data for: Accuracy gains of adding vote expectation surveys to a combined forecast of US presidential election outcomes, Harvard Dataverse Network.
<http://dx.doi.org/10.7910/DVN/27967>

3. Graefe, A. (2014). *Replication data for: Limitations of Ensemble Bayesian Model Averaging for forecasting social science problems*, Harvard Dataverse Network. <http://dx.doi.org/10.7910/DVN/EBMA>.
4. Graefe, A. (2014). *Replication data for: Combining forecasts: An application to elections*. Harvard Dataverse Network. <http://dx.doi.org/10.7910/DVN/23184>.
5. Graefe, A. (2013). *Replication data for: Accuracy of vote expectation surveys in forecasting elections*, Harvard Dataverse Network. <http://dx.doi.org/10.7910/DVN/VOTEEXPECTATIONSURVEYS>.
6. Graefe, A. (2013). *Replication data for: Improving forecasts using equally weighted predictors*. Harvard Dataverse Network. <http://dx.doi.org/10.7910/DVN/EQUALWEIGHTS>.
7. Graefe, A. (2013). *Replication data for: Accuracy of combined forecasts for the 2012 Presidential Election: The PollyVote*. Harvard Dataverse Network. <http://dx.doi.org/10.7910/DVN/POLLYVOTE2012>.

III. TALKS

A. INVITED TALKS

1. Graefe, A. (2016). *Automated journalism*. The Transition to Digital Journalism, Italian Cultural Institute, Palais des Beaux-Arts, Brussels, Belgium, February 24, 2016.
2. Graefe, A. (2016). *Can a robot do my job? Understanding the growing trends in the world of computational journalism*. International Journalism Festival, Perugia, Italy, April 6-10, 2016.
3. Graefe, A. (2016). *Guide to automated journalism*. Associated Press, New York City, January 7th.
4. Graefe, A. (2015). *Smart Services und CRM. Zukunft verstehen*. Literaturhaus München, Einführung der Sky Stiftungsprofessur CRM an der Hochschule Macromedia, 15 October, 2015.
5. Graefe, A. & Haim, M. (2015). *Achtung, automatisierter Artikel!* Medientage München, 22 October, 2015.
6. Graefe, A. (2014). *Accuracy of vote expectation surveys in forecasting elections*, American Association for Public Opinion Research, Washington DC, USA
7. Graefe, A. (2013). *Status quo in election forecasting*, Bavarian Ministry of the Interior, Munich.
8. Graefe, A. (2013). *The PollyVote project for forecasting elections – Lessons learned and future plans*, University of Bern.
9. Graefe, A. (2012). *Who will win the U.S. presidential election? The forecast of PollyVote.com*, Center for Advanced Studies, LMU Munich.
10. Graefe, A., Armstrong, J. S., Jones, R. J. J., & Cuzán, A. G. (2010). *Combining forecasts for forecasting U.S. presidential elections*. Conference on Expert Knowledge, Prediction, Forecasting: A Social Science Perspective, University of Bucharest, Romania.
11. Graefe, A., & Armstrong, J. S. (2010). *Forecasting elections from voters perceptions of candidates' positions on issues*. Conference on Expert Knowledge, Prediction, Forecasting: A Social Science Perspective, University of Bucharest, Romania.
12. Weinhardt, C., & Graefe, A. (2009). *Konjunkturprognosebörse – Ein Baustein kombinierter Prognosen*. Workshop "Neue Verfahren der Kurzfristprognose", Federal Ministry of Economics and Technology (BMWi), Berlin.
13. Graefe, A., & Armstrong, J. S. (2009). *Predicting elections from biographical information about candidates*. Symposium on Leadership and Individual Differences, University of Lausanne.
14. Graefe, A. (2009). *Methoden für Wahlvorhersagen – Das PollyVote Projekt zur Vorhersage der U.S. Präsidentschaftswahlen*. "Young Talents - Science and Music" Lecture Series, Helmholtz Center Karlsruhe.
15. Graefe, A. (2008). *Harnessing collective knowledge – Use Markets to improve your forecasts*. Forecasting Summit, Boston.
16. Graefe, A. (2008). *PollyVote – Forecasting the US Presidential Election*. Opening ceremony for the "Karlsruhe House of Young Scientists", Karlsruhe Institute of Technology.
17. Graefe, A. (2007). *Technologische Innovationen in der medizinischen Versorgung. Wo stehen wir? Wohin geht die Reise?* MedicaMedia, Düsseldorf.

B. CONFERENCE PRESENTATIONS

1. Graefe, A., Haim, M., Hartmann, B. & Brosius, H-B. (2015). *Perception of Automated Computer-Generated News: Credibility, Expertise, and Readability*, Dubrovnik Media Days.
2. Haim, M., Goodwin, B. & Graefe, A. (2015). *A classification of technological advances in journalism*, IAMCR, Montreal.

3. Graefe, A. (2015). *German election forecasting: Comparing and combining methods for 2013*. Jahrestagung der Sektion Methoden der Deutschen Vereinigung für Politikwissenschaft, Kassel.
4. Oechslein, O., Haim, M., Graefe, A., Hess, T., Brosius, H.-B. & Koslow, A. (2015). *The digitization of news aggregation: Experimental evidence on intention to use and willingness to pay for personalized news aggregators*, Proceedings of the 48th Hawaii International Conference on System Sciences, IEEE Computer Society, 4181-4190.
5. Graefe, A., Küchenhoff, H., Stierle V. & Riedl, B. (2014). *Combining Forecasts: Evidence on the relative accuracy of the simple average and Bayesian Model Averaging for predicting social science problems*. ECPR General Conference, Glasgow.
6. Graefe, A., (2014). *Naïve models for forecasting U.S. presidential elections: Thirty years later*. APSA Annual Meeting, Washington, D.C.
7. Graefe, A., Armstrong, J. S., & Green, K. C. (2014). *Improving U.S. presidential election forecasts: A test of the Golden Rule of Forecasting*. APSA Annual Meeting, Washington, D.C.
8. Armstrong, J. S., Green, K. C., & Graefe, A. (2014). *Golden Rule of Forecasting: Be conservative*. International Symposium on Forecasting, Rotterdam.
9. Armstrong, J. S., Rui, D., Green, K. C., & Graefe, A. (2014). *Predictive validity of evidence-based advertising principles*. International Symposium on Forecasting, Rotterdam.
10. Graefe, A., Küchenhoff, H., Stierle V. & Riedl, B. (2014). *Combining Forecasts: Evidence on the relative accuracy of the simple average and Bayesian Model Averaging for predicting social science problems*. International Symposium on Forecasting, Rotterdam.
11. Armstrong, J. S., Rui, D., Green, K. C., & Graefe, A. (2014). *Predictive validity of evidence-based advertising principles*. Annual Meeting of the International Communication Association, Seattle.
12. Graefe, A. (2014). *Predictive validity of evidence-based advertising principles: An application of the index method*. SPSA Annual Conference, New Orleans.
13. Graefe, A. (2014). *Improving forecasts using equally weighted predictors*. SPSA Annual Conference, New Orleans.
14. Graefe, A., Jacquart, P., & Poutvaara, P. (2013). *A face for politics*. International Symposium on Forecasting, Seoul.
15. Graefe, A., & Haas, A. (2013). *The value of aggregate online search behavior for forecasting and decision-making*. Annual Meeting of the International Communication Association, London.
16. Graefe, A. (2013). *Issue and leader voting in U.S. presidential elections*. SPSA Annual Conference, Orlando.
17. Graefe, A. (2013). *Issue and leader voting in U.S. presidential elections*. Annual Meeting of the International Communication Association, London.
18. Graefe, A. (2013). *Accuracy of vote expectation surveys in forecasting elections*. Annual Meeting of the International Communication Association, London.
19. Graefe, A. (2013). *Accuracy of vote expectation surveys in forecasting elections*. International Symposium on Forecasting, Seoul.
20. Graefe, A. (2013). *Accuracy of vote expectation surveys in forecasting elections*. APSA Annual Meeting, Chicago.
21. Armstrong, J. S., Green, K. C., & Graefe, A. (2013). *Golden rule of forecasting*. International Symposium on Forecasting, Seoul.
22. Armstrong, J. S., & Graefe, A. (2013). *Index models for advising candidates: Status quo and future plans*. APSA Annual Meeting, Chicago.

23. Graefe, A., & Armstrong, J. S. (2012). *Issue and leader voting in U.S. presidential elections*. International Symposium on Forecasting, Boston.
24. Graefe, A. (2012). *Personality and the vote in U.S. presidential elections*. 3rd International Summer School on Political Communication and Electoral Behavior, Milan.
25. Graefe, A., & Armstrong, J. S. (2011). *Who should be nominated to run in the 2012 presidential election? Long-term forecasts based on candidates' biographies*. APSA Annual Meeting, Seattle.
26. Cuzán, A. G., Graefe, A., Armstrong, J. S., & Jones, R. J. J. (2011). *Combining within and across methods for greater accuracy in presidential elections forecasting*. APSA Annual Meeting, Seattle.
27. Armstrong, J. S., Graefe, A., & Patnaik, S. (2011). *Predicting the effectiveness of advertisements: A validation test of the index method*. International Symposium on Forecasting, Prague.
28. Graefe, A. (2008). *Can you beat the market? Accuracy of individual and group post-prediction market judgments*. INFORMS Annual Meeting, Washington, DC.
29. Graefe, A., & Weinhardt, C. (2007). *Aspects of information aggregation – A comparison of the Delphi method and prediction markets*. International Symposium on Forecasting, New York.
30. Graefe, A., & Orwat, C. (2007). *Information markets: An auspicious web-based technology for participatory decision-making*. International Conference on Technology, Knowledge and Society, Cambridge, UK.
31. Graefe, A., Luckner, S., & Weinhardt, C. (2007). *Using markets to forecast the future*. International Conference on Organisational Foresight: Learning the Future Faster, Glasgow.
32. Graefe, A., Rashid, A., & Scheermesser, M. (2006). *Einflüsse von aktuellen Trends und Stakeholderinteressen auf die Verbreitung von Pervasive Computing im Gesundheitswesen. Eine interdisziplinäre Betrachtung*. Jahrestagung der Deutschen Gesellschaft für Medizinische Informatik, Biometrie und Epidemiologie, Leipzig.
33. Graefe, A. (2006). *Information markets as a participatory method for technology assessment*. NTA2 – Second conference of the TA Network: Technology Assessment in World Society, Berlin.