

Brian Gabriel Pustilnik

CONTACT INFORMATION

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Citizenship: Argentina and Poland

UCLA PLACEMENT INFORMATION

Placement Director:

Professor Lee Ohanian
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Placement Coordinators:

Chiara Paz and Pichaya Kositsawat
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Doctoral Studies

University of California Los Angeles (UCLA)
PhD Economics, Expected completion June 2022
Fields: International Trade and Industrial Organization

DISSERTATION COMMITTEE AND REFERENCES

Professor Pablo Fajgelbaum

Princeton Department of Economics
pfajgelb@princeton.edu

Professor Ariel Burstein

UCLA Department of Economics
arielb@econ.ucla.edu

Professor Jonathan Vogel

UCLA Department of Economics
jvogel@econ.ucla.edu

Prior Education

University of California Los Angeles (UCLA)
M.A. in Economics, December 2017
Universidad Torcuato Di Tella, Buenos Aires
Graduate Program in Economics, December 2015
B.A. in Economics, August 2014

Relevant Positions

University of California Los Angeles (UCLA)
Research Assistant with Prof. Pablo Fajgelbaum, August 2018 – June 2021
Research Assistant with Prof. Natalie Bau, Summer 2018 and Summer 2020

Princeton University

Research Assistant with Prof. Pablo Fajgelbaum, Summer 2021

Banco de Mexico

Summer visiting scholar, Summer 2019

Teaching Experience

University of California Los Angeles (UCLA), 2017-Present
Graduate Level International Macroeconomics, teaching assistant
Principles of Microeconomics, teaching assistant
Principles of Macroeconomics, teaching assistant
International Trade, teaching assistant

Money and Banking, teaching assistant
Investments, teaching assistant

Universidad Torcuato Di Tella, Buenos Aires, 2014-2016

Introduction to Statistical Inference, instructor
Money and Banking, teaching assistant
Graduate Level Macroeconomics, teaching assistant

**Languages
and Skills**

Spanish (Native), English (Proficient)
Proficient in Stata, Matlab and R

**Research
Papers**

“Trade Policy on a Buyer-Seller Network” (Job Market Paper)

What are the effects of trade policy (i.e. tariffs) on prices and allocations? For the US-China trade war, an important aspect to measure the impact of tariffs on US consumption was to account how imported goods from China were replaced with goods imported from other countries (Nicita 2019, Bekkers and Schroeter 2020). In this paper, I argue that multinational production is an important driver of this substitution across origins. Therefore, I ask the question of how important the network of connections of importing firms with multinational suppliers is for the impact of trade policy on prices. I study the case of an antidumping duty imposed by Colombia on the imports of Chinese truck tires. This industry features both multinational and single-origin suppliers, which allows me to identify how different connections condition the substitution. Due to the policy, the imports of Chinese tires were replaced with tires from other countries and the average price for imported tires increased by 9%. Using a quantitative trade model, I find that under a counterfactual network without multinational suppliers, the price increase would have been 17% because of lower substitution. Therefore, a policy relevant lesson is that ignoring the network structure could lead to sizable biases for the prediction of the price effects of tariffs.

“Export Dynamics and Market Exploration: Evidence from Mexican Exporters”

This paper explores the dynamics of Mexican exporters upon entry to foreign markets. I document a decline in average growth and failure rates as firms enter new export destinations. These patterns reflect that in their initial set of destinations, exporters adjust their sales more than they do in subsequent markets. I develop a model of multi-market demand learning that rationalizes this behavior through knowledge accumulation and the delay in expansion to new destinations. Under the assumption that knowledge can be carried over destinations according to their market similarity, a trade-off arises. A larger number of destinations targeted upon entry can provide firms with a faster understanding of foreign market conditions. However, such strategies might be prohibitively expensive to some exporters. Therefore, few initial destinations might be used by exporters to “test the grounds” for subsequent similar markets. The patterns of entry and market similarities between destinations in the data suggest the possibility that a learning mechanism is an underlying part of the dynamics that we observe.