

# Inga Heiland

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## Education

2011 to present

Ph.D. in Economics, University of Munich and Ifo Institute, Munich

Thesis Title: *Five Essays on International Trade, Factor Flows, and the Gains from Globalization*

Graduation Date: November 2016

2009–2011

M.Sc. in International Economics and Finance, University of Tuebingen

2010–2011

Academic exchange, University of Missouri, Columbia

2006–2009

B.Sc. in International Economics, University of Tuebingen

## Research Interests

International Economics and Finance

## References

### **Prof. Gabriel Felbermayr, PhD**

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### **Prof. Wolfgang Keller**

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### **Prof. Dr. Wilhelm Kohler**

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## Working Papers

### *Global Risk Sharing Through Trade in Goods and Assets, **Job Market Paper***

Firms facing uncertain demand at the time of production expose their shareholders to volatile returns. Risk-averse investors trading multiple assets will favor stocks that tend to yield high returns in bad times, that is, when marginal utility of consumption is high. In this paper, I develop a firm-level gravity model of trade with risk-averse investors to show that firms seeking to maximize their present values will take into account that shareholders discount expected profits depending on the correlation with their expected marginal utility of consumption. The model predicts that, ceteris paribus, firms sell more to markets where profits covary less with the income of their investors. To test this prediction, I use data on stock returns to estimate correlations between demand growth in export markets and expected marginal utility growth of U.S. investors. I then show that the covariance pattern is reflected in the pattern of U.S. exports across destination markets and time within narrowly defined product-level categories. I conclude that by maximizing shareholder value, exporters are actively engaged in global risk sharing.

### *Heterogeneous Workers, Trade, and Migration (w/ Wilhelm Kohler)*

We introduce horizontal skill differentiation among workers into a standard monopolistic competition model of trade. We show that with a non-convex technology this leads to monopsony power on the labor market as well as to endogenous average productivity through matching of workers to firms with different skill requirements. We assume translog preferences and a "labor only" technology, and we focus on a symmetric equilibrium. Trade induces firm exit, thus aggravating the wage distortion from monopsony power on the labor market as well as lowering the average quality of matches between firms and workers. The gains from trade theorem survives, but welfare is non-monotonic in the level of real trade costs and trade increases wage inequality. Opening borders to international migration leads to two-way migration between similar countries. Migration leads to firm entry and an increase in the average quality of matches between firms, with an ambiguous effect on wage inequality. A "trade-cum migration" equilibrium is welfare-superior to a "free trade only" equilibrium, and welfare is monotonically increasing with lower real migration costs.

### *Where's the Value Added? Trade Liberalization and Production Networks (w/ Rahel Aichele)*

CESifo Working Paper No. 6062, 2016

### *Going Deep: The Trade and Welfare Effects of TTIP Revised (w/ Rahel Aichele and Gabriel Felbermayr)*

ifo Working Paper No. 219, 2016

### *Export Market Risk and the Role of State Credit Guarantees (w/ Erdal Yalcin)*

CESifo Working Paper No. 5176, 2015

### *Mitigating Liquidity Constraints: Public Export Credit Guarantees in Germany (w/ Erdal Yalcin and Gabriel Felbermayr)* CESifo Working Paper No. 3908, 2012

## **Work in Progress**

### *Parameter Uncertainty in NQTT Models (w/ Rahel Aichele and Gabriel Felbermayr)*

We analyze the impact of parameter uncertainty in counterfactual analyses based on models that are calibrated with estimated parameters. With structural estimation of unobserved model parameters constituting one of its building blocks, this issue naturally arises in the New Quantitative Trade Theory, but has largely been overseen by the literature. Based on well established results from the econometrics literature, we argue that predicted outcomes of models calibrated with estimated parameters are surrounded by uncertainty, deriving from the estimates' stochastic nature. Moreover, the model's endogenous variables are often highly non-linear functions of the estimated parameters, implying that model predictions based on estimated values of parameters are biased estimates of the model outcomes that one would obtain if the true parameter values were known. We show how a bootstrap can be used to estimate the bias and to obtain measures of uncertainty, that is, confidence bounds for the model's predictions reflecting the degree of uncertainty surrounding the estimated parameters.

### *Value Added Gravity (w/ Rahel Aichele)*

We derive a structural gravity equation for value added trade flows from the Ricardian model with international input output linkages developed by Caliendo & Parro (2015). We show that bilateral cross-sectoral value added flows are proportional to sectoral value added in the source country, final goods expenditure in the destination country, and multilateral resistance. Moreover, bilateral cross-sectoral value added flows are log-proportional in a trade cost term summarizing all barriers exported value added faces on its direct and indirect travel routes through other sectors and third countries on the way to its final destination. We also find that gravity does not hold on higher levels of aggregation, that is, the bilateral or sectoral bilateral level. Our findings imply that empirical studies substituting value added trade flows for gross trade flows in the standard gravity equation are inconsistent with theoretical gravity models.

## **Teaching Experience**

Summer 2010	Tutorial <i>Principle of Economics</i> 1st year undergraduate level, University of Tuebingen
Winter 2009	Tutorial <i>Quantitative Methods</i> 3rd year undergraduate level, University of Tuebingen

## **Employment**

2015 to present	Research Assistant, Department of Economics, University of Tuebingen
2010, 2012	Research Assistant, Department of Economics, University of Hohenheim
2008 – 2010	Research and Teaching Assistant, Department of Economics, University of Tuebingen
2008	Research Assistant, Department of Slavistics, University of Tuebingen

## **Research Visits**

2015	Department of Economics, University of Colorado, Boulder
2014	Department of Economics, Stanford University

### **Grants, Scholarships, and Awards**

2014	Fulbright Commission research grant for research stay at Stanford University
2012	Ifo Prize for outstanding attainments in externally funded research
2011	Graduate Award by the SEW-EURODRIVE Foundation for outstanding Master's Thesis
2011	KPMG Prize for Excellence in the Studies of Economics
2010	Scholarship by the German Academic Exchange Service for academic exchange year at the University of Missouri, Columbia

### **Seminar & Conference Presentations**

2016	CESifo Area Conference on Global Economy, Heidelberg, Munich, European Trade Study Group Annual Meeting, German Economic Association Annual Meeting
2015	Auckland Finance Meeting, CU Boulder, Canadian Economic Association Annual Meeting, European Economic Association Annual Meeting, Midwest International Economics Spring Meeting
2014	Stanford, UC Irvine
2013	Midwest International Economics Spring Meeting, 6th International Conference on Migration and Development, GEP-Ifo-CEPII Conference on Structural Change and Trade Efficiency, European Trade Study Group Annual Meeting, Munich
2012	European Economic Association Annual Meeting, European Trade Study Group Annual Meeting, German Economic Association Annual Meeting, Munich

### **Computer Skills**

L<sup>A</sup>T<sub>E</sub>X, Gauss, Matlab, R, Stata, SAS, EViews.