

Alfonso Cebreros

Department of Economics, Princeton University
Fisher Hall Room 001
Princeton, NJ 08544
cebreros@princeton.edu
Mobile: 609-977-7731

Placement Director & Graduate Administrator

Stephen Redding
REDDINGS@PRINCETON.EDU

(609) 258 4016

Laura Hedden
LHEDDEN@PRINCETON.EDU

(609) 258 4006

Undergraduate Studies

B.A., Economics (with Highest Honors) **2005**

Instituto Tecnológico Autónomo de México (ITAM)

Graduate Studies

Ph.D. Candidate **2009-2011/2013-2015 (expected)**

Princeton University

Thesis title: "Essays in Applied International Trade"

MSc Management and Regulation of Risk (with Distinction) **2013**

The London School of Economics and Political Science

M.A. Economics **2009**

Princeton University

M.A. Economic Theory (with Highest Honors) **2007**

ITAM

References

Stephen Redding
REDDINGS@PRINCETON.EDU

Department of Economics,
Princeton University
(609) 258-4016

Esteban Rossi Hansberg
EROSSI@PRINCETON.EDU

Department of Economics,
Princeton University
(609) 258-4024

Gene Grossman
GROSSMAN@PRINCETON.EDU

Department of Economics,
Princeton University
(609) 258-4823

Teaching and Research Fields

Primary Fields

International Trade

Secondary Fields

Macroeconomics

Teaching Experience

ECO100 Introduction to Microeconomics

Princeton University. Teaching assistant for Professor Uwe Reinhardt. (Fall 2014)

ECO101 Introduction to Macroeconomics

Princeton University. Teaching assistant for Professor Alan Blinder. (Spring 2014)

Princeton University. Teaching assistant for Professor Elizabeth Bogan. (Spring 2010)

ECO312 Econometrics : A Mathematical Approach

Princeton University. Teaching assistant for Professors Christopher Sims and Marco del Negro.

ECO353 International Monetary Economics

Princeton University. Teaching assistant for Professor Alicia Adsera.

Teoría y Política Monetaria (Monetary Economics)

ITAM. Summer visiting lecturer. (Summer 2008,2009, 2011)

Honors, Scholarships, and Fellowships

Princeton University Fellowship	2013-present
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National Council of Science and Technology Scholar	2012-2013
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CONACYT (Consejo Nacional de Ciencia y Tecnología, México)

Fellowship of the Woodrow Wilson Scholars	2010-2011
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Princeton University

Towbes Prize for Outstanding Teaching	2010
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Princeton University, Department of Economics.

Summer Research Fellowship	Summer 2009, 2010, 2011
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International Economics Section, Princeton University.

Princeton University Fellowship	2007-2009
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Presentations

“Labor Heterogeneity and the Pattern of Trade”

ECONCON 2011, New York University

Banco de México, Summer Seminar Series 2011

Job Market Paper

“The Rewards of Self-Discovery: Learning and Firm Exporter Dynamics”

Abstract. I develop and estimate a model of export dynamics featuring self-discovery. The estimated model accounts well for the relationship between growth, survival, and tenure in the export market that is observed in the data for new exporters: (a) continuation rates are increasing with export tenure, and (b) growth rates of

export sales are decreasing with export tenure. I use the estimated model to quantify the role of learning in shaping the firm level export decision and to undertake counterfactuals for the effects of export promotion on aggregate trade. I find that: (i) first-time exporters expect to incur losses by serving the foreign market, but the option value generated by the acquisition of more precise information regarding export profitability compensates inexperienced exporters for these losses; (ii) the initial period serving the foreign market provides a crucial learning experience for new exporters, but the discovery stage extends beyond the first year: the value of learning remains positive for the first four years of tenure in the export market. The probability of exiting the export market decreases with tenure and after the discovery stage is only 5% higher than the exit probability of well established exporters; the cutoff for exporting experiences 90% of its long-term adjustment over the same period; (iii) firms that continuously export over a period of six years observe a 137% increase in their (ex-ante) probability of serving the foreign market and a 900% increase in their (average) export premia, and (iv) temporary shocks to the profitability of serving the export market can have permanent consequences on aggregate trade volumes. In particular, export promotion policies that temporarily subsidize the fixed costs of maintaining a presence in the foreign market can result in permanent increases in aggregate trade volumes. The impact of these types of policies crucially depends on the speed at which firms are able to uncover their export profitability.

Research Papers

“Labor Heterogeneity and the Pattern of Trade”

Abstract. Is the distribution of talent in the workforce an important determinant of the pattern of trade? This paper examines how the relative factor endowment differences implied by differences in the distribution of skill in the population determine the international pattern of specialization. Two main hypotheses are investigated: (i) Do skill abundant countries specialize in skill intensive industries? and (ii) Do skill diverse countries specialize in low- skill and high-skill intensive industries? To answer these questions I construct novel measures of skill intensity at the industry level and of the distribution of skills at the country level. The construction of the distribution of skill is of particular interest since I use test results from the International Adult Literacy Survey (IALS) rather than educational attainment. The IALS test scores provide a direct measure of the educational capital relevant for workplace productivity held by a country’s working age population and allow for the construction of a continuous distribution of skills which contains more detailed information about the distribution of talent in the population than that offered by a construction based on educational attainment. Combining these two measures with data on trade flows, I find evidence which strongly supports the hypothesis that skill abundant countries export relatively more in skill intensive industries. It is also found that skill diverse countries tend to export relatively more in skill intensive industries. However, the evidence to support the hypothesis that skill diverse countries also tend to export relatively more in low-skill intensive industries is weak. I find that both the mean and standard deviation of the skill distribution are economically significant determinants of the pattern of trade. According to my estimates, the distribution of talent explains more of the pattern of trade than capital endowments and institutional determinants of comparative advantage.