

Thu N. Tran
Curriculum Vitae
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Department of Economics
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EDUCATION

Vanderbilt University - Nashville, TN

Ph.D. Candidate in Economics *(expected)* 2022

Committee:

Professor Joel Rodrigue (Primary Advisor) joel.b.rodrigue@vanderbilt.edu

Professor Mario Crucini mcrucini@purdue.edu

Professor Malin Hu malin.hu@vanderbilt.edu

M.A. in Economics 2018

Providence College - Providence, RI

B.A. in Mathematics, Economics 2016

RESEARCH INTERESTS

International Trade, Macroeconomics, Development

PRESENTATIONS

14th Southeastern International/Development Economics Workshop (Atlanta, GA), Missouri Valley Economic Association Conference (virtual), Midwest Trade/Theory Conference (Michigan State), Macro-International Brown Bag (Vanderbilt), Graduate Student Research Day (Vanderbilt)

AWARDS AND FELLOWSHIPS

University Fellowship, Vanderbilt University 2016-present

Kirk Dornbush Dissertation Fellowship, Vanderbilt University Fall 2021

University Graduate Fellowship, Vanderbilt University 2016-2021

Kirk Dornbush Summer Research Grant, Vanderbilt University (Summer) 2019

Departmental Summer Research Grant, Vanderbilt University (Summer) 2017

TEACHING EXPERIENCE

Vanderbilt University, Nashville, TN

Instructor

Principles of Microeconomics (Undergraduate) Summer 2020

Teaching Assistant

Principles of Macroeconomics (Undergraduate)	Spring 2018, Fall 2019
Intermediate Microeconomic Theory (Undergraduate)	Fall, Spring 2018
Intermediate Macroeconomic Theory (Undergraduate)	Fall, 2020
Money and Banking (Undergraduate)	Fall 2017
International Finance (Undergraduate)	Spring 2020, 2021
International Trade (Undergraduate)	Fall, Spring 2019
International Trade and Economic Development (M.A.)	Spring 2019, 2020, 2021

RESEARCH

Working papers:

1. **“Financial constraints and trade intermediation” - Job market paper**

This paper examines the relationship between financial frictions and how firms decide between exporting directly (via their own network) and indirectly (via a trade intermediary). Financial frictions arise because firms rely on external finance for their working capital needs but can only borrow up to a multiple of their assets. I calibrate the model using a dataset on Vietnamese firms from 2005 to 2015. In addition to the productivity sorting pattern into exporting, the model shows that financial frictions distort firm behaviors. I find that indirect exporting serves as a substitute for access to external financing. As financial frictions increase, the share of firms electing to be indirect exporters increases as well. A 25% subsidy for indirect exporting further reduces the average assets that a firm must save by 3.61% in the first year with smaller but persistent effects after that.

2. **“Multi-product firms and learning about demand”**

The majority of exporters are multi-product exporters and they frequently adjust their product mix to a destination by adding or dropping a product. To explain firm-level product switching behaviors, I build a model of learning where the demand for a product in a market is uncertain. Conditional on entry into a market, firms learn about the demand by observing signals available to them, update their beliefs and respond by adjusting their product mix. A one standard deviation increase in the value of signals from other firms increases the likelihood of adding and dropping a product by 3.3% and 4.1% respectively. When the firm can learn from their own experience, a one standard deviation increase in their own signal decreases the probability of dropping a product by 8.9%. As product tenure increases, learning from other firms becomes less important compared to learning from a firm's own experience.

Work in progress:

1. **Cross market learning about demand**

COMPUTER SKILLS

MATLAB, STATA, R

LANGUAGES

Vietnamese (native), English (fluent)

PERSONAL INFORMATION

Citizenship: Vietnamese

Date of birth: January 17, 1994.