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<http://www.som.yale.edu/faculty/pks4>

**CURRENT POSITION:** Juan Trippe Professor of Economics, Yale School of Management

**RESEARCH AND TEACHING AREAS:** International Trade, Development, Macroeconomics, Data Analysis

**DEGREES:**

- 1995-1999 Ph.D. (1999) Management, UCLA  
1994-1995 M.S. (1995) Political Science, UCLA  
1986-1990 B.S. (1990) Finance, University of Pennsylvania

**ACADEMIC APPOINTMENTS:**

- 2016- Juan Trippe Professor of Economics, Yale School of Management (Primary Appointment); Professor of Economics, Department of Economics (Secondary Appointment); and the Jackson Institute for Global Affairs (Secondary Appointment)  
2006-2015 Professor of Economics, Yale School of Management (Primary Appointment); Professor of Economics, Department of Economics (Secondary Appointment)  
2004-2006 Associate Professor of Economics, Yale School of Management  
1999-2004 Assistant Professor of Economics, Yale School of Management

**OTHER POSITIONS:**

- 2023- Federal Economic Statistics Advisory Committee (FESAC)  
2022- Director, Research Program in International Trade, Cowles Foundation, Yale University  
2014- Executive Director, Yale Branch Census Research Data Center  
1990-1995 Loan Officer, Sumitomo Trust and Banking Co, Ltd., New York and Los Angeles

**RESEARCH GRANTS:**

- 2006-2010 NSF Research Grant, Estimating Cross-Country Differences in Product Quality. Joint w/ Juan-Carlos Hallak  
2003-2009 NSF Research Grant, Firms and Product Choice in International Trade. Joint w/ Andrew Bernard

**AWARDS:**

- 2018 Yale SOM Teaching Award (Full-Time MBA Program)  
2013 Yale SOM Teaching Award (Executive MBAs)

- 2012      Emerald Management Reviews Citations of Excellence Awards  
2010      Yale SOM Teaching Award (Full-Time MBAs)  
1997      Best Graduate Student Paper, EIIT Conference

**EDITORSHIPS/REFEREEING:**

- 2019-      Board of Editors, AEJ: Applied  
2015      NSF Review Panel  
2013, 2014    Excellence in Refereeing Award, American Economic Review  
2005-2008    Associate Editor, American Economic Review

**AFFILIATIONS:**

- 2019-      Research Fellow, CEPR  
2017-      Executive Committee of the CRIW  
2015-      Co-Head, LACEA-TIGN Network  
2014-      Executive Director, Yale Census Research Data Center  
2013-      Faculty Liason, Yale Men's and Women's Swimming and Diving Team  
2010-      Editorial Board, FREIT  
2009-      Research Associate, CESifo  
2006-      Research Associate, NBER  
2001-2006    Faculty Research Fellow, NBER  
2006-      Board Member, New York Census Research Data Center  
2001-      Special Sworn Status Researcher, U.S. Census Bureau  
2002-      International Research Associate, Institute for Fiscal Studies (London)  
2002-      Research Associate, Centre for Economic Performance (LSE)

**PUBLIC LECTURES/POLICY PANELS:**

“Trade and Currency Wars: a New Dawn for Transatlantic Relations?”, Transatlantic Bridge (TAB) Conference, Bologna, 2024.6.15

“Expanded US-China Trade Relations After 25 Years”, Yale Center in Beijing, 2024.3.10.

“The Future of the Global Trade Order amid U.S.-China Strategic Competition”, World Knowledge Forum, Seoul, 2023.9.12

“Global Value Chain Challenges: Manufacturing, Labor, and Technological Innovation”, AEA, New Orleans, 2022.10.31

McGee Public Policy Lecture (Vanderbilt), “Understanding the Backlash Against Globalization”, 2022.10.31

London School of Economics, “Trade, Technology and the Future of Work: 2019.6.10

Council on Foreign Relations, “Globalization, Isolation and Trade”, New York City, 2017.6.17.

**KEYNOTES (SINCE 2013):**

INSEAD-SMU Trade Workshop, Singapore, 2025.6.25  
Comparative Analysis of Enterprise Data (CAED), Penn State, 2024.5.17  
Asia Global Institute/Institute of China Economy Trade, Hong Kong University, 2023.5.10  
Workshop on International Economic Networks (WIEN), Vienna (virtual), 2020.12.15  
Industry 4.0, Makati Business Club, Philippines (virtual), 2020.10.14  
Maastricht Globalization Workshop, 2019.10.15  
Global Value Chain Training and Research Workshop, Beijing, 2019.7.25  
Encuentro Economía de Chile (SECHI), 2018.9.7  
Asia Pacific Trade Conference, Hong Kong, 2018.6.29  
Global Value Chain Training and Research Workshop, Beijing, 2017.8.4  
Global Value Chain Training and Research Workshop, Beijing, 2016.7.21  
CESifo Area Conference on Global Economy, Munich 2014.5.16  
North American Regional Science Council Conference, Atlanta 2013.11.14

**CONSULTING:**

Appalachian Regional Commission  
Analysis Group  
Inter-American Development Bank  
World Bank

**PUBLICATIONS:**

How do Firms in Different Sectors Organize their Supply Chains? Evidence from Transaction-Level Import Data. 2025. AEA Papers and Proceedings 115. Joint w/ Heise, Pierce, and Schaur

Using Equity Market Reactions to Infer Exposure to Trade Liberalization. 2024. Journal of International Economics 152. Joint w/ Greenland, Ion and Lopresti

Did Trade Liberalization with China Influence U.S. Elections?" 2022. Journal of International Economics 139(2022) 103652. Joint w/ Che, Lu, Pierce and Tao

Trade Liberalization and Mortality: Evidence from U.S. Counties. 2018. American Economic Review: Insights 2(1):47-64. Joint w/Pierce.

Investment Responses to Trade Liberalization: Evidence from U.S. Industries and Plants. 2018. Journal of International Economics 15(2018): 203-222. Joint w/ Pierce.

New Perspectives on the Decline of U.S. Manufacturing Employment. 2018. Journal of Economic Perspectives 32(2): 47-72. Joint w/ Fort and Pierce.

Global Firms. 2018. Journal of Economic Literature 56(2):565-619. Joint w/Bernard, Jensen and Redding.

The Surprisingly Swift Decline of U.S. Manufacturing Employment. 2016. American Economic Review 106(7):1632-62. Joint w/Pierce.

"Trade Liberalization and Embedded Institutional Reform: Evidence From Chinese Exporters." 2013. American Economic Review 103(6):2169-95. Joint w/ Khandelwal, Wei.

"Testing for Relative Factor Price with Unobserved Differences in Factor Quality or Productivity." 2013. American Economic Journal: Microeconomics 5(2):135-163. Joint w/ Bernard and Redding.

"A Concordance Between Ten-Digit U.S. Harmonized System Codes and SIC/NAICS Product Classes and Industries." 2012. Journal of Economic and Social Measurement 37(1-2):61-96. Joint w/ Pierce.

"The Empirics of Firm Heterogeneity and International Trade Annual Review of Economics." 2012. Annual Review of Economics 4: 283-313. Joint w/ Bernard, Jensen and Redding.

"Concording U.S. Harmonized System Categories Over Time." 2012. Journal of Official Statistics 28(1): 53-68. Joint w/ Pierce.

"Multi-Product Firms and Trade Liberalization." 2011. Quarterly Journal of Economics 126(3):1271-1318. Joint w/ Bernard, Redding.

"Estimating Cross-Country Differences in Product Quality." 2011. Quarterly Journal of Economics 126(1)417-474. Joint w/ Hallak.

"Is Mexico a Lumpy Country?" 2010. Review of International Economics 18(5):937-950. Joint w/ Bernard, Robertson.

"Intra-firm Trade and Product Contractibility." 2010. American Economic Review Papers & Proceedings 100(2): 444-448 (May 2010). Joint w/ Bernard, Jensen and Redding.

"Wholesalers and Retailers in U.S. Trade." 2010. American Economic Review Papers & Proceedings 100(2): 408-413 (May 2010). Joint w/ Bernard, Jensen and Redding.

"Multi-Product Firms and Product Switching." 2010. American Economic Review 100:70-97 (March 2010). Joint w/ Bernard, Redding.

"Products and Productivity." 2009. Scandinavian Journal of Economics 111(4):681-709 (December 2009). Joint w/ Bernard, Redding.

“The Margins of U.S. Trade.” American Economic Review Papers and Proceedings (Forthcoming). Joint w/ Bernard, Jensen and Redding.

“China’s Experience Under the MFA/ATC” in Robert Feenstra and Shag-Jin Wei (eds.), China’s Growing Role in World Trade (University of Chicago Press, 2009). Joint w/ Brambilla, Khandelwal. (February 2009). Joint w/ Brambilla and Khandelwal.

“Importers, Exporters and Multinationals: A Portrait of Firms in the U.S. that Trade Goods” in T. Dunne, J.B. Jensen and M.J. Roberts (eds.), Producer Dynamics: New Evidence from Micro Data (University of Chicago Press, 2009). Joint w/ Bernard, Jensen. (January 2009).

Relative Wage Variation and Industry Location in the United Kingdom Oxford Bulletin of Economics and Statistics 70(4):431-459 (August 2008). Joint w/ Bernard, Redding and Simpson.

“The Relative Sophistication of Chinese Exports” Economic Policy 53:5-49 (January 2008).

“Firms in International Trade.” Journal of Economic Perspectives 21(3):105-130 (Summer 2007). Joint w/ Bernard, Jensen and Redding.

“Comparative Advantage and Heterogeneous Firms.” 2007. Review of Economic Studies 74(1):31-66. Joint w/ Bernard and Redding.

“Trade Costs, Firms and Productivity.” 2006. Journal of Monetary Economics 53(5): (July 2006). Joint w/ Bernard and Jensen.

“Survival of the Best Fit: Competition from Low Wage Countries and the (Uneven) Growth of US Manufacturing Plants.” 2006. Journal of International Economics, 68(1): 219-237 (January 2006). Joint w/ Bernard and Jensen.

“The Rich (and Poor) Keep Getting Richer.” 2005. Harvard Business Review, 83(4):20. Joint w/ Leamer.

“How Offshore Work Affects Your Industry.” 2004. Harvard Business Review 82(11):24. Joint w/ Bernard and Jensen.

“Across-Product versus Within-Product Specialization in International Trade.” Quarterly Journal of Economics 119(2):647-678 (May 2004).

“Distance, Skill Deepening and Development: Will Peripheral Countries Ever Get Rich?” Journal of Development Economics 72(2):515-541 (December 2003). Joint w/ Redding.

“A Comparison of Latin American and Asian Product Exports to the United States, 1972-1999.” Latin American Journal of Economics. 121:414-422 (December 2003).

"One Size Fits All? Heckscher-Ohlin Specialization in Global Production." American Economic Review 93(2):686-708 (June 2003).

"Does Natural Resource Abundance Cause Latin American Income Inequality?" 1999. Journal of Development Economics 59(1): 3-42. Joint w/ Leamer, Maul and Rodriguez.

"Concerts and Regional Intervention" in David Lake and Patrick Morgan (eds.), *Regional Orders: Building Security in a New World*. (Penn State Press, 1997). Joint w/ Rosecrance.

**WORKING PAPERS:**

"Growth is Getting Harder to Fine, Not Ideas." Joint w/ Fort, Goldschlag, Liang and Zolas (April 2025)

"Trade Disruption and the Organization of Supply Chains." Joint w/ Heise, Pierce and Schaur (April 2025)

"To Find Relative Gains from Trade, Look Outside Manufacturing and Upstream." Joint w/ Pierce and Tello-Trillo (May 2024)

"Structural Change Within versus Across Firms: Evidence from the United States." Joint w/ Ding, Fort and Redding (May 2022)

"Imputing Missing Values in the US Census Bureau's County Business Patterns." Joint w/ Eckert, Fort and Yang (January 2021)

"Colocation of Production and Innovation: Evidence from the United States." Joint w/ Fort, Keller, Yeaple and Zolas (December 2020)

"Aggregate and Firm-Level Stock Returns During Pandemics, in Real Time." Joint w/ Alfaro, Chari and Greenland (May 2020)

"Transfer Pricing by U.S.-Based Multinational Firms." Joint w/ Bernard and Jensen (August 2006)

**POLICY/TECHNICAL PAPERS:**

Report on the State of Available Data for the Study of International Trade and Foreign Direct Investment (August 2010). Joint with Feenstra, Lipsey, Branstetter, Foley, Harrigan, Jensen, Kletzer, Mann and Wright.

Vietnam's Textile and Clothing Exports to the United States Under OTEXA Monitoring (September 2007)

Assessing the Impact of Trade Liberalization on Import-Competing Industries in the Appalachian Region (September 2004). Joint w/ Bernard and Jensen.

Facing the Dragon: The Prospects for U.S. Manufacturing in the Coming Decade (May 2004). Joint w/ Bernard and Jensen.

US Imports, Exports and Tariff Data, 1989 to 2001. (November 2002) Joint w/ Feenstra and Romalis (NBER WP9387).

Land Abundance as a Source of Latin American Income Inequality (July 13, 1999). Joint w/ Leamer. Background paper for World Bank World Development Report 2000/01.

### **PhD Students**

Jack Liang (Yale PhD 2025)

David Gelvez (Yale PhD 2023)

Daisuke Adachi (Yale PhD 2021)

Lucas Zavalas (Yale PhD 2021)

Daisy Sun Chen (Yale PhD 2020)

Sharat Ganapati (Yale PhD, 2017)

Matthew Grant (Yale PhD, 2017)

Sebastian Heise (Yale PhD, 2016)

Cristina Tello-Trillo (Yale PhD, 2015)

Lorenzo Rotunno (Geneva PhD, 2013)

Ted Rosenbaum (Yale PhD, 2013)

Olga Timoshenko (Yale PhD, 2012)

Julien Martin (Paris 1, 2011)

Camila Campos (Yale PhD, 2010)

Florian Ploeckl (Yale PhD, 2009)

A.V. Chari (Yale PhD, 2009)

Amit Khandelwal (Yale PhD, 2008)

Matthais Helble (Geneva PhD, 2007)