

## Trang Hoang

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 INFORMATION Email: [trang.t.hoang@vanderbilt.edu](mailto:trang.t.hoang@vanderbilt.edu) Department of Economics  
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 2301 Vanderbilt Place  
 Nashville, TN 37235-1819

EDUCATION	<b>Vanderbilt University</b> , Nashville, Tennessee Department of Economics  Ph.D. Candidate in Economics	May 2021 (expected)
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References:

**Joel Rodrigue** (Primary Advisor) [joel.b.rodrigue@vanderbilt.edu](mailto:joel.b.rodrigue@vanderbilt.edu)

Associate Professor of Economics

**Eric Bond**

[eric.w.bond@vanderbilt.edu](mailto:eric.w.bond@vanderbilt.edu)

Joe L. Roby Professor of Economics

**Pedro Sant'Anna**

pedro.h.santanna@vanderbilt.edu

Assistant Professor of Economics

Jeffrey Wooldridge

wooldri1@msu.edu

University Distinguished Professor of Economics

M.A. in Economics 2017

**Cornell College, Mt. Vernon, Iowa**

B.A. (summa cum laude) in Economics, Minor in Mathematics	2015
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RESEARCH	Primary: International Trade
INTERESTS	Secondary: Development, Applied Microeconometrics

**WORKING PAPERS**      **[1] The Dynamics of Global Sourcing**  
*Winner of the 2020 FREIT-EIIT Best Graduate Student Paper Award; Shortlisted for the 2020 WTO Essay Award for Young Economists*

Though input trade accounts for a significant share of global trade, little has been done to study the movement of firms in and out of import markets. To fill in the gap, this paper presents and estimates a dynamic, multi-country model of input imports with heterogeneous firms. The model incorporates intra-temporal interdependence across countries, while an inter-temporal link is embedded in the country-specific sunk entry costs. Using a sample of Chinese chemical producers between 2000 and 2006, I obtain the bounds for the fixed and sunk costs of importing by applying a partial identification approach under the revealed preferences assumption. The baseline results indicate that source countries are complementary in the sense that sourcing from an additional country increases the marginal benefits of other countries. Furthermore, a continuing importer pays between 7.81% and 27.06% of the average marginal revenue gain, while the average importing cost for a new importer is higher, ranging between 12.87% and 39.75% of the revenue gain of importing from a new source. The existence of interdependence across countries and location-specific sunk costs implies that temporary trade policy changes in one market can have long-lasting externalities on other markets.

## [2] Anticipation Effects of the TPP on Vietnamese Manufacturing Firms

Using a firm-level dataset between 2010 and 2017, I study whether Vietnamese firms adjusted their productivity in anticipation of the Trans-Pacific Partnership (TPP). I find that an expected reduction of 10 percentage points in export tariffs leads to a 4% increase in productivity in 2016, the year that the TPP was signed and highly anticipated. However, an expected reduction of 10 percentage points in import tariffs causes a 3% decrease in productivity. The results are consistent with the notion that improved access to export markets and future export revenues encourage productivity-enhancing activities, while increased foreign competition, which lowers future revenues, discourages firms from improving productivity.

WORK IN PROGRESS	<b>The Extended Benefits of Export Promotion: Evidence from Denmark</b> (with Magnus Buus, and Joel Rodrigue)	
PRESENTATION OF RESEARCH		2021
	Society for Economic Dynamics Annual Meeting, Barcelona*	
		2020
	Winter Meetings of the Econometric Society	
	Southern Economics Association Annual Meeting	
	Empirical Investigations in International Trade Conference	
	Applied Young Economists Webinar	
	Pre-Job Market Conference, Federal Reserve Board of Governors	
	Kobe University (joint with University of Tokyo)	
	Young Economists Symposium	
	International Industrial Organization Conference (Rising Star session), PA*	
	Crawford School of Public Policy, Australian National University, ACT*	
TEACHING EXPERIENCE	Brown Bag Seminar, University of Melbourne, VIC*	
	International Trade Workshop, University of New South Wales, NSW*	
	Australasian Trade Workshop, Canberra, ACT*	
	PhD Summer Institute in International Trade, Adelaide, SA*	
	(*canceled/rescheduled due to COVID-19)	
		2019
	International Economics Seminar, Dartmouth College, Hanover, NH	
	Graduate Research Symposium, Vanderbilt University, Nashville, TN	
	International Economics Seminar, Vanderbilt University, Nashville, TN	
		2018
	Missouri Valley Economic Association Meeting, Memphis, TN	
	Graduate Research Symposium, Vanderbilt University, Nashville, TN	
TEACHING EXPERIENCE	<b>Instructor</b>	
	<b>Vanderbilt University</b>	
	Principles of Microeconomics	Summer 2019
	<b>Teaching Assistant</b>	
	<b>Vanderbilt University</b>	
	<i>Undergraduate courses</i>	
	Intermediate Macroeconomic Theory	Fall 2017, Fall 2018
	Macroeconomics (elective)	Spring 2019
	Intermediate Microeconomic Theory	Spring 2017
	International Trade	Spring 2018
	Principles of Microeconomics	Spring 2019
	<i>Master-level courses</i>	

	Macroeconomic Theory	Fall 2016, Fall 2017, Fall 2018
	International Trade	Spring 2018
	<i>PhD-level courses</i>	
	Macroeconomic Theory II	Spring 2017
	Statistical Analysis	Fall 2016
	<b>Practice and Pedagogy Leader</b> , Teaching Assistant Orientation	2018
	<b>Certificate of Teaching for College</b> , Center for Learning and Teaching	2019
AWARDS,	FREIT–EIIT Award for Best Graduate Student Paper	2020
GRANTS, AND	Walter B. Noel Dissertation Fellowship - Vanderbilt University	Spring 2020
FELLOWSHIPS	International Economics Ph.D. Fellowship - Dartmouth College	Fall 2019
	Graduate School Travel Grant, Vanderbilt University	2020
	Kirk Dornbush Summer Research Grants - Vanderbilt University	2016, 2018
	Council of Economics Graduate Students Grants - Vanderbilt University	2018, 2020
	Graduate Summer Language Training Grant - Vanderbilt University	2016
	Harold Stirling Vanderbilt Graduate Fellowship - Vanderbilt University	2015–2020
	University Graduate Fellowship - Vanderbilt University	2015–present
	Charles Cochran Award (Economics) - Cornell College	2015
	Sarah Frances Bush Award (Math and Statistics) - Cornell College	2015
	Phi Beta Kappa	2015–present
OTHER	<b>Dartmouth College</b>	
EXPERIENCE	<a href="#">International Economics Ph.D. Fellow</a>	Fall 2019
	<b>Vanderbilt University</b>	
	Research Assistant for Joel Rodrigue	Summer 2017
	<b>Vietnam Chamber of Commerce and Industry</b>	
	Intern	Summer 2015
PROFESSIONAL	<b>Referee</b>	
ACTIVITIES	<i>Journal of International Economics</i>	
	<b>Discussant</b>	
	Young Economists Symposium	2020
	Missouri Valley Economics Association Conference	2018
TECHNICAL	<b>Statistical Software:</b> Matlab, Stata	
SKILLS	<b>Other:</b> Python	
LANGUAGES	Vietnamese (native), English (fluent)	