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PRIMARY APPOINTMENTS AND ACTIVITIES

- 2017- Professor, Dept. of Economics and School of International and Public Affairs, Columbia University.
2010-2017 Associate Professor (with tenure), Department of Economics and School of International and Public Affairs, Columbia University.
2004-2010 Assistant Professor, Department of Economics and School of International and Public Affairs, Columbia University.
2013- Founding Director and current Co-Director, Center for Development Economics and Policy (CDEP), Columbia University.
2015-2018 Vice Dean, School of International and Public Affairs, Columbia University.
2009-2013 Co-Editor, *Journal of Development Economics*.
2009- Research Program Director, International Growth Centre (IGC).
2010- Research Associate, National Bureau of Economic Research (NBER).
2008-2010 Faculty Research Fellow, National Bureau of Economic Research (NBER).
2012- Board of Directors, Bureau for Research and Economic Analysis of Development (BREAD).
2010-2012 Fellow, Bureau for Research and Economic Analysis of Development (BREAD).
2006-2010 Affiliate, Bureau for Research and Economic Analysis of Development (BREAD).
2017- Affiliate, Abdul Latif Jameel Poverty Action Lab (JPAL).
2019- Non-resident Senior Fellow, The Brookings Institution.
2016-2019 Executive Committee, Latin American and Caribbean Economic Association (LACEA).
2018-2019 Visiting Scholar, Russell Sage Foundation.
2014 Visitor, New York Federal Reserve Bank.
2014 Visiting Researcher, Pontificia Universidade Católica do Rio de Janeiro (PUC-Rio).
2013 Visiting Associate Researcher, Department of Economics, University of California, Berkeley.
2008 Visiting Scholar, Department of Economics and Abdul Latif Jameel Poverty Action Lab, MIT.
2007 Visiting Research Scholar, Center for Health and Well-Being, Woodrow Wilson School of Public and International Affairs, Princeton University.

EDUCATION

University of California, Berkeley, Ph.D. in Economics, May 2004.
University of Massachusetts, Amherst, M.A. in Economics, work completed 1999, degree conferred 2001.
Harvard College, A.B. in History and Science, June 1991.

PUBLISHED AND FORTHCOMING JOURNAL ARTICLES

- “Enlisting Employees in Improving Payroll-Tax Compliance: Evidence from Mexico.” With Todd Kumler and Judith A. Frías. *Review of Economics and Statistics*, v. 102, no. 5, pp. 881-896, Dec. 2020.
- “Export Destinations and Input Prices.” With Paulo Bastos and Joana Silva. *American Economic Review*, v. 108, no. 2, pp. 353-392, Feb. 2018. Selected for *Competitiveness and Globalization* prize by Portuguese Ministry of the Economy.

- “Organizational Barriers to Technology Adoption: Evidence from Soccer-Ball Producers in Pakistan.” With David Atkin, Azam Chaudhry, Shamyla Chaudry, and Amit Khandelwal, *Quarterly Journal of Economics*, v. 132, no. 3, pp. 1101-1164, Aug. 2017.
- “On the Origins and Development of Pakistan’s Soccer-Ball Cluster.” With David Atkin, Azam Chaudhry, Shamyla Chaudry, Amit Khandelwal, and Tariq Raza. *World Bank Economic Review (ABCDE Conference Papers & Proceedings)*, v. 30, no. S1, pp. S34-S41, March 2017.
- “Mark-up and Cost Dispersion across Firms: Direct Evidence from Producer Surveys in Pakistan.” With David Atkin, Azam Chaudhry, Shamyla Chaudry, and Amit Khandelwal. *American Economic Review Papers & Proceedings*, v. 105, no. 5, pp. 537-544, May 2015.
- “Exports and Within-Plant Wage Distributions: Evidence from Mexico.” With Judith A. Frías and David S. Kaplan. *American Economic Review Papers & Proceedings*, v. 102, no. 3, pp. 435-440, May 2012.
- “Prices, Plant Size, and Product Quality.” With Maurice Kugler. *Review of Economic Studies*, v. 79 no. 1, pp. 307-339, Jan. 2012. Previously circulated under the titles “The Quality-Complementarity Hypothesis” and “Product Quality at the Plant Level.”
- “Plants and Imported Inputs: New Facts and an Interpretation.” With Maurice Kugler. *American Economic Review Papers and Proceedings*, v. 99 no. 2, pp. 501-507, May 2009.
- “Class-Size Caps, Sorting, and the Regression-Discontinuity Design.” With Miguel Urquiola. *American Economic Review*, v. 99 no. 1, pp. 179-215, March 2009. Previously circulated under the title “Class Size and Sorting in Market Equilibrium.”
- “Trade, Quality Upgrading, and Wage Inequality in the Mexican Manufacturing Sector.” *Quarterly Journal of Economics*, vol. 123, no. 2, pp. 489-530, May 2008. Reprinted in *Trade and Inequality*, ed. Pinelopi Koujianou Goldberg, Oxford University Press, 2015.
- “Fairness and Freight-Handlers: Local Labor Market Conditions and Wage-Fairness Perceptions in a Trucking Firm.” With S. V. Burks and J. P. Carpenter. *Industrial and Labor Relations Review*, vol. 60, no. 4, pp. 477-498, July 2007.
- “Comparing Students to Workers: The Effects of Social Framing on Behavior in Distribution Games.” With J. P. Carpenter and S. V. Burks. In J. P. Carpenter, G. Harrison, and J. List eds., *Research in Experimental Economics*, vol. 10. Amsterdam, Boston: JAI/Elsevier, 2005.
- “The Effect of Stakes in Distribution Experiments.” With S. V. Burks and J. P. Carpenter. *Economics Letters*, vol. 86, no. 2, pp. 393-8, Feb. 2005.
- “Playing Both Roles in the Trust Game.” With S. V. Burks and J. P. Carpenter. *Journal of Economic Behavior and Organization* vol. 51, no. 2, pp. 195-216, June 2003.

OTHER PUBLICATIONS

Development, Distribution, and Markets. Co-edited with Kaushik Basu, Maitreesh Ghatak, Kenneth Kletzer, and Sudipto Mundle. Oxford University Press, forthcoming.

“How Labor Standards Can Be Good for Growth.” Harvard Business Review (online), April 27, 2016.

“Estructura Industrial e Innovación: Notas para una Nueva Estrategia de Desarrollo Industrial en México.” [Industrial Structure and Innovation: Notes Toward a New Strategy for Industrial Development in Mexico.] *Boletín Informativo Techint*, Edición Especial, Oct. 2013.

“Diferencias de Precios de los Insumos de Origen Nacional y Extranjero en la Industria Colombiana.” With Gilma Beatriz Ferreira Villegas, Maurice Kugler, Germán Pérez Hernández, and Luis Miguel Suarez Cruz. *Revista ib de la Información Básica*, vol. 1, no. 1, pp. 72-84, Dec. 2011.

Comment on “The Effect of Mexican Workforce Migration on the Mexican *Maquiladora* Labor Market,” by Scott E. Atkinson and Marilyn Ibarra, *Economía*, vol. 8, no. 1, Fall 2007.

Comment on “Globalization, Migration and Development: The Role of Mexican Migrant Remittances,” by Ernesto López-Córdova. *Economía*, vol. 6, no. 1, Fall 2005.

WORKING PAPERS

“Exports and Wage Premia: Evidence from Mexican Employer-Employee Data.” With Judith A. Frías and David S. Kaplan. CDEP-CGEG Working Paper 64, Sept. 2018. Under revision for the *Review of Economics and Statistics*.

“Firm-Level Upgrading in Developing Countries.” CDEP-CGEG Working Paper 83, March 2020. Under revision for the *Journal of Economic Literature*.

“Estimating Production Functions in Differentiated-Product Industries with Quantity Information and External Instruments.” With Nicolás de Roux, Marcela Eslava and Santiago Franco. Dec. 2020.

GRANTS

King Climate Action Initiative Grant, “How Do Managers’ Beliefs about New Technologies Evolve?,” 2020-2026.

International Growth Centre Grant, “How Do Managers’ Beliefs about New Technologies Evolve?,” 2020-2022.

Private Enterprise Development in Low-Income Countries (PEDL) Exploratory Research Grant, “How Do Managers’ Beliefs about New Technologies Evolve?,” 2020-2021.

Columbia University President’s Global Innovation Fund Grant, “Evaluating an Export Promotion Scheme in Tunisia,” 2019-2021.

Private Enterprise Development in Low-Income Countries (PEDL) Exploratory Research Grant, “Outcome-Based Incentives in Export Markets,” 2018-2019.

Innovation Growth Lab (IGL) Grant for “Promoting High Impact Entrepreneurship in Mexico: An Impact Evaluation,” 2017-2020.

Private Enterprise Development in Low-Income Countries (PEDL) Major Research Grant, “What Are the Barriers to Industrial Upgrading?,” 2013-2020.

Columbia University President’s Global Innovation Fund Planning Grant, “Industrial Upgrading in Brazil,” 2013-2015.

International Growth Centre Grant, “Spillovers in Technology Adoption,” 2011-2014.

NSF SES-0721068, “Exports and Wage Premia,” Principal Investigator, 2007-2010

Columbia University PER Seed Grant, Nov. 2006

Columbia University PER Seed Grant, Nov. 2004

UC Institute for Mexico and the United States (UC MEXUS) Dissertation Grant, 2002-2004

UC Institute for Labor and Employment Dissertation Fellowship, 2002-2003

UC Berkeley Department of Economics Continuing Student Fellowship, 2002-2003

Social Science Research Council International Pre-Dissertation Fellowship, 2001-2002

MacArthur Foundation Research Network on the Costs of Inequality Fellowship, 2000-2001

MacArthur Foundation Norms and Preferences Network Grant, “Truckers and Trust” (with Stephen V. Burks and Jeffrey P. Carpenter), 1999.

UC Berkeley Department of Economics Block Grant Fellowship, 1999-2000

Brookings Research Fellowship, The Brookings Institution, 1998-1999
University of Massachusetts-Amherst Graduate Fellowship, 1995-1997

AWARDS AND HONORS

Keynote addresses:

- "What Are the Barriers to Industrial Upgrading? A Firm-Level Perspective," Smart Economic Planning and Industrial Policy (SEPIP) Conference, Ankara, Oct. 2019.
- "A Framework for Thinking about Technology Adoption," World Bank Firm Up Performance Conference, Athens, Sept. 2019.
- "Using Exchange Rates to Estimate Production Functions," NOVAFRICA/World Bank/Banco de Portugal Workshop on Globalization and Development, Lisbon, June 2017.
- "Production-Function Estimation and its Discontents," IGC-SCID Conference on Firms, Trade and Development, Stanford, Nov. 2016.
- "Technology Adoption in Organizations," Rimini Center for Economic Analysis Growth and Development Workshop, May 2015.
- "NAFTA and Mexican Industrial Development," *NAFTA at 20: Effects on the North American Market* conference, Houston, June 2014.
- "Trade and Quality Upgrading: Evidence and Implications," Italian Trade Study Group workshop *New Issues in International Trade: Quality Upgrading, Financial Constraints, and Factor Movements*, Università Politecnica delle Marche, Ancona, Italy, June 2013.
- "Industrial Structure and Innovation," *Challenges and Realities of Industrial Growth in Mexico* conference, Monterrey, Mexico, Sept. 2012.
- "Heterogeneous Firms, Trade, and Links to Growth," Plenary address at International Growth Centre Growth Week conference, Sept. 2012.

Brimmer Visiting Professorship, Department of Economics, University of Washington, Nov. 2019.

Competitiveness and Globalization prize from Portuguese Ministry of the Economy, for paper "Export Destinations and Input Prices" with Paulo Bastos and Joana Silva.

SIPA Award for Outstanding Teaching, April 2018.

SIPA "Top Five" Teaching Award, Oct. 2015.

SIPA Award for Outstanding Teaching, May 2007.

Finalist, Columbia University Presidential Teaching Award (one of 12 university-wide), Feb. 2007.

Best Advisor Award, Columbia Association of Graduate Economics Students (AGES), April 2010.

Best Advisor Award, Runner-up or Co-runner-up, Columbia Association of Graduate Economics Students (AGES), 2006, 2007, 2008, 2009.

W. E. Upjohn Institute for Employment Research Dissertation Award, 2004.

Industrial Relations Research Association Best Dissertation Competition, 2004.

Journal of Development Economics Award, 2002.

Excellence in Refereeing Award, *American Economic Review*, 2007-2008 & 2018.

OTHER PROFESSIONAL ACTIVITIES

Centre for Economic Policy Research (CEPR), Research Fellow, Apr. 2011-present.

Institute for the Study of Labor (IZA), Research Fellow, March 2004-present.

Affiliate, Innovations for Poverty Action Small and Medium Enterprise (IPA-SME) Program, Aug. 2011-present.

Academic Advisor, Innovations for Poverty Action Small and Medium Enterprise (IPA-SME) Program, Dec. 2020-present.

Member, *American Economic Review* Board of Editors, Jan. 2011-Dec. 2016.

Fellow, Center for Economic Research in Pakistan (CERP), Nov. 2014-present.

Member of Evaluation Committee, Private Enterprise Development in Low-Income Countries (PEDL) Initiative, 2011-2013.

Co-Organizer, NBER International Trade and Investment Program Summer Meeting, 2012 and 2013.

Program Committee, NBER Development Program Meetings, Dec. 2016, Nov. 2020.

Program Committee, Bureau for Research and Economic Analysis of Development (BREAD), April 2013, May 2015, May 2018.

Faculty Advisory Committee, Columbia Global Center – Tunis, Oct. 2020-present.

Instructor, Universidad de Los Andes Summer School, Bogotá, Colombia, July 2014.

Member of Editorial Board, *Industrial Relations: A Journal of Economy & Society*, Oct. 2011-present.

Member, Panel of *Economía: Journal of the Latin American and Caribbean Economic Association*, Nov. 2006-Nov. 2008.

Faculty Associate, Center on Global Economic Governance, School of International and Public Affairs, Columbia University.

Senior Scholar, Chazen Institute of International Business, Columbia University Graduate School of Business, Dec. 2009-present.

Member, Board of Directors, New York Census Research Data Center, Sept. 2012-Sept. 2013.

Member of Advisory Board, Trade, Integration and Growth Network (TIGN), Latin American and Caribbean Economic Association, June 2011-present.

Senior Fellow, Rimini Center for Economic Analysis, Oct. 2015-present.

Research Fellow, Centro de Investigación Económica, Instituto Tecnológico Autónomo de México (ITAM), Oct. 2006-present.

Lecturer, BREAD/CEPR/Verona 2008 Summer School in Development Economics

Visiting Researcher, El Colegio de México, Mexico City, Spring 2002.

Participant, Russell Sage Foundation Summer Institute in Behavioral Economics, 2000.

Member: American Economic Association, Latin American and Caribbean Economic Association.

Editorial Coordinator and Co-author, *Common-Sense Economics*, study-group curriculum developed by the Center for Popular Economics and UMass Labor Center, Amherst MA, 1997.

Referee: *American Economic Journal: Applied Economics*, *American Economic Journal: Microeconomics*, *American Economic Review*, *Canadian Journal of Economics*, *Econometrica*, *Economía*, Economic and Social Research Council (UK), *Economic Development and Cultural Change*, *Economic Journal*, *Economics Letters*, *Industrial Relations*, *International Economic Review*, *Journal of African Economics*, *Journal of Development Economics*, *Journal of Development Studies*, *Journal of Economic Literature*, *Journal of International Economics*, *Journal of Labor Economics*, *Journal of Political Economy*, *Journal of the Association of Environmental and Resource Economists*, *Journal of the European Economic Association*, *Labour Economics*, *Labore Journal of Economics*, National Science Foundation, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Industrial Organization*, Russell Sage Foundation, Social Sciences and Humanities Research Council of Canada, *Review of World Economics/Weltwirtschaftliches Archiv*, *World Bank Economic Review*, *World Development*.

DISSERTATIONS SUPERVISED

| Student: | Date: | Initial placement: |
|--------------------------------------|------------|--------------------------------------|
| Lorenzo Pessina (reader) | [May 2021] | ZEW Mannheim post-doc |
| Suanna Oh (co-sponsor) | April 2020 | Paris School of Economics |
| David Alfaro-Serrano (co-sponsor) | April 2020 | Cornerstone Research |
| Ana Varela (SIPA, reader) | June 2020 | University of Amsterdam |
| Lorenzo Lagos (reader) | March 2020 | Brown University |
| Qiuying Qu (sponsor) | May 2019 | Capital One |
| Golvine de Rochambeau (sponsor) | May 2018 | Sciences Po |
| Nandita Krishnaswamy (sponsor) | May 2018 | USC-Dornsife post-doc |
| Nicolás de Roux (sponsor) | May 2017 | Universidad de Los Andes |
| Yogita Shamdasani (sponsor) | May 2017 | University of Pittsburgh |
| Matthieu Bellon (reader) | May 2016 | IMF |
| Paul Piveteau (reader) | April 2016 | Johns Hopkins-SAIS |
| Jan von der Goltz (SIPA, co-sponsor) | March 2016 | World Bank |
| Matthew Flagge (sponsor) | Nov. 2015 | Commodity Futures Trading Commission |
| Prabhat Barnwal (SIPA, reader) | May 2015 | Michigan State University |
| Todd Kumler (sponsor) | Oct. 2014 | Cornerstone Research |

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| Ran Huo (reader) | Oct. 2014 | JPMorgan Chase |
| Raul Sanchez de la Sierra (co-sponsor) | May 2014 | UC Berkeley - Haas |
| Joan Monrás (co-sponsor) | May 2014 | Sciences Po |
| Ritam Chaurey (sponsor) | May 2014 | SUNY - Binghamton |
| Anna Tompsett (SIPA, sponsor) | May 2014 | Stockholm University |
| Giovanni Paci (sponsor) | May 2014 | Post-doc, Glimcher Lab, NYU |
| Jonathan Dingel (reader) | May 2014 | Chicago - Booth |
| Ama Baaфра Abeberese (sponsor) | May 2013 | Wellesley College |
| WooRam Park (reader) | May 2013 | Korea Development Institute |
| Tao Li (reader) | May 2013 | Warwick Business School |
| David Blakeslee (reader) | May 2013 | NYU - Abu Dhabi |
| S Anukriti (reader) | April 2013 | Boston College |
| Patrick Asuming (reader) | April 2013 | University of Ghana |
| W. Walker Hanlon (co-sponsor) | May 2012 | UCLA |
| Reed Walker (reader) | May 2012 | UC Berkeley - Haas |
| Joshua Greenfield (reader) | May 2012 | PricewaterhouseCoopers |
| Beliyou Haile (reader) | Sept. 2011 | IMPAQ International |
| Jae Bin Ahn (reader) | May 2011 | IMF |
| Yoichi Sugita (reader) | Oct. 2010 | Stockholm School of Economics |
| Kensuke Teshima (sponsor) | May 2010 | Instituto Tecnológico Autónomo de México |
| Guru Sethupathy (reader) | April 2009 | Johns Hopkins SAIS |
| Daniel Choate (reader) | April 2009 | Lexis-Nexis |
| Jesús Fernandez-Huertas (sponsor) | May 2007 | Institut d'Anàlisi Econòmica, Barcelona |
| Dalida Kadyrzhanova (reader) | June 2007 | University of Maryland, Smith School |
| Camelia Minoiu (reader) | April 2007 | IMF |
| Delphine Irac (reader) | Dec. 2007 | Banque de France |
| Sandhya Persad (reader) | May 2005 | Hess Corporation |

RECENT PAID OUTSIDE PROFESSIONAL ACTIVITIES

Private Enterprise Development in Low-Income Counties (PEDL), commission for synthesis paper, 2019-20.
World Bank, Consultant, July 2015, Nov. 2017-present.
University of Washington, Brimmer Visiting Professorship, Department of Economics, Nov. 2019.
International Monetary Fund, Instructor, Institute for Capacity Development, Feb. 2018.
Inter-American Development Bank, Consultant, Dec. 2017.
International Growth Centre, Research Program Director, May 2009-present.

EMPLOYMENT BEFORE ACADEMICS

Math Teacher (through Teach for America program), Lynwood High School, Lynwood CA, 1991-1992;
Pasadena High School, Pasadena CA, 1992-1993.
Labor Organizer, SEIU 1199 WV/KY/OH: The Health Care Workers' Union, Columbus OH, 1993-1994.
Editorial Intern, The Nation Magazine, New York NY, 1995; CrossRoads Magazine, Berkeley CA, 1994.
Researcher, National Labor Committee in Support of Human and Worker Rights, New York NY, 1995.

LANGUAGES

English (native), Spanish (fluent), Italian (fluent), French (proficient).

Updated: March 25, 2021
