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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- Fellow, Bureau for Research and Economic Analysis of Development (BREAD).
2006-2010 Affiliate, Bureau for Research and Economic Analysis of Development (BREAD).
2011- Research Fellow, Centre for Economic Policy Research (CEPR).
2004- Research Fellow, Institute for the Study of Labor (IZA).
2017- Affiliate, Abdul Latif Jameel Poverty Action Lab (JPAL).

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

- “Exports and Wage Premia: Evidence from Mexican Employer-Employee Data.” With Judith A. Frías, David S. Kaplan, and David Alfaro-Serrano. *Review of Economics and Statistics*, v. 106, no. 2, pp. 305-321, March 2024.
- “Firm-Level Upgrading in Developing Countries.” *Journal of Economic Literature*, v. 61, no. 4, pp. 1410-1464, Dec. 2023.

- “North-South Displacement Effects of Environmental Regulation: The Case of Battery Recycling.” With Shinsuke Tanaka and Kensuke Teshima. *American Economic Review: Insights*, v. 4, no. 3, pp. 271-288, Sept. 2022. (Lead article.)
- “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, Shamilya 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, Shamilya 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, Shamilya 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

“Barriers to Upgrading in Developing Countries.” VoxDev & Ideas 4 India, Sept. 2022.

Development, Distribution, and Markets. Co-edited with Kaushik Basu, Maitreesh Ghatak, Kenneth Kletzer, and Sudipto Mundle. Oxford University Press, 2021.

“Interventions to Promote Technology Adoption in Firms: A Systematic Review.” With David Alfaro-Serrano, Tanay Balantrapu, Ritam Chaurey, and Ana Goicoechea. *Campbell Systematic Reviews*, vol. 17, no. 4, Dec. 2021.

“Innovation in Pakistan's Soccer Ball Industry: Barriers to Adoption.” With R. A. Farrokhnia and Amit Khandelwal. CBS Case 180311. June 2018.

“Upgrading Outputs Means Upgrading Inputs.” With Paulo Bastos and Joana Silva. VoxDev, Feb. 2018.

“Incentivising Technology Adoption in Pakistani Firms.” With David Atkin, Azam Chaudhry, and Amit Khandelwal. VoxDev, Nov. 2017.

“Improving Payroll-Tax Compliance Through Decentralized Monitoring,” VoxDev. June 2017.

“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

“Estimating Production Functions in Differentiated-Product Industries with Quantity Information and External Instruments.” With Nicolás de Roux, Marcela Eslava and Santiago Franco. Oct. 2024.

“What Do Market-Access Subsidies Do? Experimental Evidence from Tunisia.” With Nadia Ali, Giacomo De Giorgi, and Aminur Rahman. March 2025.

GRANTS

Sloan Foundation Grant, “Reassessing the Role and Design of Industrial Policies for the U.S.,” 2024-2026. With Martín Guzman and Joseph Stiglitz.

International Growth Centre Grant, “Pull Funding for Product Innovation and Learning Spillovers: An Experiment in the Pakistani Surgical Goods Industry,” 2024-2027. With David Atkin, Azam Chaudhry, Shamyla Chaudry, and Amit Khandelwal.

International Growth Centre Grant, “Quality Standards and Firm Behavior in Ethiopia,” 2023-2026. With Luigi Caloi and Admasu Shiferaw.

King Climate Action Initiative Grant, “How Do Managers’ Beliefs about New Technologies Evolve?,” 2020-2026. With Ritam Chaurey, Siddharth Sharma, and Guarav Nayyar.

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?,” 2020-2022.

Templeton World Charity Foundation, “How Do Managers’ Beliefs about New Technologies Evolve?,” 2022-2025.

Columbia University President’s Global Innovation Fund Grant, “Evaluating an Export Promotion Scheme in Tunisia,” 2019-2021. With Nadia Ali, Giacomo de Georgi, and Aminur Rahman.

Private Enterprise Development in Low-Income Countries (PEDL) Exploratory Research Grant, “Outcome-Based Incentives in Export Markets,” 2018-2019. With Nadia Ali, Giacomo de Georgi, and Aminur Rahman.

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

Private Enterprise Development in Low-Income Countries (PEDL) Major Research Grant, “What Are the Barriers to Industrial Upgrading?,” 2013-2020. With David Atkin, Azam Chaudhry, Shamyla Chaudry, and Amit Khandelwal.

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. With David Atkin, Azam Chaudhry, Shamyla Chaudry, and Amit Khandelwal.

NSF SES-0721068, “Exports and Wage Premia,” Principal Investigator, 2007-2010. With Judith Frias, David S. Kaplan, and David Alfaro-Serrano.

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 and other notable addresses:

- International Study Group on Exports and Productivity Conference, Maastricht, June 2024.
- Nobel Symposium in Economic Sciences speaker, Stellenbosch, March 2024.
- HKU Business School Firm and Industry Dynamics Workshop, June 2023.
- LACEA Impact Evaluation Network Meeting, Nashville, April 2023.
- Master Lecture, NBER DEV Summer Institute Meeting, July 2022.
- Firms, Labour Markets and Development Conference, Florence, July 2022
- Smart Economic Planning and Industrial Policy (SEPIP) Conference, Ankara, Oct. 2019.

- World Bank Firm Up Performance Conference, Athens, Sept. 2019.
- NOVAFRICA/World Bank/Banco de Portugal Workshop on Globalization & Development, Lisbon, June 2017.
- IGC-SCID Conference on Firms, Trade and Development, Stanford, Nov. 2016.
- Rimini Center for Economic Analysis Growth and Development Workshop, Rimini, May 2015.
- *NAFTA at 20: Effects on the North American Market* conference, Houston, June 2014.
- Italian Trade Study Group Workshop Ancona, Italy, June 2013.
- *Challenges and Realities of Industrial Growth in Mexico* conference, Monterrey, Sept. 2012.
- 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

Co-Lead, Firms and Industrial Policy Idea Lab, Center for Political Economy of Columbia World Project, Columbia University, Fall 2023-present.
 Visiting Professor, Princeton University, 2024-2025.
 Visiting Scholar, Russell Sage Foundation, 2018-2019.
 Visitor, New York Federal Reserve Bank, Spring 2014.
 Visiting Researcher, Pontificia Universidade Católica do Rio de Janeiro (PUC-Rio), 2014.
 Visiting Associate Researcher, Department of Economics, University of California, Berkeley, Fall 2013.
 Visiting Scholar, Department of Economics and Abdul Latif Jameel Poverty Action Lab, MIT, Spring 2008.
 Visiting Research Scholar, Center for Health and Well-Being, Woodrow Wilson School of Public and International Affairs, Princeton University, Fall 2007.
 Theme Leader, Private Enterprise Development in Low-Income Counties (PEDL), Innovation, Organizations and Markets Theme, Jan. 2023-present.
 Affiliate, Innovations for Poverty Action Small and Medium Enterprise (IPA-SME) Program, Aug. 2011-present.
 Academic Advisor, Dec. 2020-present.
 Program Committee, BREAD Spring 2025 Conference, Princeton University, May 2025
 Co-Organizer, New Thinking in Industrial Policy Conference Columbia University, Nov. 2024
 Program Committee, International Economic Association World Congress, Medellín, Colombia, Dec. 2023.
 Co-Organizer, New Thinking in Industrial Policy Conference Columbia University, Nov. 2023
 Non-resident Senior Fellow, The Brookings Institution, 2019-2021.
 Executive Committee, Latin American and Caribbean Economic Association (LACEA), 2016-2019.
 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.

Program Committee, Centre for Economic Policy Research Development Economics conference, Nov. 2021.

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*, *American Economic Review: Insights*, *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*, MIT Press, National Science Foundation, Oxford University Press, *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:
Surabhi Ghai	April 2025	Analysis Group
Gabriel Gonzalez-Sutil (SIPA, reader)	March 2025	Amazon
Florian Grosset (SIPA, co-sponsor)	April 2024	CREST/Polytechnique
Utkarsh Kumar (sponsor)	April 2024	Amazon
Dian Jiao (sponsor)	April 2024	Amazon
Parijat Lal (reader)	April 2024	Postdoc, Columbia University; World Bank YP
Solomon Gofere (SIPA, reader)	May 2023	Analysis Group
Howard Zhang (reader)	April 2023	Uber
BooKang Seol (reader)	April 2023	LSE Fellow (Dept of Intl Development)
Kim Fe Cramer (CBS, reader)	May 2022	LSE Finance
Louise Guillouët (sponsor)	May 2022	OECD
Dario Romero (reader)	May 2022	NYU-Abu Dhabi post-doc

Scott Weiner (co-sponsor)	July 2021	Federal Housing Finance Agency
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
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 Baafrá 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), leader of Innovation, Organizations and Markets theme, Jan. 2023-present.

International Growth Centre, Research Program Director, May 2009-present.

World Bank, Consultant, July 2015, Nov. 2017-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).

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