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Development Research Group
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Employment

- 2021-present Lead Economist, The World Bank, Development Research Group – Trade and International Integration Unit.
- 2010-2021 Senior Economist, The World Bank, Development Research Group – Trade and International Integration Unit.
- 2007-2010 Economist, The World Bank, Development Research Group – Trade and International Integration Unit.
- 2002-2007 Economist, The World Bank, Development Research Group – Macroeconomics and Growth Unit.
- 2002 Instructor, Department of Economics, Yale University.
- 1995-1997 Instructor, Department of Economics, Nova School of Business and Economics, Portugal.

Country Experience: Albania, Bangladesh, Botswana, Brazil, Chile, China, Colombia, Ecuador, Ethiopia, Kenya, Madagascar, Malawi, Mauritius, Mozambique, North Macedonia, Peru, Serbia, South Africa, Sudan, Tanzania, Tunisia, Turkey, Uruguay.

Affiliations

- 2018-present CESifo, Munich Research Network Affiliate.
- 2015-present External member, Novafrica (Nova School of Business and Economics).

Education

- 2002 (December) Ph.D. in Economics, Yale University.
- 2000 M.Phil. in Economics, Yale University.
- 1998 M.A. in Economics, Yale University.
- 1995 *Licenciatura* in Economics, Nova School of Business and Economics, Portugal.
- 1994 Erasmus Exchange Program, Erasmus Universiteit Rotterdam, The Netherlands.

Journal Publications

- "How Resilient Was Trade to COVID-19?," with M. Bas and C. Paunov, *Economics Letters* forthcoming.
- "Are Trade Preferences a Panacea? The Export Impact of the African Growth and Opportunity Act," with A. Forero, H. Maemir, and A. Mattoo, *World Development* forthcoming.

- “The Intensive Margin in Trade,” with P. Klenow, S. Meleshchuk, M. Pierola, and A. Rodriguez-Clare, *American Economic Journal Macro* forthcoming.
- “Corruption in Customs,” with B. Rijkers, C. Chalendard, and G. Raballand, *Quarterly Journal of Economics* 138 (1), 575–636, 2023.
- “Determinants of Global Value Chain Participation: Cross-Country Evidence,” with H.-L. Kee and D. Winkler, *World Bank Economic Review* 36 (2) 329–360, 2022.
- “Trade Effects of Customs Reform: Evidence from Albania,” with R. Hillberry and A. Alcántara, *World Bank Economic Review* 35 (1) 34–57, 2021.
- “Gender Empowerment, Supply-Chain Linkages and Foreign Direct Investment: Evidence on Bangladesh,” with Hiau-Looi Kee, *Transnational Corporations* 27 (3), 115-132, 2020.
- “Software Adoption, Employment Composition, and the Skill Content of Occupations in Chilean Firms,” with R. Almeida and M. Viollaz, *Journal of Development Studies* 56 (1), 169-185, 2020.
- “The Internet and Chinese Exports in the Pre-Alibaba Era,” with A. Mattoo, H. Nguyen and M. Schiffbauer, *Journal of Development Economics* 138, 57-76, 2019.
- “Product Standards and Firms’ Export Decisions,” with E. Ferro and J. Wilson, *World Bank Economic Review* 33 (2), 353-374, 2019.
- “The Role of Imports for Exporter Performance in Peru,” with M. Pierola and T. Farole, *The World Economy* 41 (2), 550–572, 2018.
- “Exporter Behavior, Country Size and Stage of Development: Evidence from the Exporter Dynamics Database,” with C. Freund and M. Pierola, *Journal of Development Economics* 119, 121-137, 2016.
- “Are the Benefits of Export Support Durable? Evidence from Tunisia,” with O. Cadot, J. Gourdon, and A. Mattoo, *Journal of International Economics* 97 (2), 310-324, 2015.
- “The Risks of Innovation: Are Innovating Firms Less Likely to Die?” with C. Paunov, *Review of Economics and Statistics* 97 (3), 638-653, 2015.
- “Learning-by-Exporting Effects: Are They for Real?” with A. Isgut, *Emerging Markets Finance and Trade* 51 (1), 65-89, 2015.
- “Micro Dynamics of Turkey’s Export Boom in the 2000s,” with T. Cebeci, *The World Economy* 38 (5), 825-855, 2015.
- “Evaluation in Aid for Trade: A Survey of Recent Studies,” with O. Cadot, J. Gourdon, A. Mattoo, and J. de Melo, *The World Economy* 37 (4), 516-529, 2014.
- “Learning from the Experiments that Never Happened: Lessons from Trying to Conduct Randomized Evaluations of Matching Grant Programs in Africa” with F. Campos, A. Coville, M. Goldstein, and D. McKenzie, *Journal of the Japanese and International Economies* 33, 4-24, 2014.
- “Does Trade Stimulate Product Quality Upgrading? Evidence from Firm-Product Data,” with C. Paunov, *Canadian Journal of Economics* 46 (4), 1232-1264, 2013.
- “What Explains Local Manufacturing Growth in Chile? The Advantages of Diversity,” with R. Almeida, *Applied Economics* 45 (16), 2201-2213, 2013.
- “Foreign Direct Investment in Services and Manufacturing Productivity: Evidence for Chile,” with C. Paunov, *Journal of Development Economics* 97 (1), 305-321, 2012.

- “Technology Adoption and the Investment Climate: Firm-Level Evidence for Eastern Europe and Central Asia”, with P. Correa and C. Uregian, *World Bank Economic Review* 24 (1), 121-147, 2010.
- “Structure and Performance of the Service Sector in Transition Economies,” *Economics of Transition* 17 (3), 467-501, 2009.
- “International Economic Activities and the Demand for Skilled Labor: Evidence from Brazil and China,” with P. Fajnzylber, *Applied Economics* 41 (5), 563-577, 2009.
- “Understanding Cross-Country Differences in Exporter Premia: Comparable Evidence for 14 Countries,” with The International Study Group on Exports and Productivity, *Review of World Economics* 144 (4), 596-635, 2008.
- “Firm-Level Productivity in Bangladesh Manufacturing Industries,” *World Development* 36 (10), 1725-1744, 2008.
- “Openness and Technological Innovations in Developing Countries: Evidence from Firm-Level Surveys,” with R. Almeida, *Journal of Development Studies* 44 (5), 701-727, 2008.
- “Trade Policy, Trade Volumes and Plant-Level Productivity in Colombian Manufacturing Industries,” *Journal of International Economics* 71 (1), 52-71, 2007.

Edited Volumes

- *Beyond Trade: How Deep Trade Agreements Shape Non-trade Outcomes* with N. Rocha and M. Ruta (eds.), CEPR and the World Bank, 2023.
- *The Economics of Deep Trade Agreements* with N. Rocha and M. Ruta (eds.), CEPR and the World Bank, 2021.
- *Where to Spend the Next Million? Applying Impact Evaluation to Trade Assistance* with O. Cadot, J. Gourdon, and A. Mattoo (eds.), CEPR and The World Bank, 2011.

Book Chapters

- “Preferential Access to the United States and Manufacturing Export Performance: A Product-Level Analysis,” with A. Forero, H. Maemir, and A. Mattoo, Chapter 2 in *Africa in the New Trade Environment : Market Access in Troubled Times* edited by S. Coulibaly, W. Kassa, and A. Zeufack, World Bank, 2022.
- “Drivers of Participation,” with Hiau-Looi Kee and Deborah Winkler, Chapter 2 in *World Development Report 2020: Trading for Development in the Age of Global Value Chains*, World Bank, 2019.
- “Imported Technology and Firm Exporting: The Case of Chile,” with R. Lopez, Chapter 17 in *Handbook on Trade and Development* edited by O. Morrissey, R. Lopez and K. Sharma, Edward Elgar, 2015.
- “Developing Professional Services in Africa: How Regional Integration Can Help” with N. Dihel, and A. Mattoo, chapter in *Ashgate Research Companion to International Trade Policy*, 2012.
- “Can Kenya Become a Global Exporter of Business Services?” with N. Dihel, R. Gicho, J. Kashangaki, and N. Strychacz Chapter 7 in *Exporting Services: A Developing Country Perspective* edited by A. Goswami, A. Mattoo, and J. Saez, 2011.

- “Is Growth Constrained by Institutions?” with M. Honorati and T. Mengistae, Chapter 5 in *The Poor Half Billion in South Asia* edited by E. Ghani, Oxford University Press, 2010.
- “Evidence of Underemployment of Labor and Capital in Indian Manufacturing,” with A. Pakes, Chapter 6 in *Accelerating Growth and Job Creation in South Asia* edited by S. Ahmed and E. Ghani, Oxford University Press India, 2009.
- “Comparing Property Rights Institutions, Contracting Institutions, and Growth in South Asia and East Asia,” Chapter 9 in *Accelerating Growth and Job Creation in South Asia* edited by S. Ahmed and E. Ghani, Oxford University Press India, 2009.
- “Property Rights Institutions, Contracting Institutions, and Growth in South Asia: Macro and Micro Evidence,” with A. Kraay, Chapter 4 in *South Asia Growth and Regional Integration*, edited by S. Ahmed and E. Ghani, Macmillan India Ltd, 2007.

Working Papers

- “Adjusting to Transitory Shocks: Worker Impact, Firm Channels, and (Lack of) Income Support,” with J. Silva, World Bank Policy Research Working Paper 10448.
- “Trade Promotion Organizations in the Pandemic World” with Choi, Y., Grover, A., Iacovone, L. and M. Olarreaga, World Bank Policy Research Working Paper 10374.
- “Natural Resource Dependence and Monopolized Imports” with Rabah, A., Merchán, F., Nguyen, H. and T. Reed, World Bank Policy Research working Paper 10339.
- “Globally Engaged Firms in the COVID-19 Crisis,” with Constantinescu, I., Grover, A., Poupakis, S. and S. Ortega, World Bank Policy Research Working Paper 9991.
- “Heterogeneous impacts of SPS and TBT regulations: Firm-Level Evidence from Deep Trade Agreements,” with K. Lefebvre and N. Rocha, World Bank Policy Research Working Paper 9700.
- “Trade and Global Value Chain Integration in Latin America : Stylized Facts,” with G. Nievas and D. Winkler, [World Bank Working Paper](#).
- “Does Better Information Curb Customs Fraud?,” with C. Chalendard, A. Duhaut, A. Mattoo, G. Raballand, and B. Rijkers, World Bank Policy Research Working Paper 9254.
- “An Evaluation of Border Management Reforms in a Technical Agency,” with R. Hillberry and A. Alcántara, Policy Research Working Paper 8208.
- “Expediting Trade: Impact Evaluation of an In-House Clearance Program,” with R. Hillberry and C. Berg, Policy Research Working Paper 7708.
- “Understanding the Operations of Freight Forwarders: Evidence from Serbia,” with A. Alcántara and R. Hillberry, Policy Research Working Paper 7311.
- “Is Diversification in MENA Really an Issue? Evidence from Exporter-Level Data,” with C. Brunel and M. Jaud, World Bank mimeo.
- “Exporters in MENA: Characterization and Benchmarking,” World Bank mimeo.
- “Export Entrepreneurship and Trade Structure in Latin America during Good and Bad Times,” with D. Lederman and M. Rocha, World Bank Policy Research Working Paper 6413.
- “Exporter Dynamics Database,” with T. Cebeci, C. Freund, and M. Pierola, World Bank Policy Research Working Paper 6229.

- “Together We Stand? Agglomeration in Indian Manufacturing,” with G. Sharma World Bank Policy Research Working Paper 6062.
- “Impact Evaluation of Trade Interventions: Paving the Way,” with O. Cadot, J. Gourdon, and A. Mattoo, World Bank Policy Research Working Paper 5877.
- “Determinants of Clusters in Indian Manufacturing: The Role of Infrastructure, Governance, Education, and Industrial Policy,” with G. Sharma, IGC Working Paper 12/0606.
- “Professional Services and Development: A Study of Mozambique,” with A. Mattoo World Bank Policy Research Working Paper 4870.
- “Factor Utilization in Indian Manufacturing: A Look at the World Bank Investment Climate Surveys Data,” with A. Pakes NBER Working Paper 14178.

Outreach Materials

- “Trade Facilitation Reform - The Impact of Targeted Sampling on Import Compliance,” with R. Hillberry and A. Alcántara *Viewpoint Note* #352, The World Bank, 2018.
- “Customs Reform and Performance,” with G. Raballand, C. Chalendard, A. Mattoo, and B. Rijkers *Governance Note* #4, The World Bank, 2017.
- “Expediting Trade,” with R. Hillberry, C. Berg, and A. Alcántara *Viewpoint Note* #351, The World Bank, 2017.
- “Risk Management in Customs: Benefits of Customs Reform - The Evidence from Albania” with R. Hillberry and A. Alcántara *Viewpoint Note* #347, The World Bank, 2015.
- “Lessons for Matching Grant Programs from Failed Attempts to Evaluate Them,” with F. Campos, A. Coville, M. Goldstein, and D. McKenzie in *Finance & PSD Impact: The Lessons from DECFP Impact Evaluations* #21, The World Bank, 2013.
- “Developing Professional Services in Africa through Regional Integration,” with N. Dihel and A. Mattoo in *Setting the Agenda for Africa’s Economic Recovery and Long-term Growth- Report of the African Economic Conference 2010*.
- “Reform and Regional Integration of Professional Services in East Africa” with N. Dihel, A. Mattoo, and N. Strychacz, *Africa Trade Policy Note* #5 and *Economic Premise Note* 32, The World Bank, 2010.
- “Towards a Regional Integration of Professional Services in Southern Africa” with N. Dihel and A. Mattoo, *Africa Trade Policy Note* #10, The World Bank, 2010.
- “Can Kenya Become a Global Exporter of Business Services?” with N. Dihel, R. Gicho, J. Kashangaki, and N. Strychacz, *Africa Trade Policy Note* # 20, The World Bank, 2011.

Work in Progress

- “Fertilizer import ban, agro-exports, and welfare: Evidence from Sri-Lanka” with E. Fraga, D. Ghose, M. Ozdogan, and G. Varela, World Bank mimeo.
- “Import Bans and the Extensive and Intensive Margins of Firm Exports: Evidence from Sri Lanka” with A. Forero, D. Ghose, C. Reverdy, and G. Varela, World Bank mimeo.
- “Market Access Regulations and the Reallocation of Trade” with R. Haygood, J.-D. Reyes, T. Reed, and L. Zavala, World Bank mimeo.

- “Containing Tariff Evasion” with C. Anne, C. Chalendar, B. Rijkers, and V. Vicard, World Bank mimeo.

Grants, Honors, Fellowships and Awards

- 2023 “Fertilizer Import ban, Agro-exports, and Welfare: Evidence from Sri Lanka,” Research Support Budget (RSB).
- 2021, 2020: World Bank VPU Team Award.
- 2020 “Adjusting to Crises: Worker and Firm-Level Impacts, Channels, and Policies,” Research Support Budget (RSB).
- 2017 “Performance Pay, Customs Performance, and Tariff Evasion: Evidence from Madagascar” Research Support Budget (RSB).
- 2017 “Performance Pay in Customs Evidence from Madagascar” Knowledge for Change Program (KCP III).
- 2015 “Rwanda Productivity and Export Capacity Audit,” Strategic Research Program (SRP).
- 2012 “Global Analysis of the Impact of Policies and Firm Dynamics in Trade,” Knowledge for Change Program (KCP II).
- 2011 “Upgrading the Networking and Technological Capacity of Suppliers in South Africa” Knowledge for Change Program (KCP II).
- 2003, 2004, 2005, 2006 (2) World Bank Spot Awards.
- 1997-2002 Fellowship, Fundação para a Ciência e a Tecnologia, Portugal.
- 1997-2001 Fellowship, Yale University (declined).
- 1994 Scholarship, European Union Erasmus Program.

Research Presentations

Paper Presentations in Conferences (Includes Presentations by Co-Authors):

- SANEM (2023).
- CSAE Conference (2023, 2019, 2018, 2017, 2016, 2014).
- NEUDC (2022, 2020, 2005, 2004, 2001).
- CompNet ProdTalk (2021).
- Annual IMF/World Bank/WTO Trade Workshop (2021, 2019, 2015, 2014, 2013).
- 5th Zurich Conference on Public Finance in Developing Countries (2020).
- NBER Development Program Meeting, Fall (2020).
- FREIT Empirical Trade Online Seminar (2020).
- Annual Washington Area Labor Economics Symposium (2019).
- Georgetown Center for Economic Research Biennial Conference (2019, 2017, 2015).
- ABCDE conference (2018).
- Midwest International Trade Meetings (2018).
- LACEA (2017, 2011, 2010, 2005, 2004).
- Eastern Economic Association (2016).
- NBER International Trade and Investment Program Meeting, Winter (2015).
- European Trade Study Group Conference (2014, 2012, 2011, 2010, 2008).
- IGC Growth Week (2013).

- International Industrial Organization Conference (2013, 2012, 2008, 2006).
- North American Summer Meetings of the Econometric Society (2013, 2011, 2008).
- International Industrial Organization Conference (2013, 2012, 2008, 2006).
- North American Summer Meetings of the Econometric Society (2013, 2011, 2008).
- Fondation pour les Etudes et Recherches sur le Développement International, International Trade Center, World Bank workshop on Aid for Trade: What Have we Learnt? Which way Ahead? (2012).
- Inter-American Development Bank Conference on The Effects of Trade and Investment Promotion (2012).
- Comparative Analysis of Enterprise Data & COST Conference (2012).
- Conference on Micro Evidence on Innovation in Developing Economies (2011, 2010, 2009).
- IGC Conference on Cities and Economic Growth in Developing Countries, London, U.K. (2010).
- Southern Economic Association Meetings (2012, 2011, 2010).
- Midwest Economics Association Conference (2010).
- DFAIT Workshop on Export Dynamics and Productivity, Ottawa, Canada (2009).
- Workshop of International Study Group on Exports and Productivity, Universidad de Valencia (2009).
- Workshop on Firm-Level Data Analysis in Transition and Developing Economies, Edinburgh, Scotland (2009).
- European Economic Association Meetings (2008).
- Empirical Investigations in International Trade - Slovenia (2008).
- Conference on Knowledge Flows University of London, U.K. (2007).
- Conference on Exports and Productivity – An International Comparison, University of Nottingham, U.K. (2007).
- Dynamics, Economic Growth, and International Trade Conference, DEGIT - X, Mexico City (2005).
- Conference on Job Reallocation, Productivity Dynamics and Trade Liberalization, Universidad Los Andes (2005).
- Conference on the Impact of Trade Liberalization on Firm-Level Structural Adjustment and Poverty, University of Sussex, U.K. (2005).
- Canadian Economic Association Meetings (2004).
- Winter Meetings of the Econometric Society (2003).

Discussions in Conferences and Guest Lectures:

- Guest Lecture for Foundations of Data Science / Data Science in Business, Economics, and Society Course Department of Economics, Georgetown University.
- Guest Lecture for Methods in Economic Consulting Course Department of Economics, Copenhagen Business School.
- Annual Washington Area International Trade Symposium (2019).
- CSAE (2023, 2019, 2018, 2017, 2016, 2014).
- International Industrial Organization Conference (2013, 2012).

- Southern Economic Association Meetings (2011, 2010).
- Midwest Economics Association Conference (2010).
- DFAIT Workshop on Export Dynamics and Productivity, Ottawa, Canada (2009).

Invited Seminars:

- George Washington University (2023).
- Catolica University, Lisbon (2022).
- V Knowledge, Innovation and Internationalization Strategies Workshop, Universidad de Valencia (keynote speaker) (2019).
- CESifo seminar (2018).
- Growth Lab, Center for International Development, Kennedy School of Government, Harvard University (2017).
- Universidade Nova de Lisboa, Portugal (2013, 2012).
- World Trade Organization (2012).
- The Graduate Institute, Geneva (2012).
- Center for Economic Studies, Economic Census Bureau (2012).
- University of Illinois at Urbana-Champaign (2012).
- The World Bank (2017, 2012, 2011, 2010, 2009, 2004, 2002).
- North Carolina State University (2011).
- Chicago Federal Reserve Bank (2009).
- University of Texas at Arlington (2009).
- Indiana University (2008, 2002).
- Inter-American Development Bank (2006).
- The World Bank-IMF joint seminar (2006).
- University of Texas at Austin (2002).
- Syracuse University (2002).
- Rutgers University (2002).
- University of Notre-Dame (2002).
- Université de Montréal, Canada (2002).
- Georgetown University (2002).
- University of California at San Diego (2002).
- UCLA (2002).
- Yale University (2001).

Refereeing Activities

American Economic Review, Applied Economics, Australian Economic Papers, Canadian Journal of Economics, *EconomiA*, Economics Bulletin, Economic Inquiry, Emerging Markets Finance and Trade, International Economic Review, International Review of Economics and Finance, Journal of African Economies, Journal of Comparative Economics, Journal of Development Economics, Journal of Development Studies, Journal of Economic Dynamics and Control, Journal of Industry, Competition and Trade, Journal of International Economics, Journal of Labor Economics, Oxford Economic Papers, Portuguese Economic Journal, Regulation and Governance, Research Policy,

Review of Economics and Statistics, Review of International Economics, Review of World Economics, Southern Economic Journal, World Bank Economic Review, World Development, World Economy, World Trade Review, Inter-American Bank Research Paper Series, UN DESA Working Paper Series, World Bank Policy Research Working Paper Series, University of Leuven (Belgium) Research Proposal.

Other Activities

- Co-organizer of the 4th (2015), 5th (2016), 6th (2017), 7th (2019), 8th (2021), 9th (2023 forthcoming) IMF-WB-WTO trade workshop.
- Junior recruitment committee, Development Research Group, 2016, 2019.
- Co-organizer of the joint World Bank-FERDI-ITC workshop on “Aid for Trade: What Have we Learnt? Which way Ahead?” 2012.
- Co-organizer of the joint World Bank-Kiel Institute workshop on trade in services, 2012.
- Organizer of the joint World Bank-IGC workshop on trade policy for growth, 2011.
- Co-organizer of the Inter-University Student Conference (Columbia U., New York U., Princeton U., U. Pennsylvania, Yale U.), 1999-2001.

Languages

Portuguese, English, French, and Spanish.