

## CURRICULUM VITAE

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**Place and Date of Birth:** Montevideo, Uruguay, 8<sup>th</sup> December 1967.  
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### Degrees:

November 1996 Ph.D. Economics, University of Geneva, Switzerland  
January 1992 M.A. International Economics, University of Sussex, UK

### Present and Previous Positions:

September 2007 – Professor of Economics, University of Geneva  
September 2014 – Scientific Advisor, CEPII, Paris  
November 2005- September 2007 Senior Economist, Chief Economist Office for Latin America, World Bank  
October 1998-October 2005 Economist, Research Group, World Bank  
Jan. 1997-September 1998 Economic Affairs Officer, Economic Research Division, WTO  
August 1997 - Research Fellow, Center for Economic Policy Research, London, UK.

### Visiting Positions

January-December 2016 Research Fellow, FERDI, Clermont-Ferrand.  
June 2013 Visiting researcher, EHESS, Paris  
January 2011 Visiting Professor, Universidad Andina Simon Bolivar, La Paz. Course taught: Advanced International Trade.  
December 2008-January 2009 & January-April 2010 Visiting Professor, CERDI, Clermont-Ferrand. Course taught: Advanced International Trade.

September 2008-February 2009	Visiting Professor, Graduate Institute for International Studies and Development, Geneva. Course taught: International Trade PhD workshop.
May-July 2008	Visiting Professor, Universidad de la República, Montevideo. Research Project: New trade theory: a view from Uruguay.
March & May 2007	Visiting Professor, Science Po, Paris, France. Courses taught: Development Economics and Regional Integration in Latin America
August-October 2006 & June-July 2007	Visiting Professor, Instituto Universitario CLAEH, Montevideo. Course taught: Trade Dynamics of Mercosur
March 2003-April 2003	Visiting Professor, INSEAD, France. Course taught: Industrial Policy and International Competitiveness
September 1998 & November 2002	Visiting Professor, University of Antwerp, Belgium Course taught: Regional Economic Integration and Trade Theory

### **Publications:**

*Cooperation in WTO's tariff waters?* with Alessandro Nicita and Peri Silva, JOURNAL OF POLITICAL ECONOMY, forthcoming.

*Trade, Infrastructure, and Development* in Matthias Helble and Ben Shepherd, eds: WIN-WIN: HOW INTERNATIONAL TRADE CAN HELP MEET THE DEVELOPMENT SUSTAINABLE GOALS, Asian Development Bank Institute, August 2017.

*Export Promotion and Firm Entry into and Survival in Export Markets* with Daniel Lederman and Lucas Zavala, CANADIAN JOURNAL OF DEVELOPMENT STUDIES vol. 37, April 2016.

*There goes gravity: eBay and the death of distance* with Andreas Lendle, Pierre-Louis Vézina and Simon Schropp, ECONOMIC JOURNAL vol. 126, March 2016.

*Regionalism as industrial policy* with Pedro Moncarz and Marcel Vaillant, REVIEW OF DEVELOPMENT ECONOMICS, vol. 20, February 2016.

*A political-economic account of global tariffs* with Kishore Gawande and Pravin Krishna, ECONOMICS AND POLITICS, vol. 27, July 2015.

*Weak Governments and Trade Agreements*, with Jean-Louis Arcand and Laura Zoratto in Andreas Dür and Manfred Elsig, eds: THE PURPOSE, DESIGN AND EFFECTS OF PREFERENTIAL TRADE AGREEMENTS, Cambridge University Press, January 2015.

*Introduction to the special issue on the political economy of multilateral trade negotiations* with Peter Egger, REVIEW OF INTERNATIONAL ORGANIZATIONS, vol. 9, May 2014.

*Pro-poor trade policy in Sub-Saharan Africa* with Alessandro Nicita and Guido Porto, JOURNAL OF INTERNATIONAL ECONOMICS, vol. 92, March 2014.

*Water nationalization and service quality* with Fernando Borraz and Nicolas Gonzalez-Pampillon, WORLD BANK ECONOMIC REVIEW, vol. 27, October 2013.

*Ebay Anatomy* with Andreas Lendle, Pierre-Louis Vézina and Simon Schropp, ECONOMIC LETTERS, vol. 121, July 2013.

*Endogeneous tariffs in a common agency model* with Olivier Cadot, Laure Dutoit, and Jean-Marie Grether, REVISTA DE ECONOMIA Y ESTADISTICAS, vol. 51, February 2013.

*Protectionism during the crisis: tit-for-tat or chicken games?* with Mauro Boffa. ECONOMIC LETTERS, vol. 117(3), December 2012.

*Regional integration and natural resources: who benefits? Evidence from MENA* with Céline Carrère and Julien Gourdon, INTERNATIONAL ECONOMICS 131(3), December 2012.

*Patterns of diversification in Middle East and North Africa* with Cristian Ugarte, in Ndiame Diop, Daniela Marotta, and Jaime de Melo: eds. NATURAL RESOURCE ABUNDANCE, GROWTH AND DIVERSIFICATION IN MENA, World Bank Publications, October 2012.

*Lobbying competition over trade policy* with Kishore Gawande and Pravin Krishna, INTERNATIONAL ECONOMIC REVIEW, vol. 53(1), February 2012.

*Services, trade and development* with Mina Mashayekhi and Guido Porto, UNCTAD Publications, October 2011.

*Brazil: Micro and Macro determinants of temporary trade barriers* with Marcel Vaillant in Chad Bown editor: THE GREAT RECESSION AND IMPORT PROTECTION, CEPR Publications, August 2011.

*Trade openness and CO2 emissions in Tunisia* with Houssein Eddine Chebbi and Habib Zitouna, MIDDLE EAST DEVELOPMENT JOURNAL, vol. 3(1), March 2011.

*Smoke in the (tariff) water* with Liliana Foletti, Marco Fugazza, and Alessandro Nicita, WORLD ECONOMY, vol. 34(2), February 2011.

*Supply Chains in Export Agriculture, Competition and Poverty in Sub-Saharan Africa* with Nicolas Depetris Chauvin and Guido Porto, CEPR and World Bank Publications, January 2011.

*Substitutability and Protectionism* with Giovanni Facchini, Peri Silva and Gerald Willmann, WORLD BANK ECONOMIC REVIEW, vol. 24(2), October 2010.

*The cost of moving out of subsistence in Madagascar* with Olivier Cadot and Laure Dutoit in Ataman Aksoy and Bernard Hoekman, eds. FOOD PRICES AND RURAL POVERTY, Center for Economic Policy Research, October 2010.

*Do trade agreements reduce the volatility of agricultural trade distortions?* With Olivier Cadot and Jeanne Tschoop, in Kym Anderson, ed. POLITICAL ECONOMY OF AGRICULTURAL TRADE DISTORTIONS, Cambridge University Press, July 2010.

*Export Promotion Agencies: Do they work?* With Daniel Lederman and Lucy Payton, JOURNAL OF DEVELOPMENT ECONOMICS, vol. 91(2), March 2010.

*Sugar prices, labor income and poverty in Brazil* with Ekaterina Krivonos, ECONOMIA, vol 9(2), Spring 2009.

*What governments maximize and why: a view from trade* with Kishore Gawande and Pravin Krishna, INTERNATIONAL ORGANIZATION, vol. 63(3), July 2009.

*Estimating trade restrictiveness indices*, with Hiau Looi Kee and Alessandro Nicita, ECONOMIC JOURNAL, vol. 119 (1), January 2009.

*Substitution between foreign capital in China, India, the rest of the world and Latin America: much ado about nothing?* , with Javier Cravino and Daniel Lederman, JOURNAL OF ECONOMIC INTEGRATION, vol. 23(4), December 2008.

*Import demand elasticities and trade distortions*, with Hiau Looi Kee and Alessandro Nicita, REVIEW OF ECONOMICS AND STATISTICS, vol. 90(4), November 2008.

*China and India's challenges to Latin America: opportunity or threat?* with Daniel Lederman and Guillermo Perry, eds. World Bank Publications, November 2008.

*Mercosur*, in Steven Durlauf and Lawrence Blume, eds: THE NEW PALGRAVE DICTIONARY OF ECONOMICS, 2<sup>nd</sup> Edition. Palgrave MacMillan, May 2008.

*Trade Specialization in Latin America: The Impact of China and India* with Daniel Lederman and Eliana Rubiano, WELTWIRTSCHAFTLICHES ARCHIV, vol. 144, #2, April 2008.

*Latin America's response to China and India: Overview of Research Findings and Policy implications* with Daniel Lederman and Guillermo Perry, REVISTA DE ECONOMIA Y ESTADISTICA, December 2007.

*Trade liberalization, inequality and poverty reduction in Latin America* with Guillermo Perry, in Francois Bourguignon and Boris Pleskovic, eds. BEYOND TRANSITION, World Bank Publications, Washington DC, August 2007.

*Global Trade and Poor Nations: Poverty Impacts and Policy Implications of Trade Liberalization* with Bernard Hoekman, eds. Brookings Institution Press, July 2007.

*Information and Export Performance* with Alessandro Nicita, JOURNAL OF INDUSTRY, COMPETITION AND TRADE, vol. 7 #2, March 2007.

*Trademark protection or protectionism?* with Eugenia Baroncelli and Ekaterina Krivonos, REVIEW OF INTERNATIONAL ECONOMICS, vol. 15 #1, February 2007.

*Trade, production and protection, 1976-2004* with Alessandro Nicita, WORLD BANK ECONOMIC REVIEW, vol. 21 #1, February 2007.

*Market access for sale* with Hiau Looi Kee and Peri Silva, JOURNAL OF DEVELOPMENT ECONOMICS, vol. 82 #1, January 2007.

*Reducing agricultural tariffs or domestic support: which is more important for developing countries?* with Bernard Hoekman and Francis Ng, in Alex Mc Calla and John Nash, eds. REFORMING AGRICULTURAL TRADE FOR DEVELOPING COUNTRIES, World Bank Publications, Washington DC, January 2007.

*The impact of agricultural support policies on developing countries* with Bernard Hoekman and Francis Ng, in Alex Mc Calla and John Nash, eds. REFORMING AGRICULTURAL TRADE FOR DEVELOPING COUNTRIES, World Bank Publications, DC, January 2007.

*Tariff evasion and customs corruption: Does pre-shipment inspection help?* with José Anson and Olivier Cadot, CONTRIBUTIONS TO ECONOMIC ANALYSIS AND POLICY, vol. 5 # 1 (article 33), December 2006.

*Trade preferences to small developing countries and the welfare cost of lost multilateral liberalization* with Nuno Limão, WORLD BANK ECONOMIC REVIEW, vol. 20 #2, May 2006.

*Global trade liberalization and Poor Countries* with Bernard Hoekman in STUDIES IN TRADE AND DEVELOPMENT: DELIVERING ON THE WTO ROUND , United Nations, Economic and Social Commission fro Asia and the Pacific, February 2006.

*Market access or subsidies?* INSIGHTS #59, Institute of Development Studies, University of Sussex, December 2005.

*On indirect trade-related R&D spillovers* with Oliver Lumenga-Neso and Maurice Schiff, EUROPEAN ECONOMIC REVIEW vol. 49, #7, October 2005.

*AGOA and apparel: who captures the tariff rent in the presence of preferential market access?* with Caglar Ozden, WORLD ECONOMY, vol. 28, #1, January 2005.

*Lobbying, counter-lobbying and the structure of protection in rich and poor countries* with Olivier Cadot and Jaime de Melo, WORLD BANK ECONOMIC REVIEW, vol. 18, #3, November 2004.

*Mode of foreign entry, technology transfer and FDI policy* with Aaditya Mattoo and Kamal Saggi, JOURNAL OF DEVELOPMENT ECONOMICS, vol. 75, #1 October 2004.

*Tariffs, Entry Regulation and Markups: Country size matters* with Hiau Looi Kee and Bernard Hoekman, CONTRIBUTIONS TO MACROECONOMICS, vol. 4, #1, September 2004.

*Agricultural subsidies versus tariffs: what's more important for developing countries?*, with Bernard Hoekman and Francis Ng, WORLD BANK ECONOMIC REVIEW, vol. 18, #2, August 2004.

*Reciprocity across modes of supply in the WTO: a negotiating formula* with Aaditya Mattoo, INTERNATIONAL TRADE JOURNAL, vol. 18, #1, February 2004.

*The region as a platform to the world: the case of Mercosur* with Alessandro Nicita and Isidro Soloaga, CUADERNOS DE ECONOMIA, vol. 40, #121, December 2003.

*Economic Development and the WTO: Back to basics?*, with Bernard Hoekman, INTERECONOMICS 38 #5, October 2003.

*Multilateralism and Regionalism: Trade opportunities for Sub-Saharan Africa*, with Manuel de la Rocha, AFRIKA SPEKTRUM 38 #1, March 2003.

*The protectionist bias of duty drawbacks: Evidence from Mercosur*, with Olivier Cadot and Jaime de Melo, JOURNAL OF INTERNATIONAL ECONOMICS 59 #1, January 2003.

*Harmonizing external quotas in an FTA: a step backward?*, with Olivier Cadot and Jaime de Melo, ECONOMICS AND POLITICS, 14 #3, November 2002.

*Unrestricted Market Access for Sub-Saharan Africa: How much is it worth and who pays?*, with Elena Ianchovichina and Aaditya Mattoo, JOURNAL OF AFRICAN ECONOMIES, 10 #4, November 2002.

*Une proposition pour l'OMC: la "super" clause de nation plus favorisée*, with Bernard Hoekman, REFLETS ET PERSPECTIVES DE LA VIE ECONOMIQUE, 41 #2, August 2002.

*Tariff peaks and preferences*, with Francis Ng in B. Hoekman, A. Mattoo and P. English, eds., DEVELOPMENT, TRADE AND THE WTO, The World Bank, June 2002.

*Eliminating excessive tariffs on exports of Least Developed Countries*, with Bernard Hoekman and Francis Ng, WORLD BANK ECONOMIC REVIEW, 16 # 1, March 2002.

*Who determines Mexican trade policy?* with Jaime de Melo and Jean-Marie Grether, JOURNAL OF DEVELOPMENT ECONOMICS, 64 #2, March 2001.

*Can bilateralism ease the pains of multilateral trade liberalization?* with Olivier Cadot and Jaime de Melo, EUROPEAN ECONOMIC REVIEW, 45 #1, February 2001.

*Regionalismo y artículo XXIV* with Isidro Soloaga, in. M. Olarreaga y R. Rocha, eds. LA NUEVA AGENDA DEL COMERCIO EN LA OMC, Centro editorial del Rosario, July 2000.

*Asymmetric Regionalism in Sub-Saharan Africa: where do we stand?* with Olivier Cadot and Jaime de Melo, REVUE ECONOMIQUE DU DEVELOPPEMENT, April 2000.

*Pricing Strategy and Income Distribution under double market power: Madagascar and the International Vanilla Market* with Jaime de Melo and Wendy Takacs, REVIEW OF DEVELOPMENT ECONOMICS, vol. 4, #1, February 2000.

*Endogenous Tariffs in the Presence of Foreign Capital*, JOURNAL OF ECONOMIC INTEGRATION, vol. 14 #4, December 1999.

*Regional Integration and Lobbying for Tariffs Against non-members* with Olivier Cadot and Jaime de Melo, INTERNATIONAL ECONOMIC REVIEW, vol. 40, #3, August 1999.

*Preferential and non preferential trade flows in world trade* with Jean-Marie Grether, in M. Rodriguez-Mendoza, P. Low and B. Kotschwar, eds. TRADE RULES IN THE MAKING: CHALLENGES IN REGIONAL AND MULTILATERAL NEGOTIATIONS, Brookings, July 1999.

*Why are Customs Unions more attractive in the presence of Foreign Direct Investment?* SWISS JOURNAL OF ECONOMICS AND STATISTICS, vol. 134, #4, November 1998.

*Tariff Reductions under Foreign Factor Ownership*, CANADIAN JOURNAL OF ECONOMICS, vol. 31, #4, October 1998.

*Explaining Mercosur Tariff Structure: a political economy approach*, with Isidro Soloaga, WORLD BANK ECONOMIC REVIEW, vol. 12, #3, August 1998.

*Regionalism, competition policy and abuse of dominant position* with Sanoussi Bilal, JOURNAL OF WORLD TRADE, vol. 32, #3, May 1998.

*Tariff Reductions in the Presence of Foreign Direct Investment*, REVIEW OF INTERNATIONAL ECONOMICS, vol. 4, #3, October 1996.

## **Work in progress**

*Trade in Unemployment* with Céline Carrère, Marco Fugazza and Frédéric Robert-Nicoud.

*Labor adjustment costs across sectors and regions* with Marcio Cruz and Emmanuel Milet

*Labor clauses in FTA: labor protection or protectionism?* with Céline Carrère and Damian Raess

*Labor regulation and comparative advantage* with Céline Carrère and Manuel Flores

*Export promotion: what works?* with Stefan Sperlich and Virginie Trachsel

*Spillovers from export promotion* with Marcio Cruz

*Skill premia and cross-border online trade* with Marcio Cruz and Emmanuel Milet