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Education:

Ph.D. Economics, Stanford University, Stanford, California, 1993

B.A. Economics, Mathematics, Kalamazoo College, Kalamazoo, Michigan, 1985
Honors: Phi Beta Kappa

Professional Experience:

Georgetown University, Washington, DC
Associate Professor, McDonough School of Business, 2007-present

Peterson Institute for International Economics, Washington, DC (previously Institute for International Economics)
Deputy Director, 2003-2007

U.S. Bureau of the Census, Washington, DC
Director, Center for Economic Studies, 1999-2003

Carnegie Mellon University, Pittsburgh, PA
Senior Research Scientist, H. John Heinz III School of Public Policy and Management, 1997-1999
Executive Director, Carnegie Mellon Census Research Data Center, 1997-1999

U.S. Bureau of the Census, Washington, DC
Economist, Center for Economic Studies, 1993-1997

Arthur Andersen & Co., Detroit, MI
Consultant, Management Information Consulting Division, 1985-1987

Other Affiliations and Professional Activities:

National Bureau of Economic Research, Cambridge, MA
Research Associate, 2007-present

Peterson Institute for International Economics, Washington, DC
Senior Fellow, 2007-present

Tuck School of Business, Dartmouth College, Hanover, NH
Visiting Associate Professor, Winter 2006 and 2007

Federal Reserve Bank of San Francisco, San Francisco, CA
Academic Consultant, October 2006

Federal Reserve Board of Governors, Washington, DC
Academic Consultant, September 2006

Federal Reserve Bank of New York, New York, NY
Visiting Scholar, June 2005

Conference on Research in Income and Wealth
Executive Committee Member, 2000-2006

University of Maryland, College Park, MD
Adjunct Associate Professor, Department of Economics and Joint Program on Survey Methodology, 1999-2003

Publications:

“Firms in International Trade” with Andrew B. Bernard, Stephen J. Redding, and Peter K. Schott, *Journal of Economic Perspectives*, vol. 21, no. 3, pp. 105-130.

“Firm Structure, Multinationals, and Manufacturing Plant Deaths,” with Andrew B. Bernard, *Review of Economics and Statistics*, vol. 89, no. 2, pp. 193-204 (lead article).

“Trade Costs, Firms, and Productivity,” with Andrew B. Bernard and Peter K. Schott, *Journal of Monetary Economics*, 2006, vol. 53, no. 5, pp. 917-937. (Prepared for Carnegie-Rochester Conference on Public Policy)

“Tradable Services: Understanding the Scope and Impact of Services Offshoring,” with Lori G. Kletzer, *Offshoring White-Collar Work – Issues and Implications*, Brookings Trade Forum 2005, ed. Lael Brainard and Susan M. Collins, pp. 75-134.

“Survival of the Best Fit: Competition from Low Wage Countries and the (Uneven) Growth of U.S. Manufacturing Plants,” with Andrew B. Bernard and Peter K. Schott, *Journal of International Economics*, 2006, vol. 68, no. 1, pp. 219-237.

“How Offshore Work Affects Your Industry,” with Andrew B. Bernard and Peter K. Schott, *Harvard Business Review*, November 1, 2004, p. 24.

“Why Some Firms Export,” with Andrew B. Bernard, *Review of Economics and Statistics*, 2004, vol. 86, no. 2, pp. 561-569.

“Exporting and Productivity in the US,” with Andrew B. Bernard, *Oxford Review of Economic Policy*, 2004, vol. 20, no. 3, pp. 343-357.

“Entry, Expansion, and Intensity in the U.S. Export Boom, 1987-1992” with Andrew B. Bernard, *Review of International Economics*, 2004, vol. 12, no. 4, pp. 662-675.

“Plants and Productivity in International Trade,” with Andrew B. Bernard, Jonathon Eaton, and Samuel Kortum, *American Economic Review*, 2003, vol. 93, no. 4, pp. 1268-1290.

“The Impact of Vintage and Survival on Productivity: Evidence from Cohorts of U.S. Manufacturing Plants,” with Robert H. McGuckin and Kevin J. Stiroh, *Review of Economics and Statistics*, 2001, vol. 83, no. 2, pp. 323-332.

“Business Perceptions of Confidentiality,” with Nick Greenia and Julia Lane, *Confidentiality, Disclosure, and Data Access: Theory and Practical Applications for Statistical Agencies*, ed. Pat Doyle, Julia I. Lane, Jules J. M. Theeuwes, and Laura V. Zayatz, 2001, New York: Elsevier Science North Holland Press.

“Entry, Exit, and Ownership Status of Appalachian Manufacturing Plants, 1963-1992,” with Amy K. Glasmeier, *Growth and Change: A Journal of Urban and Regional Policy*, 2001, vol. 32, pp. 251-282.

“Understanding Increasing and Decreasing Wage Inequality,” with Andrew B. Bernard, *The Impact of International Trade on Wages*, ed. Robert Feenstra, 2000, National Bureau of Economic Research and University of Chicago Press.

“Increasing Wage Dispersion in U.S. Manufacturing: Plant-Level Evidence on the Role of Trade and Technology,” with Kenneth R. Troske, *Growing Apart: The Causes and Consequences of Global Wage Inequality*, ed. Albert Fishlow and Karen Parker, 1999, New York: Council on Foreign Relations Press.

“Exceptional Exporter Performance: Cause, Effect, or Both?” with Andrew B. Bernard, *Journal of International Economics*, 1999, vol. 47, no. 1, pp. 1-25. (Reprinted in *Globalization and Productivity*, ed. D. Greenaway, H. Görg, and R. Kneller, Edward Elgar Publishing, 2007.)

“Comparing Wages, Skills, and Productivity Between Domestic and Foreign Owned Manufacturing Establishments in the United States,” with Mark E. Doms. *Geography and Ownership as Bases for Economic Accounting*, ed. Robert E. Baldwin, Robert E. Lipsey, and J. David Richardson, 1998, National Bureau of Economic Research and University of Chicago Press.

“Transaction Costs, Regulation, and Subcontracting at Nuclear Power Plants,” with Geoffrey S. Rothwell, *Journal of Economic Behavior and Organization*, 1998, vol. 36, pp. 369-81.

“Productivity, Skill, and Wage Effects of Multinational Corporations in the United States” with Mark E. Doms, *Foreign Ownership and the Consequences of Direct Investment in the United States*, ed. Douglas Woodward and Douglas Nigh, 1998, Westport, CT: Greenwood Publishing.

“Exporters, Skill-Upgrading, and the Wage Gap,” with Andrew B. Bernard, *Journal of International Economics*, 1997, no. 42, lead article.

“Evaluating Government Technology Programmes: The Case of Manufacturing Extension,” with Ronald S. Jarmin, *OECD Proceedings: Policy Evaluation in Innovation and Technology: Towards Best Practices*, 1997, pp. 281-297, Paris: OECD.

“The Good Go Abroad: Evidence from Longitudinal Micro Data on German and U.S. Exporters,” with Andrew B. Bernard and Joachim Wagner, *The Evolution of Firms and Industries*, ed. Seppo Laaksonen, 1997, pp. 489-500, Helsinki: Statistics Finland.

“Firm Performance and Evolution: Empirical Regularities in the U.S. Microdata” with Robert McGuckin, *Industrial and Corporate Change*, 1997, vol. 6, no. 1, pp. 25-47.

“Exporters, Jobs, and Wages in U.S. Manufacturing: 1976-87,” with Andrew B. Bernard, *Brookings Papers on Economic Activity: Microeconomics*, 1995, pp. 67-119.

Papers:

“Vertical Integration of Services at U.S. Multinational Firms” with Catherine L. Mann, mimeo March 2007.

“Transfer Pricing by U.S.-based Multinational Firms,” with Andrew B. Bernard and Peter K. Schott, National Bureau of Economic Research Working Paper Number 12493, 2006.

“Importers, Exporters, and Multinationals: A Portrait of U.S. Firms that Trade Goods” with Andrew B. Bernard and Peter K. Schott, National Bureau of Economic Research Working Paper Number 11404, 2005.

“Facing the Dragon: Prospects for U.S. Manufacturers in the Coming Decade,” with Andrew B. Bernard and Peter K. Schott, manuscript, 2004.

“Falling Trade Costs, Heterogeneous Firms, and Industry Dynamics,” with Andrew B. Bernard and Peter K. Schott, National Bureau of Economic Research Working Paper Number 9639, 2003.

“The Survival of Industrial Plants,” with Michael Gort and Seong-Hoon Lee, Center for Economic Studies Working Paper number 02-25, 2002.

“Who Dies? International Trade, Market Structure, and Industrial Restructuring,” with Andrew B. Bernard, National Bureau of Economic Research Working Paper Number 8327, 2001.

“Information Technology and Strategic Sales Management,” with Brent R. Keltner, mimeo, 1999.

“A Note on Globalization, Technology, and Wage Inequality,” prepared for National Bureau of Economic Research Conference on Trade, Technology, Education, and the U.S. Labor Market, April, 1998.

“Measuring the Performance of Government Technology Programs: Lessons from Manufacturing Extension,” with Ronald S. Jarmin, mimeo, Center for Economic Studies, U. S. Bureau of the Census, 1998.

“Trends in Vertical Integration and Contracting Out,” with Robert H. McGuckin, mimeo, prepared for Columbia University School of Law Conference on Make versus Buy: Empirical Issues and Transaction Cost Analysis, 1997.

“Increasing Access to Longitudinal Survey Microdata: The Census Bureau’s Research Data Center Program,” with Arnold P. Reznick and Joyce M. R. Cooper, prepared for American Statistical Association Proceedings, 1997.

Other Papers:

“Assessing the Impact of Trade Liberalization on Import-Competing Industries in the Appalachian Region” with Andrew B. Bernard and Peter K. Schott, mimeo, prepared for the Appalachian Regional Commission, 2005.

“Entry, Exit, and Restructuring in Appalachian Manufacturing 1963-1992: Evidence from the Longitudinal Research Database,” mimeo, prepared for the Appalachian Regional Commission, 1997.

“Trade, Technology, and Plant Performance,” with Nathan Musick. Working Papers on Industrial and Economic Performance, Office of Policy Development, Economics and Statistics Administration, U.S. Department of Commerce. 1996.

“Firm Level Longitudinal Linkages from Establishment Level Data: A Preliminary Appraisal,” with James L. Monahan. Prepared for United Nations Statistical Commission and Economic Commission for Europe Working Party on Electronic Data Processing, February, 1995.

“Boundaries of Organizations and the Measurement of Economic Activity,” 1994 Annual Research Conference Proceedings. U.S. Department of Commerce, Washington, D.C. 1994.

Grants, Contracts, Awards:

John D. and Catherine T. MacArthur Foundation. “Trade in Services and its Impact on US Firms, Workers, and Regions,” (with Catherine Mann and Lori Kletzer). 2006.

National Science Foundation. “Measuring the Size, Scope, and Impact of Trade in Services,” (with Catherine Mann and Lori Kletzer). SES-0552029. 2006.

Alfred P. Sloan Foundation. “The Changing Nature of Globalization and the Impact on American Firms and Workers,” (with Catherine Mann and Lori Kletzer). 2005.

Appalachian Regional Commission, Contract No. CO-12884S-03 “Assessing Impact of Trade Liberalization on Import Competing Industries.” 2003.

Appalachian Regional Commission, Contract No. CO-12883. “Proposal to Develop Longitudinal, Establishment Level Data for the Service Sector.” 1998.

Carnegie Mellon University Faculty Development Grant. “Managing Entry into Exporting.” 1998.

National Science Foundation, Grant No. DMI-9713749. "MOTI: Innovative Service Delivery Strategies and Customer Segmentation: Integrating Investments in Technology, Work Process Design, and Human Capital," (with Brent R. Keltner, Kenneth J. Girardini, and Carleton R. Ruthling). 1997.

Appalachian Regional Commission, Contract No. CO-12817-97. "Establishment Formation and Attrition in Appalachia." 1997.

Media Appearances: Interviews and Research Coverage

Television:

Nightly Business Report, September 30, 2003, "Manufacturing in the Midwest is Getting Weaker"

Print:

The Economist, February 24, 2007 "Moving Pieces: Global Companies Have Plenty of Latitude to Minimise Their Tax Bills"

The Economist, September 16, 2006 "More Pain Than Gain: Many Workers Are Missing Out on the Rewards of Globalization"

New York Times, August 13, 2006 "Why 'Outsourcing' May Lose Its Power as a Scare Word." by Dan Gross

Bloomberg News, March 27, 2006 "Globalization May Aid Bernanke as Productivity Did Greenspan." by Rich Miller

The Washington Post, March 22, 2006 "Will Your Job Survive?" Editorial, by Harold Meyerson

BusinessWeek, August 22, 2005 "Asian Competition: Is the Cup Half Empty – or Half Full?" by Peter Coy

BusinessWeek Online, August 22, 2005 "Online Extra: Jobs that Could Swim Offshore"

The Wall Street Journal, 18 July, 2005, "Manufacturing Sector Displays Unexpected Vigor -- Output Climbs As Payrolls Shrink; Surging Demand For Business Equipment." by Jessica Vascellaro And Jon Hilsenrath (also in the Asian WSJ and WSJ Europe)

The Wall Street Journal, 17 August, 2004, "Import Prices May Drift Lower As Low-Cost Production Picks Up." By Louise Story (also in the International Editions, Bloomberg.com, Inc.com, *Frankfurter Allgemeine Zeitung*, *De Telegraaf*, *The Globe and Mail*)

The Economist, March 25, 2004 "Footloose Firms: Are global companies too mobile for workers' good?"

Wall Street Journal, March 3, 2003 "Why Newer Plants are Most Vulnerable"

BusinessWeek, November 22, 1999 "Why the Wage Gap Widened – and why it has been narrowing"

BusinessWeek, October 14, 1999 "Why Exporting Nations Thrive"

Fortune, July 6, 1998 "The Looming Export Slump"

Wall Street Journal, April 28, 1998 "Exporters in U.S. Confront a New Reality"

BusinessWeek, April 27, 1998 "Will Asian Woes Tar U.S. Profits?"

Journal of Commerce, January, 19, 1998 "The Virtue of Exporting"

National Journal, October 4, 1997 "Playing the Numbers Game"

Export Today, September 1997 "Export Today: Washington Watch"

Fortune, August 22, 1994 "Strategies for the New Export Boom"