

# **INES BUONO**

Curriculum vitae

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## **Contact Information**

Universitat Pompeu Fabra  
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## **Personal Information**

Born June 22, 1977 in Bitonto (BA), Italy. Italian Citizen.

## **Current Position**

Universitat Pompeu Fabra, Barcelona (Spain), 2003 to present  
Ph.D. Candidate in Economics  
Thesis Title: Essays on Firm Heterogeneity and Trade  
Supervisor: Prof. Jaume Ventura  
Expected Completion Date: Summer 2008

## **Education**

Nov. 2005 – Nov. 2006	Stage at INSEE-“Institut National de la Statistique et des Études Économiques”, Paris (France).
Jan. 2004 – Apr. 2004	Visiting EUI-European University Institute, Economics Department, Florence (Italy).
Sep. 2002 – Jul. 2003	Master in Economics with honours, Universitat Pompeu Fabra, Barcelona (Spain).
Sep. 1996 – Apr. 2001	BA in Economics summa con laude, Università Commerciale Luigi Bocconi, Milan (Italy). Supervisor: Prof. Francesco Giavazzi.

## **Fields of Interest**

International Trade, Microeconometrics, Development.

## **Teaching Experience**

Academic Year 2007-2008 (second term)	Lecturer for the undergraduate course “Statistics”, Department of Economics and Business, Universitat Pompeu Fabra, Barcelona (Spain).
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## **Research Experience**

Oct.. 2004 – Aug. 2007	Research Assistant on the project “Innovation and Public Policies: a macro and micro approach”, Prof. Ramon Marimon, Universitat Pompeu Fabra, Barcelona (Spain).
Jan. 2002 – Jul. 2002	Research Assistant in the Nonprofit Division, IRS-Istituto per la Ricerca Sociale, Milan (Italy).
Sep. 2001 – Dec. 2001	Research Assistant for Prof. Marco Da Rin and Laura Bottazzi, IGIER-Innocenzo Gasparini Institute for Economic Research, Università Commerciale Luigi Bocconi, Milan (Italy).

## **Working Papers**

“Firm Heterogeneity and Comparative Advantage: Evidence on French Firm’s Response to the Entry of Turkey in the European Customs Union”, Job Market paper, October 2007.

“The Micro Dynamics of Exporting Firms” (joint with Stefan Berger, UPF and Harald Fadinger, UPF and ULB), October 2007.

## **Work in Progress**

“Barriers to International Trade: the Determinants of Cross-Country Differences in Market Access” (joint with Romain Aeberhardt, INSEE and Harald Fadinger, UPF and ULB).

“The Effect of WTO Multilateral Tariff Reduction on the Intensive and Extensive Margin of Trade: Evidence from French Firms” (joint with Guy Lalanne, INSEE ).

“The Determinants of ICT Adoption: an Empirical Assessment”.

## **Publications in Italian**

*"Creazione di valore aggiunto sociale e ruolo delle donazioni nel nonprofit italiano"* (joint with Stefano Cima), Terzo settore, Year 2, n. 11, 2002.

*“Quanto vale il nonprofit italiano. Creazione di valore aggiunto sociale e ruolo delle donazioni”*, (Chapters 1 and 2 joint with Stefano Cima), Cima S., Fioruzzi M., Gandullia L., Franco Angeli, Milan, 2003.

## **Conferences and Seminars**

International Breakfast, UPF, Barcelona (Spain), October 2007.

9th ETSG-European Trade Study Group Conference, Athens (Greece), September 2007.

Applied Lunch, UPF, Barcelona (Spain), May 2007.

Study Group on International Trade, EUI, Florence (Italy), March 2007.

6th GEP Postgraduate Conference, Nottingham (United Kingdom), March 2007.

International Breakfast, UPF, Barcelona (Spain), December 2006.

ASSET Annual Meeting in Lisbon (Portugal), November 2006.

Applied Lunch, UPF, Barcelona (Spain), April 2005.

2nd CRISS Annual Meeting of Young Economists, Pavia (Italy), September 2004.

## **Scholarships and Grants**

Oct. 2004 - Aug.2007: Research Assistant Grant, UPF, Barcelona.

Oct. 2002 - Sep.2004: “Borsa di Studio per Perfezionamento degli Studi all’Esterò”, Università Commerciale Luigi Bocconi, Milan.

Sep. 2001-Dec. 2001: Research Assistant Grant, IGIER, Università Commerciale Luigi Bocconi, Milan.

July 1998: Award for Academic Achievement from “Banca Commerciale Italiana”, Milan.

## **Language Skills**

Italian: mother tongue

English: fluent

Spanish: fluent

French: good

## **Computer Skills**

Stata, SAS, E-Views, SPSS, WinEdt, Matlab

## **References**

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## **Abstract Research Papers:**

### **Firm Heterogeneity and Comparative Advantage: Evidence on French Firm's Response to the Entry of Turkey in the European Customs Union (Job Market Paper)**

In this paper I analyze the effects of a reduction in tariffs by a trading partner on the exports of firms. More precisely, I focus on how cross-industry differences in factor intensities and within-industry differences in firm productivity shape the response of the intensive and the extensive margin of firm's export. I examine the reaction of French firms to the reduction of Turkish import tariffs that followed the entry of Turkey in the European Customs Union (CU) in 1996. As expected a reduction in variable export costs increases the probability to export. Somewhat surprisingly, the effect is stronger in sectors without comparative advantage. At first sight this finding might seem at odds with the intuition that trade liberalization leads to specialization in comparative advantage sectors, like in standard neoclassical models. However, I illustrate a possible explanation through a partial equilibrium model which includes firm level heterogeneity and sector level comparative advantage in a standard way. In this model only firms with productivity above a threshold enter the export market, this threshold being lower for sectors with comparative advantage. As trade partner tariffs fall, the productivity threshold to export decreases by more in sectors without comparative advantage. This is the case because, even if the cut-off productivity to enter the export market falls in the same proportion as tariffs in all sectors, its level was initially higher in sectors that do not have comparative advantage.

### **The Micro Dynamics of Exporting Firms (joint with S. Berger, UPF and H. Fadinger, UPF and ULB)**

Using a panel of 21000 French firms that include information on firm export destinations we analyze the dynamics of firms' exports to different countries. We establish the following facts:

- 1) There is great deal of heterogeneous dynamics that wash out at a more aggregate level;
- 2) From year to year single firms enter a large amount of new destinations while simultaneously leaving others, and destinations are entered by some firms while being left by others;
- 3) Changes in quantities shipped by individual firms to specific destinations are very volatile: most of the changes occur within established export relations, with new relations or relations that are terminated contributing little to quantity adjustments at firm level;
- 4) Quantities coming from new entries or from exits are more important for small exporters and small export destinations.
- 5) Finally, most of the changes in shipped quantities are explained by firm specific shocks.

We argue that a standard firm heterogeneity model can account for these facts once a shock to firm productivity is taken into account.