

JUAN CARLUCCIO

<http://www.pse.ens.fr/junior/carluccio/>
juan.carluccio@pse.ens.fr
+33677357305
Italian/Argentine citizen.

PARIS SCHOOL OF ECONOMICS

48, Bd. Jourdan - 75014 Paris, France.

Placement Director: Pr. Christophe Chamley chamley@pse.ens.fr +33143136330

Current positions

Visiting Scholar, Centre for Economic Performance, London School of Economics.
Post-doctoral Fellow, Collège de France.

Research Interests

Primary Field: International Trade.
Secondary Fields: Development Economics, Organizational Economics.

Education

- 2005-2009** **Paris School of Economics (PSE)**, Paris, France.
PhD in Economics (with Highest Honors).
Thesis Title: “Essays on Globalization and Industrial Structure”.
Advisor: Professor Thierry Verdier.
Committee: Thierry Mayer, Gianmarco Ottaviano, Diego Puga, Stephen Redding.
- 2004-2005** **Paris School of Economics (PSE)**, Paris, France.
Master “Analyse et politique économiques”- 2nd year (Mention *Bien*).
- 2002-2003** **London School of Economics and Political Science, London, UK.**
MSc in Economics (*Merit*).
- 1995- 2000** **Universidad de Buenos Aires**, Facultad de Ciencias Económicas, Argentina.
Bachelor in Economics (6-year degree).

References

Prof. Thierry Verdier (advisor)	Prof. Thierry Mayer	Prof. Stephen Redding
Paris School of Economics +33 (0)1 43 13 55 73 verdier@pse.ens.fr	Sciences Po + 33(0)1 45 49 52 65 thierry.mayer@sciences-po.fr	London School of Economics + 44(0)20 7955 7483 s.j.redding@lse.ac.uk

Awards

- 2008** Special Distinction “Institut Cedimes”: Best MSc thesis in Global Development.
2005-2008 Eiffel Scholarship, Ministry of Foreign Affairs, France.
2002-2003 British Chevening Scholarship, British Foreign and Commonwealth Office.

Teaching Experience

- 2006 - 2008** T.A. Graduate International Trade, Paris School of Economics (Prof. T. Verdier).
2008 *Fall* T.A. Graduate General Equilibrium, Paris School of Economics (Prof. G. Demange).
2008 *Spring* T.A. Microeconomics for Public Policy, Master of Public Affairs, Sciences Po.
2008 T.A. Introduction to Economics, Université Paris-Sorbonne (in French).
1999 - 2000 T.A. Undergraduate Industrial Organization, University of Buenos Aires (in Spanish).

Refereeing Activity

Economic Theory, B.E. Journal of Economic Analysis and Policy.

Presentations

- 2010** AEA 2010 meeting, session “Organizational Responses to Globalization” .
2009 LSE (Trade seminar), U. Carlos III de Madrid (SCIFI-GLOW Meeting), PSE (Graduate Trade seminar), Université de Cergy-Pontoise, CORE-UCL (ADRES meeting), BETA-Strasbourg (T2M).
2008 LAMES (FGV), LACEA(FGV), Université Paris-Sorbonne (AFSE), University of Sussex (ESRC Development Economics Conference), EEA Bocconi University, University of Buenos Aires, 2008 Midwest International Economics Meeting, Univ. of Illinois at Urbana-Champaign, GEP Postgraduate Conference, Nottingham, RIEF Meetings Universidad de Barcelona.
2007 University of Modena, Spring Meeting of Young Economists (Hamburg), PSE.
2005 UNCTAD Expert Meeting on ”Positive corporate contributions to the social and economic development of host developing countries”, Geneva.

Research Experience and Other Employment

- 2005** *Research Assistant*: “Aid and Trade” (in A. Suwa-Eisenmann and T. Verdier, Oxford Review of Economic Policy, 2007; 23: 481 - 507).
2003 - 2004 *Research Assistant*: “Migration and Trade”, Economic Research and Statistics Division, *World Trade Organization*, Geneva, Switzerland.
2004 - 2006 (summer) *Research Economist*, Economic and International Relations unit, *Nestlé S.A.*, Vevey, Switzerland.
2005, 2007 *Consultant* for New World Consultants and The Evaluation Partnership Ltd., London, United Kingdom.
1998-2002 *Economist - FDI Analyst*, Secretariat of Economic Policy, *Ministry of Economy of Argentina*. Argentine Representative in the ”EU-Mercosur Project of Statistical Cooperation”.

Research Papers

“Wage Bargaining and the Boundaries of the Multinational Firm,” Job Market Paper, joint with Maria Bas.

Abstract: Do variations in labor market institutions across countries affect the cross-border organization of the firm? Using firm-level data on multinationals located in France, we show that firms are more likely to outsource the production of intermediate inputs to external suppliers when importing from countries with empowered unions. Moreover, this effect is stronger for firms operating in capital-intensive industries. We propose a theoretical mechanism that rationalizes these findings. The fragmentation of the value chain weakens the union’s bargaining position, by limiting the amount of revenues that are subject to union extraction. The outsourcing strategy reduces the share of surplus that is appropriated by the union, which enhances the firm’s incentives to invest. Since investment creates relatively more value in capital-intensive industries, increases in union power are more likely to be conducive to outsourcing in those industries. Overall, our findings suggest that multinational firms use their organizational structure strategically when sourcing intermediate inputs from unionized markets.

“Global Sourcing under Imperfect Capital Markets,” joint with Thibault Fally
Revise and Re-submit at *The Review of Economics and Statistics*.

Abstract: We develop a simple model to study the interactions between a supplier’s financial constraints and contract incompleteness in a vertical relationship. Production complexity increases the extent of contract incompleteness and the hold-up problem, which generates a cost when the supplier needs financial participation from the downstream firm. Vertical integration alleviates the impact of financial constraints but reduces the supplier’s incentives. We apply the model to an analysis of multinational firms’ sourcing strategies and predict that (1) complex and specific inputs are more likely to be sourced from financially developed countries and (2) multinationals are more likely to integrate suppliers located in countries with poor financial institutions, especially when trade involves complex goods. We examine and validate these predictions using firm-level trade data on multinational firms with operations in France. We provide evidence that financial development generates a comparative advantage in the supply of complex goods. Moreover, we find higher shares of intra-firm imports of complex inputs from countries with a lower level of financial development. The findings are robust to different measures of complexity and specificity, and are not driven by industry differences in fixed costs or traditional measures of external financial dependence. Quantitatively, we find that financial development is as important as contract enforcement in alleviating hold-up problems.

“Multinationals, Technological Incompatibilities, and Spillovers,” joint with Thibault Fally.

Abstract: Empirical studies provide evidence of positive spillovers from multinational firms to upstream suppliers coupled with negative spillovers to firms in the same industry. This paper shows that these empirical regularities can be rationalized in a model with incompatibilities between foreign and domestic technologies. When foreign technologies require specialized inputs, some local suppliers self-select into production for multinational firms. This “technological segmentation” in the upstream industry magnifies the productivity advantage of multinationals by restricting backward and forward linkages to groups of firms using the same technology. In this setting, we study the role of heterogeneity among domestic firms. We show that only the best suppliers adopt the foreign technology and cater to multinationals. In the long run, technology adoption by the most productive downstream firms creates complementarities with multinationals that can offset the negative impact of segmentation.

Reports and non-academic publications

World Trade Report 2004, World Trade Organization, Geneva (collaboration).

“The Privatization Process in Argentina from a Balance of Payments’ Point of View” (2000), Ministry of Economy of Argentina.

“An analysis of Argentina’s Imports: 1997” (1998), Ministry of Economy of Argentina.

Languages

Spanish (mother tongue), English (fluent), French (fluent).