

Curriculum Vitae

Prof. Horst Raff, Ph.D.

Lehrstuhl für Mikroökonomie
Institut für Volkswirtschaftslehre
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Current Positions and Affiliations

Professor of Economics
Senior Fellow, Kiel Centre for Globalization
Research Fellow, CESifo

Previous Positions

Assistant Professor of Economics, Indiana University, Bloomington, USA (1993 - 2000)
Assistant Professor of Economics, Université Laval, Québec, Canada (1990 - 1993)

Education

Ph.D. (Economics), 1991, University of Western Ontario, London, Canada
M.A. (Economics), 1987, University of Western Ontario, London, Canada
B.A. (Economics), 1986, Brock University, St. Catharines, Ontario, Canada

Visiting Positions/Invitations

ETH Zurich, March 2010
CESifo Munich, January 2009
CESifo Munich, January 2007
University of Nottingham, November 2006
University of Otago, Dunedin, New Zealand, March 2005
Center for European Integration Research, University of Bonn, Germany (February 2001)
Research Fellow, International Monetary Fund, Washington, D.C. (May - August 1999)
CESifo Munich (May - June 1998)
Visiting Professor, Graduiertenkolleg, Universität Mannheim, Germany (May - July 1995)
Visiting Professor, Université de Paris I (Panthéon-Sorbonne), France (April - May 1993)

Publications in Refereed Journals

- International trade and retail market performance and structure: Theory and empirical evidence, *Journal of International Economics* 115 (2018), 99-114 (with Philipp Meinen).
- Incentives through inventory control in supply chains, *International Journal of Industrial Organization* 59 (2018), 486-513 (with Zhan Qu and Nicolas Schmitt).
- Financial frictions and foreign direct investment: Evidence from Japanese microdata, *Journal of International Economics* 112 (2018), 109-122 (with Michael Ryan and Frank Stähler).
- Foreign ownership and the export and import propensities of developing-country firms, *The World Economy* 40 (2017), 2543-2563 (with Dominik Boddin and Natalia Trofimenko).
- Manufacturers and retailers in the global economy, *Canadian Journal of Economics* 49 (2016), 685-706 (with Nicolas Schmitt).
- Tax rate and tax base competition for foreign direct investment, *International Tax and Public Finance* 22 (2015), 777-810 (with Peter Egger).
- Foreign ownership and the extensive margins of exports: Evidence for manufacturing enterprises in Germany, *The World Economy* 37 (2014), 579-591 (with Joachim Wagner).
- Cross-border and foreign-affiliate sales of services: Evidence from German micro-data, *The World Economy* 36 (2013), 1373-1392 (with Markus Kelle, Jörn Kleinert and Farid Toubal).
- Greasing the wheels of international commerce: How services facilitate firms' international sourcing, *Canadian Journal of Economics* 46 (2013), 78-102 (with Peter Debaere and Holger Görg).
- Productivity and the product scope of multi-product firms: A test of Feenstra-Ma, *Economics Bulletin* 33 (2013), 415-419 (with Joachim Wagner).
- Imports and the structure of retail markets, *Canadian Journal of Economics* 45 (2012), 1431-1455 (with Nicolas Schmitt).
- Firm productivity and the foreign-market entry decision, *Journal of Economics and Management Strategy* 21 (2012), 849-871 (with Michael Ryan and Frank Stähler).
- Innovation and trade with heterogeneous firms, *Journal of International Economics* 84 (2011), 149-159 (with Ngo Van Long and Frank Stähler).
- Exchange-rate misalignment in duopoly: The case of Airbus and Boeing. *The World Economy* 34 (2011), 623-641 (with Agnès Bénassy-Quéré and Lionel Fontagné).
- Intra-industry adjustment to import competition: Theory and application to the German clothing industry, *The World Economy* 33 (2010), 1006-1022 (with Joachim Wagner).
- Buyer power in international markets, *Journal of International Economics* 79 (2009), 222-229 (with Nicolas Schmitt).
- Whole versus shared ownership of foreign affiliates, *International Journal of Industrial Organization* 27 (2009) 572-581 (with Michael Ryan and Frank Stähler).
- The choice of market entry mode: Greenfield investment, M&A and joint venture, *International Review of Economics and Finance* 18 (2009), 3-10 (with Michael Ryan and Frank Stähler).

- Firm-specific characteristics and the timing of foreign direct investment projects, *Review of World Economics / Weltwirtschaftliches Archiv* 144 (2008), 1-31 (with Michael Ryan).
- Foreign direct investment in producer services: Theory and empirical evidence, *Applied Economics Quarterly* 53 (2007), 299-321 (with Marc von der Ruhr).
- Why parallel trade may raise producers' profits, *Journal of International Economics* 71 (2007), 434-447 (with Nicolas Schmitt).
- Exclusive dealing and common agency in international markets, *Journal of International Economics* 68 (2006), 485-503 (with Nicolas Schmitt).
- Endogenous vertical restraints in international trade, *European Economic Review* 49 (2005), 1877-1889 (with Nicolas Schmitt).
- Inter- and intra-sectoral linkages in foreign direct investment: Evidence from Japanese investment in Europe, *Journal of the Japanese and International Economies* 19 (2005), 110-134 (with Dominique Gross and Michael Ryan).
- Preferential trade agreements and tax competition for foreign direct investment, *Journal of Public Economics* 88 (2004), 2745-2763.
- Preferential trade liberalization under Cournot competition, *Review of International Economics* 9 (2001) 455-461.
- Cumbersome coordination in repeated games, *International Journal of Game Theory* 29 (2000) 101-111 (with David Schmidt).
- Optimal export policy in the presence of informational barriers to entry and imperfect competition, *Journal of International Economics* 49 (1999) 99-123 (with Young-Han Kim).
- Tax incentives for import-substituting foreign investment: Does signalling play a role? *Journal of Public Economics*, 67 (1998) 167-193 (with Krishna Srinivasan).
- A theory of trade concessions, *Journal of International Economics* 42 (1997) 483-504 (with Mehmet Baç).
- Income redistribution with well-informed regional governments, *International Tax and Public Finance* 4 (1997), 407-428 (with John D. Wilson).
- Should the power to redistribute income be (de-)centralized? An example, *International Tax and Public Finance* 4 (1997), 453-462 (with Eckhard Janeba).
- Issue-by-issue negotiations: The role of information and time preference, *Games and Economic Behavior* 13 (1996), 125 - 134 (with Mehmet Baç).
- Incentive-compatible regulation of foreign-owned subsidiaries: A tax simulation for the Jamaican bauxite industry, *Journal of Development Economics* 45 (1994) 339-364.
- A model of expropriation with asymmetric information, *Journal of International Economics* 33 (1992), 245-265.

Other Publications

Retailing and International Trade, in E. Basker, ed., *Handbook on the Economics of Retailing and Distribution*, Edward Elgar Publishers, forthcoming (with Nicolas Schmitt).

Mergers and Acquisitions, in: Ramkishen S. Rajan and Kenneth A. Reinert, eds., *Princeton Encyclopedia of the World Economy*, Princeton University Press, 2008.

Joint Ventures, in: Ramkishen S. Rajan and Kenneth A. Reinert, eds., *Princeton Encyclopedia of the World Economy*, Princeton University Press, 2008.

Working Papers

How importers may hedge demand uncertainty, Simon Fraser University, Department of Economics Discussion Paper 18-03, *R&R Journal of International Economics* (with Nicolas Schmitt and Frank Stähler).

International trade and retail market performance and structure: Theory and empirical evidence, CESifo Working Paper 7099, KCG Working Paper 12 (with Philipp Meinen).

Financial frictions and foreign direct investment: Evidence from Japanese microdata, CESifo Working Paper 5260, KCG Working Paper 8 (with Michael Ryan and Frank Stähler).

Incentives through inventory control in supply chains. CESifo Working Paper 6705, KCG Working Paper 7 (with Zhan Qu and Nicolas Schmitt).

Centralized versus decentralized inventory control in supply chains and the bullwhip effect. KCG Working Paper 6 (with Zhan Qu).

Work in Progress

International trade and inventory investment (with Sanne Kruse-Becher and Zhan Qu).

Awards and Research Grants

Leibniz Science Campus "Kiel Centre for Globalization"

Social Science and Humanities Research Council of Canada, Research Grant (2009 - 2012), joint project with Nicolas Schmitt: "International Trade and the Structure of Retail Markets"

German Research Council (DFG) (2008-2011), Research Grant - joint ANR-DFG project with Farid Toubal and Jörn Kleinert: "Foreign Direct Investment in Services"

Social Science and Humanities Research Council of Canada, Research Grant (2005 - 2007), joint project with Nicolas Schmitt: "On the Microstructure of International Trade"

Alexander-von-Humboldt Foundation, Transcoop Program, Research Grant (2001 - 2003), joint project with Nicolas Schmitt: "Competition, Contracts and International Trade"

Social Science and Humanities Research Council of Canada, Research Grant (2000 - 2003), joint project with Nicolas Schmitt: "On Contracts, Intermediaries and International Trade"

Teaching Excellence Recognition Award, Indiana University (1998)

Social Science and Humanities Research Council of Canada, Research Grant, Project: "Strategic Behavior in Trade and Foreign Direct Investment" (1993 – 1996)

Sloan Foundation Fellowship (1989)

Ontario Graduate Scholarship (1987 – 1988)

Administrative Responsibilities

Vice Dean, Faculty of Business, Economics and Social Sciences (2014-2016)

Dean, Faculty of Business, Economics and Social Sciences (2012 - 2014)

Chair, Department of Economics (2010 - 2012)

Director of Graduate Studies (2008 - 2011)

Head, Library of Business, Economics and Agricultural Economics (2003-2008)

Head, Senate Committee on Student Exchange (2008 - 2012))

Member, Senate Committee on Student Exchange (2002 – 2008, since 2016)

Member, Administrative Council, Student Union Schleswig-Holstein (2005 - 2008)

Professional Activities

Associate Editor, Review of World Economics (since 2016)

Editorial Board, International Economics (since 2011)

Editorial Advisor, Canadian Journal of Economics (2008 - 2011)

Associate Editor, Journal of International Economics (2001 - 2004)

Member, Scientific Organizing Committee, German Economic Association Annual Meeting, Munich 2007

Local organizer, European Trade Study Group Meeting, Kiel, September 2002

Organizer, Conference on Competition, Contracts and International Trade, Kiel, May 2003

Referee for: National Science Foundation, Social Science and Humanities Research Council of Canada

Referee for: American Economic Review, Canadian Journal of Economics, Economic Development and Cultural Change, Economic Journal, European Economic Review, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, International Review of Economics and Finance, International Tax and Public Finance, Journal of Economic Behavior and Organization, Journal of Economics, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Environmental Economics and Management, Journal of International Economics, Journal of the European Economic Association, Journal of Public Economics, National Tax Journal, Oxford Economic Papers, Review of International Economics, Review of World Economics