

# **Addendum: Firm Level Export Data, whom to ask?**

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Here is a non exhaustive list of papers (and hence people) on firm level trade data. Some of the papers do not have information on exports of firms, but they have data on foreign ownership. I have gathered these papers in an FDI section. These data in some cases are cover only a small sample of firms, sometimes they are almost exhaustive. The relative quality of these data varies greatly.

In many countries, there exists somewhere some customs' authorities or some government agencies that collects almost all data that one could dream of on any transaction that takes place across a border, since the princes of old have figured that it is much easier to collect taxes on foreigners than on locals. Unfortunately, either these authorities are hidden in the fog of bureaucracy, or more seriously, the confidentiality issues make them inaccessible to sincere researchers. Most of the time, only members of these statistical agencies have access to these data, or the access is conditional on some very heavy procedural hassles. However, these data exist. They become more and more accessible. As those data become accessible, our understanding of the determinants of trade flows at the micro level is enhanced.

There is a very big demand for these data. Finding access to such data will therefore bring you fame and glory. So ask your friends, parents from your home country, keep an open eye. Go and hunt for these data!

**Please**, be very polite and considerate with the people who have access to those data.

## **Brazil:**

**Filho,Naércio Aquino Menezes; Marc Muendler and Garey Ramey,** "The structure of worker compensation in Brazil, with a comparison to France and the United States" UCSD Mimeo.

## **Chile:**

**Pavcnik N.:** "Trade liberalization, Exit, and Productivity Improvements: Evidence from Chilean Plants", NBER, 2002.

## **Colombia, Mexico and Morroco:**

**Clerides, Sofronis K. ; Saul Lach and James R. Tybout,** "Is Learning by Exporting Important? Micro-Dynamic Evidence from Colombia, Mexico, and Morocco" *The Quarterly Journal of Economics*, Vol. 113, No. 3. (Aug., 1998), pp. 903-947.

## **France:**

**Francis Kramarz** (INSEE).

## **Germany:**

**Bernard, Andrew and Joachim Wagner,** "Export Entry and Exit by German Firms" *Weltwirtschaftliches Archiv*, 2001, Vol. 137, No.1.

## **Indonesia (FDI):**

**Okamoto Yumiko, and Fredrik Sjöholm** (1999), "FDI and the Dynamics of Productivity: Microeconomic Evidence", Nagoya University Mimeo.

## **Korea and Taiwan:**

**Aw, Bee Yan; Sukkyun Chung and Mark J. Roberts,** "Productivity and Turnover in the Export Market: Micro Evidence from Taiwan and South Korea", *The World Bank Economic Review*, January 2000.

## **Morroco (FDI):**

**Haddad M. and Harrison A.:** "Are there positive spillovers from Foreign Direct investment? Evidence from panel data for Morocco", *Journal of Development Economics* 42, 1993.

## **Spain:**

**Delgado, M. A., J. C. Fariñas and S. Ruano** (2002), "Firms' Productivity and the Export Markets", *Journal of International Economics*, 57, 397-422.

## **UK:**

**Greenaway D. and Richard Kneller**, "Exporting, Productivity and Agglomeration: A Difference in Difference Analysis of Matched Firms", Nottingham University Mimeo, 2005.

## **UK (FDI):**

**Girma S, Greenaway D. and Wakelin K.:** "Who benefits from Foreign Direct Investment in the UK?", *Scottish Journal of Political Economy*, Vol. 48, No. 2, May 2001.

## **US:**

**Andrew Bernard and Brad Jensen** (Census data).

## **Venezuela (FDI):**

**Aitken B. and Harrison A.:** "Do Domestic Firms benefit from Direct Foreign Investment? Evidence from Venezuela", *American Economic Review*, June 1999.