

# Keith Head

Curriculum Vitae  
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HSBC Professor of Asian Commerce  
Strategy and Business Economics Division  
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## Education

**Undergraduate:** Swarthmore College, B.A. with High Honors in Economics and Philosophy, Phi Beta Kappa, 1986

**Graduate School:** Massachusetts Institute of Technology, Ph.D. in Economics, 1991. Thesis: "Learning-by-Doing and Infant Industries." Supervisor: Paul Krugman.

## Professional Employment Record

**2003–present:** Professor, Sauder School of Business, University of British Columbia.

**2019 (October–December)** María de Maeztu Visiting Professor at CEMFI, Madrid

**1998–2003:** Associate Professor, Sauder School of Business, University of British Columbia.

**1991–1998:** Assistant Professor, Sauder School of Business, University of British Columbia.

**1988–1990:** Teaching Assistant, Massachusetts Institute of Technology.

## Editorial positions and refereeing

Associate Editor, *Economic Inquiry*, 2018–2019

Co-editor, *Journal of International Economics* July 1, 2014 to June 30, 2017.

Associate editor, *Review of World Economics* 2015–2019

Editorial Advisor, *Canadian Journal of Economics*, 2015–2018.

Judge, Business without Borders HSBC International Business Awards 2011–2013.

Co-editor, *Canadian Journal of Economics*, 2005–2008.

Member of Advisory Committee, International Trade Statistics for Statistics Canada (July 2005–June 2010).

Co-editor, *Journal of Economics & Management Strategy*, 2002–2004.

Editorial Advisor at *Canadian Journal of Economics*, 1997–2000.

Referee for *American Economic Review*, *Canadian Journal of Economics*, *Econometrica*, *Economic Journal*, *Economic Policy*, *European Economic Review*, *Journal of Political Economy*, *Journal of the European Economic Association*, *Journal of Development Economics*, *Journal of International Economics*, *Journal of Public Economics*, *Journal of Urban Economics*, *Management Science*, *Journal of Comparative Economics*, *Journal of Environmental Economics and Management*, *Journal of Regional Science*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Regional Science and Urban Economics*, *Southern Economic Journal*, *World Bank Economic Review*, *Industry Canada Working Paper Series*, and National Science Foundation grant proposals.

## Awards and Distinctions

Sauder Research Excellence Prize, senior category, 2013.

Killam Research Prize, 2008.

Killam Teaching Prize, 2000.

Nominated for Commerce Undergraduate Society Teaching Excellence Award in 1993, 1994, 1995, 1997, 1999, 2013.

Nominated for Masters of Business Administration Teaching Award in 1996, 1997 and 2002.

## Teaching

**Doctoral:** Research Methodology

**Masters:** Empirical Topics in International Economics, Core Macroeconomics, The International Trading Environment; Multinational Enterprises

**Undergraduate:** Government and Business; Data: Description, Display, and Inference; International Business Management; Managerial Economics

## Research Interests

International trade, multinational corporations, economic geography

## Papers in Refereed Journals

- Head, Keith and Thierry Mayer, "Brands in Motion: How frictions shape multinational production," *American Economic Review*, 109(9), 3073–3124, September 2019.
- Head, Keith, Yao Li and Asier Minondo, "Geography, Ties, and Knowledge Flows: Evidence from Citations in Mathematics," *Review of Economics and Statistics* 101(4), 713–727, October 2019.
- Head, Keith and Thierry Mayer, "Misfits in the Car Industry: Offshore assembly decisions at the variety level" *Journal of the Japanese and International Economies* 52, 90–105, June 2019.
- Head, Keith and Barbara J. Spencer, "Oligopoly in international trade: Rise, fall, and resurgence," *Canadian Journal of Economics* 50(5), 1414–1444, 2017.
- Head, Keith, Ran Jing and John Ries, "Import Sourcing of Chinese Cities: Order versus Randomness" *Journal of International Economics* 105, 119–129, 2017.
- Head, Keith, John Ries, Xiaonan Sun, and Junjie Hong, "The legacy of 19th century treaties on the current trade of Chinese cities" *Asia-Pacific Journal of Accounting & Economics* 22(3), 251–270, 2015.
- Chandra, Ambarish, Keith Head, and Mariano Tappata, "Economics of Cross-border Travel," *Review of Economics and Statistics* 96(4), 648–661, October 2014.
- Head, Keith, Ran Jing, and Deborah Swenson, "From Beijing to Bentonville: Do Multinational Retailers Link Markets?" *Journal of Development Economics*, 110, 79–92, September 2014.
- Head, Keith, Thierry Mayer, and Mathias Thoenig, "Welfare and trade without Pareto" *American Economic Review: Papers and Proceedings* 104(5): 310–16, May 2014.
- Head, Keith and Thierry Mayer, "What separates us? Sources of resistance to globalization" *Canadian Journal of Economics* 46(4), 1196–1231, November 2013.
- Crozet, Matthieu, Keith Head, and Thierry Mayer, "Quality sorting and trade: Firm-level evidence for French wine" *Review of Economic Studies* 79(2), 609–644, April 2012.
- Head, Keith and Thierry Mayer, "Gravity, Market Potential, and Economic Development" *Journal of Economic Geography* 11, 281–294, March 2011.
- Head, Keith and John Ries, "Do trade missions increase trade?" *Canadian Journal of Economics* 43(3), 754–775, August 2010.
- Head, Keith, Thierry Mayer, and John Ries, "The erosion of colonial trade linkages after independence," *Journal of International Economics* 81(1), 1–14, May 2010.

- Disdier, Anne-Celia, Keith Head, and Thierry Mayer, "Exposure to foreign media and changes in cultural traits: Evidence from naming patterns in France" *Journal of International Economics* 80(2), 226–238, March 2010.
- Head, Keith, Thierry Mayer, and John Ries, "How remote is the offshoring threat?" *European Economic Review* 53(4), 429–444, May 2009.
- Head, Keith and Thierry Mayer, "Detection of local interactions from the spatial pattern of names in France," *Journal of Regional Science* 48(1), 67–95, February 2008.
- Disdier, Anne-Celia and Keith Head, "The Puzzling Persistence of the Distance Effect on Bilateral Trade," *Review of Economics and Statistics* 90(1), 37–48, February 2008.
- Head, Keith and John Ries, "FDI as an Outcome of the Market for Corporate Control: Theory and Evidence," *Journal of International Economics* 74, 2–20, January 2008.
- Head, Keith and Thierry Mayer, "Regional Wage and Employment Responses to Market Potential in the EU," *Regional Science and Urban Economics* 36(5), 573–595, September 2006.
- Head, Keith and John Ries, "Judging Japan's FDI: The verdict from a dartboard model" *Journal of the Japanese and International Economies* 19: 215–232, June 2005.
- Head, Keith and Thierry Mayer, "Market Potential and the Location of Japanese Investment in Europe." *The Review of Economics and Statistics*, Volume 86(4), 959–972, November, 2004.
- Head, Keith and John Ries, "Exporting and FDI as Alternative Strategies," *Oxford Review of Economic Policy* 20(3): 409–423, 2004.
- Head, Keith and John Ries, "Regionalism within Multilateralism: The WTO Trade Policy Review of Canada," *The World Economy* 27(9): 1377–1399, 2004.
- Head, Keith, John Ries, and Barbara Spencer, "Vertical Networks and U.S. Auto Parts Exports: Is Japan Different?" *Journal of Economics & Management Strategy*, 13(1), 37–67, 2004.
- Head, Keith and John Ries, "Heterogeneity and the FDI versus Export Decision of Japanese Manufactures" *Journal of the Japanese and International Economies* 17:448–467, 2003.
- Blonigen, Bruce, Ronald Davies, and Keith Head, "Estimating the Knowledge Capital Model of the Multinational Enterprise: Comment," *American Economic Review* 93(3):980–994, June 2003.
- Head, Keith and John Ries, "Offshore Production and Skill Upgrading by Japanese Manufacturing Firms," *Journal of International Economics* 58:81–105, October 2002.
- Head, Keith, Thierry Mayer, and John Ries, "Revisiting Oligopolistic Reaction: Are FDI Decisions Strategic Complements?" *Journal of Economics & Management Strategy*, 11(3):453–472, Fall 2002.

- Head, Keith, Thierry Mayer, and John Ries, "On the Pervasiveness of Home Market Effects" *Economica*, Vol. 69(275):371–390, August 2002.
- Head, Keith and Thierry Mayer, "Effet frontière, intégration économique et 'Forteresse Europe'," *Economie et Prevision*, 152-153:71–92, January-March 2002.
- Wagner, Donald, Keith Head, and John Ries, "Immigration and the Trade of Provinces," *Scottish Journal of Political Economy* 49(5):507–525, December 2002.
- Head, Keith and John Ries, "Increasing Returns Versus National Product Differentiation as an Explanation for the Pattern of US-Canada Trade," *American Economic Review* 91(4):858–876, September 2001.
- Head, Keith and John Ries, "Overseas Investment and Firm Exports," *Review of International Economics* 9(1):108–122, February 2001.
- Head, Keith and Thierry Mayer, "Non-Europe: The Magnitude and Causes of Market Fragmentation in Europe," *Weltwirtschaftliches Archiv* 136(2):285–314, 2000.
- Head, Keith and John Ries, "Rationalization effects of tariff reductions," *Journal of International Economics* 47(2):295–320, April 1999.
- Head, Keith, John Ries and Deborah Swenson, "Attracting Foreign Manufacturing: Investment promotion and agglomeration" *Regional Science and Urban Economics* 29(2):197–218, March 1999.
- Head, Keith and John Ries, "Immigration and Trade Creation: Econometric Evidence from Canada," *Canadian Journal of Economics* 31(1):47–62, February 1998.
- Head, Keith and John Ries, "International Mergers and Welfare Under Decentralized Competition Policy," *Canadian Journal of Economics* 30(4B):1104–1123, November, 1997.
- Head, Keith and John Ries, "Inter-city Competition for Foreign Capital: Static and Dynamic Effects of China's Incentive Areas" *Journal of Urban Economics* 40:38–60, July 1996.
- Head, Keith, John Ries and Deborah Swenson, "Agglomeration Benefits and Location Choice: Evidence from Japanese Manufacturing Investments." *Journal of International Economics* 38:223–247, May 1995, reprinted in Joanne E. Oxley and Bernard Yeung, eds. *Structural change, industrial location and competitiveness. Globalization of the World Economy, vol. 3*. Cheltenham, U.K. and Northampton, Mass.: Elgar, 1998, pp. 278-302, and in Armstrong, Harvey and Jim Taylor, eds. *The economics of regional policy*. Elgar Reference Collection. International Library of Critical Writings in Economics, vol. 114. Cheltenham, U.K. and Northampton, Mass.: Elgar, 1999, pp. 205–29.
- Head, Keith, "Infant Industry Protection in the Steel Rail Industry" *Journal of International Economics* 37, November 1994.

## Books

*Elements of Multinational Strategy*, Springer, 2007.

## Handbook Chapters

Head, Keith and Thierry Mayer, 2014, "Gravity Equations: Workhorse, toolkit, cookbook" in Gopinath, Gita, Helpman, Elhanan, and Rogoff, Kenneth. *Handbook of International Economics Volume 4*, pp. 131–195,

Head, Keith and Thierry Mayer, "The empirics of agglomeration and trade," *Handbook of Regional and Urban Economics: Cities and Geography*, Volume 4, Amsterdam: North-Holland, 2004.

## Work Submitted

"How the Breadth and Depth of Import Relationships Affect the Performance of Canadian Manufacturers" (with Matilde Bombardini, Maria Tito, and Ruoying Wang). Revision requested at the *Canadian Journal of Economics*, March 2018.

## Work in Progress

"Global giants and local stars: How changes in brand ownership affect competition" (with Vanessa Alviarez and Thierry Mayer)

"Poor Substitutes: Counterfactual methods in IO and Trade compared" (with Thierry Mayer)

"Accidental Exporters: Implications for welfare and estimation" (with Thierry Mayer and Mathias Thoenig)

"Frictions impede assortative matching in a global market for talent" (with Julian Hinz)

"Skewed and Extreme: Useful distributions for economic heterogeneity"