

**JAMES E. RAUCH**

**Curriculum Vitae**

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ADDRESS:

Department of Economics  
University of California, San Diego  
La Jolla, CA 92093-0508

UNDERGRADUATE STUDIES: Princeton University. BA, May 1980

GRADUATE STUDIES: Yale University. MA (Economics), May 1982; Ph.D. (Economics),  
December 1985

Thesis Title: *The Dynamic Interaction of Foreign Trade, Technology, and Capital with  
Economic Development: Three Essays*

Thesis Committee: T.N. Srinivasan (Chairman), Jonathan Eaton, Kenneth Kletzer

TEACHING AND RESEARCH:

Primary Fields: International Trade, Economic Growth and Development,  
Entrepreneurship

Secondary Fields: Urban Economics, Labor

FELLOWSHIPS AND HONORS:

Keynote Speaker, 22<sup>nd</sup> Annual Empirical Investigations in International Trade, Purdue  
University, 2015

Keynote Speaker, APJAE Symposium on Industrial Organization and Global Value  
Chains, City University of Hong Kong, 2013

Guggenheim Fellow, 2012

Fellow, CESifo Research Network, 2010 –

Visiting Scholar, CESifo, September 2010

Speaker, the Nottingham Lectures in International Economics, February 2010

Visiting Scholar, International Monetary Fund, April 2008

National Science Foundation Economics Review Panelist, 2006-2008

Visiting Scholar, Institute of Financial Economics, American University of Beirut,  
January-June 2005

Visiting Independent Scholar, Russell Sage Foundation, New York, NY, 1995-1996

Visiting Scholar, Board of Governors, Federal Reserve System, Washington, D.C.,  
June 1994

Four year tuition fellowship plus maximum stipend, Yale University,  
September 1980-May 1984

Distinction in oral examination, Yale University, May 1982

Graduated Summa Cum Laude, first runner-up prize for best undergraduate thesis,  
Princeton University, May 1980

#### BOOKS:

*The Missing Links: Formation and Decay of Economic Networks* (editor), New York:  
Russell Sage Foundation, 2007.

*Leading Issues in Economic Development, 8<sup>th</sup> edition* (with Gerald M. Meier), New York:  
Oxford University Press, 2005.

*Leading Issues in Economic Development, 7<sup>th</sup> edition* (with Gerald M. Meier), New York:  
Oxford University Press, 2000.

*Networks and Markets* (editor, with Alessandra Casella), New York: Russell Sage  
Foundation, 2001. [See Zuckerman, Ezra W. "On *Networks and Markets* by  
Rauch and Casella, eds." *Journal of Economic Literature* 41 (June 2003): 545-  
565.]

#### SCHOLARLY PUBLISHED PAPERS:

"Dynastic Entrepreneurship, Entry, and Non-Compete Enforcement," *European  
Economic Review* 86 (July 2016): 188-201.

"Client-Based Entrepreneurship" (with Joel Watson), *Journal of Law, Economics, and  
Organization* 31 (March 2015): 30-60.

"Education, Political Participation, and Islamist Parties: The Case of Jordan's Islamic  
Action Front" (with Hamed El-Said), *Middle East Journal* 69 (Winter 2015): 51-  
73.

- “The Three Arab Worlds on the Eve of the ‘Arab Spring’ ” (with Scott Kostyshak), in M. Kabir Hassan and Mervyn Lewis, eds., *Handbook on Islam and Economic Life* (Cheltenham, UK: Edward Elgar), 2014.
- “Introduction,” *Asia-Pacific Journal of Accounting and Economics* 21 (March 2014): 1-3 (Special Issue on Industrial Organization and Global Value Chains).
- “Employee Spinouts, Social Networks, and Family Firms,” *Asia-Pacific Journal of Accounting and Economics* 21 (March 2014): 4-17.
- “Employee Spinoffs and Other Entrants: Stylized Facts from Brazil” (with Marc Muendler and Oana Tocoian), *International Journal of Industrial Organization* 30 (September 2012): 447-458.
- “Adaptation and the Boundary of Multinational Firms” (with Arnaud Costinot and Lindsay Oldenski), *Review of Economics and Statistics* 93 (February 2011): 298-308.
- “Development Through Synergistic Reforms,” *Journal of Development Economics* 93 (November 2010): 153-161 (lead article).
- “The Three Arab Worlds” (with Scott Kostyshak), *Journal of Economic Perspectives* 23 (Summer 2009): 165-188.
- “Neckties in the Tropics: A Model of International Trade and Cultural Diversity” (with Vitor Trindade), *Canadian Journal of Economics* 42 (August 2009): 809-843 (lead article).
- “Growth and International Trade,” in Steven Durlauf and Lawrence Blume, eds., *The New Palgrave Dictionary of Economics, 2<sup>nd</sup> edition*, Palgrave Macmillan, 2008.
- “Introduction: On the Formation and Decay of Interdisciplinary Boundaries” (with Joel Podolny), in James E. Rauch, ed., *The Missing Links: Formation and Decay of Economic Networks*, New York: Russell Sage Foundation, 2007.
- “Clusters and Bridges in Networks of Entrepreneurs” (with Joel Watson), in James E. Rauch, ed., *The Missing Links: Formation and Decay of Economic Networks*, New York: Russell Sage Foundation, 2007.
- “Network Intermediaries in International Trade” (with Joel Watson), *Journal of Economics and Management Strategy* 13 (Spring 2004): 69-93.
- “Starting Small in an Unfamiliar Environment” (with Joel Watson), *International Journal of Industrial Organization* 21 (September 2003): 1021-1042.
- “Information, International Substitutability, and Globalization” (with Vitor Trindade), *American Economic Review* 93 (June 2003): 775-791.

- “Overcoming Informational Barriers to International Resource Allocation: Prices and Ties” (with Alessandra Casella), *Economic Journal* 113 (January 2003): 21-42.
- “Anonymous Market and Group Ties in International Trade” (with Alessandra Casella), *Journal of International Economics* 58 (October 2002): 19-47. Reprinted in *Recent Developments in International Trade Theory*, Rod Falvey and Udo Kreickemeier, eds. (Cheltenham, UK: Edward Elgar).
- “Ethnic Chinese Networks in International Trade” (with Vitor Trindade), *Review of Economics and Statistics* 84 (February 2002): 116-130. Reprinted in *Empirical International Trade*, Daniel M. Bernhofen, ed. (Cheltenham, UK: Edward Elgar): 666-680.
- “Business and Social Networks in International Trade,” *Journal of Economic Literature* 39 (December 2001): 1177-1203.
- “Networks and Markets: Concepts for Bridging Disciplines” (with Gary G. Hamilton), in James E. Rauch and Alessandra Casella, eds., *Networks and Markets*, New York: Russell Sage Foundation, 2001.
- “Black Ties Only? Ethnic Business Networks, Intermediaries, and African-American Retail Entrepreneurship,” in James E. Rauch and Alessandra Casella, eds., *Networks and Markets*, New York: Russell Sage Foundation, 2001.
- “Leadership Selection, Internal Promotion, and Bureaucratic Corruption in Less Developed Polities,” *Canadian Journal of Economics* 34 (February 2001): 240-258.
- “Bureaucratic Structure and Bureaucratic Performance in Less Developed Countries” (with Peter B. Evans), *Journal of Public Economics* 75 (January 2000): 49-71.
- “Bureaucracy and Growth: A Cross-National Analysis of the Effects of ‘Weberian’ State Structures on Economic Growth” (with Peter B. Evans), *American Sociological Review* 64 (October 1999): 748-765. Reprinted in Banco de Desarrollo de América Latina, *Capacidades Estatales: Diez Textos Fundamentales* (Buenos Aires: CAF), and in *Political Corruption*, Bo Rothstein, ed. (Cheltenham, UK: Edward Elgar).
- “Openness, Specialization, and Productivity Growth in Less Developed Countries” (with Diana Weinhold), *Canadian Journal of Economics* 32 (August 1999): 1009-1027.
- “Introduction to Symposium on ‘Business and Social Networks in International Trade’” (with Robert C. Feenstra), *Journal of International Economics* 48 (June 1999): 3-6.

- “Networks Versus Markets in International Trade,” *Journal of International Economics* 48 (June 1999): 7-35. Reprinted in *Empirical International Trade*, Daniel M. Bernhofen, ed. (Cheltenham, UK: Edward Elgar): 637-665, and in *Economic Analyses of Social Networks*, Matthew O. Jackson and Yves Zenou, eds. (Cheltenham, UK: Edward Elgar).
- “Quantitative Cross-National Studies of Economic Development: A Comparison of the Economics and Sociology Literatures” (with Angela Martin Crowley, Susanne Seagrave, and David A. Smith), *Studies in Comparative International Development* 33 (Summer 1998): 30-57.
- “Balanced and Unbalanced Growth,” *Journal of Development Economics* 53 (June 1997): 41-66. [Reprinted with corrected page proofs in *Journal of Development Economics* 54 (December 1997): 493-518.]
- “Bureaucracy, Infrastructure, and Economic Growth: Evidence from U. S. Cities During the Progressive Era,” *American Economic Review* 85 (September 1995): 968-979.
- “Productivity Gains from Geographic Concentration of Human Capital: Evidence from the Cities,” *Journal of Urban Economics* 34 (November 1993): 380-400. Reprinted in *Regional Policy and Regional Integration*, Niles Hansen, Kenneth J. Button, and Peter Nijkamp, eds. (Cheltenham, UK: Edward Elgar): 505-525, and in *The Growth of Cities*, Zoltan J. Acs, ed. (Cheltenham, UK: Edward Elgar): 344-364.
- “Economic Development, Urban Underemployment, and Income Inequality,” *Canadian Journal of Economics* 26 (November 1993): 901-918.
- “Does History Matter Only When it Matters Little? The Case of City-Industry Location,” *Quarterly Journal of Economics* 108 (August 1993): 843-867.
- “A Note on the Optimum Subsidy to a Learning Industry,” *Journal of Development Economics* 38 (January 1992): 233-243.
- “Reconciling the Pattern of Trade with the Pattern of Migration,” *American Economic Review* 81 (September 1991): 775-796.
- “Comparative Advantage, Geographic Advantage, and the Volume of Trade,” *Economic Journal* 101 (September 1991): 1230-1244.
- “Modelling the Informal Sector Formally,” *Journal of Development Economics* 35 (January 1991): 33-47.
- “Increasing Returns to Scale and the Pattern of Trade,” *Journal of International Economics* 26 (May 1989): 359-369.

“The Transfer of Production from Rich to Poor Countries,” *Journal of Development Economics* 23 (September 1986): 41-53.

#### POPULAR PUBLISHED PAPERS:

“Empty Streets: How Building Networks Can Put More Black Retailers in City Neighborhoods,” *Brookings Review* 15 (Winter 1997): 14-17.

#### WORKING PAPERS:

“Unemployment and Development” (with Ying Feng and David Lagakos), August 2017.

“History Dependence in Networks of Close Relationships: Theory, and Application to Job Referrals” (with Ayal Chen-Zion), July 2017.

“Do Employee Spinoffs Learn Markets from Their Parents? Evidence from International Trade” (with Marc Muendler), December 2016.

“Mobilizing Social Capital Through Employee Spinoffs” (with Marc Muendler), National Bureau of Economic Research Working Paper No. 18459, October 2012.

#### RESTING PAPERS:

“The Impact of Entrepreneurial Risk Aversion on Wages in General Equilibrium” (with Ying Feng), NBER Working Paper #20992, March 2015.

“Trade and Search: Social Capital, Sogo Shosha, and Spillovers,” NBER Working Paper #5618, June 1996.

“Endogenous Technological Progress and the Terms of Trade in the Lewis World Model,” January 1991.

“Openness and the Rate of Economic Growth” (with Danny Quah), November 1990.

“The Question of International Convergence of Per Capita Consumption,” September 1989.

#### COMMENTS AND REVIEWS:

Review of *Global Production: Firms, Contracts, and Trade Structure*, by Pol Antràs, *Journal of Economic Literature* 54 (June 2016): 595-598.

Review of *Emergent Economies, Divergent Paths: Economic Organization and International Trade in South Korea and Taiwan*, by Robert C. Feenstra and Gary G. Hamilton, *Journal of Economic Literature* 49 (March 2011): 34-36.

“Does Network Theory Connect to the Rest of Us? Jackson’s *Social and Economic Networks*,” *Journal of Economic Literature* 48 (December 2010): 980-986 (feature article review).

“Getting the Properties Right to Secure Property Rights: Dixit’s *Lawlessness and Economics*,” *Journal of Economic Literature* 43 (June 2005): 480-487 (feature article review). Reprinted in *The Economic Role of the State*, Peter J. Boettke and Peter T. Leeson, eds. (Cheltenham, UK: Edward Elgar).

Comment (with Magnus Lofstrom) on paper by Krugman, *The Impact of International Trade on Wages*, Robert C. Feenstra, ed. (Chicago: University of Chicago Press), 2000: 29-36.

Comment on paper by Krugman, *Annual Bank Conference on Development Economics 1998*, Boris Pleskovic and Joseph E. Stiglitz, eds. (Washington, D.C.: World Bank): 118-123. Reprinted as “The Role of Transportation Costs for People,” *International Regional Science Review* 22 (August 1999): 173-178.

Comment on papers by Mauro and Rose-Ackerman, *Corruption in the World Economy*, Kimberly Elliott, ed. (Washington, D.C.: Institute for International Economics), 1997: 113-116.

Comment on paper by Ethier, *New Directions in Trade Theory*, Alan V. Deardorff et al., eds. (Ann Arbor: University of Michigan), 1995: 105-109.

Review of *Constitutional Environments and Economic Growth* by Gerald W. Scully, *Annals of the American Academy of Political and Social Science* 533 (May 1994): 224-225.

Comment on paper by Pinnoi, *Journal of Economic Behavior and Organization* 23 (March 1994): 171-72.

Review of *Geography and Trade* by Paul R. Krugman, *Journal of International Economics* 34 (February 1993): 195-198.

#### GRANTS (Principal Investigator):

Centre for Economic Policy Research Grant, “Firm Entry Barriers, Growth Constraints and Job Creation” (with Samuel Bazzi and Marc Muendler), 2015-2016

Centre for Economic Policy Research Grant, “Firm Entry Barriers, Growth Constraints and Job Creation” (with Samuel Bazzi and Marc Muendler), 2014-2015

National Science Foundation Grant, “The Origins of Successful NGOs: Evidence from Brazil” (with Marc Muendler), 2011

International Growth Centre Grant, “Employee Spinoffs, Agglomeration, Formation of Teams, and Small Startups: Evidence from Brazil” (with Marc Muendler), 2010-2011

Southern California Innovation Project Grant, “Client-Based Entrepreneurship” (with Joel Watson), 2009

World Bank Grant, “Quantifying Spinoff Entrepreneurship in Brazil” (with Oana Hirakawa and Marc Muendler), 2008-2009

National Science Foundation Grant, “Trade and Travel” (with Jennifer Poole), 2005-2006

National Science Foundation Grant, “Network Intermediation in International Trade: Theory and Evidence,” 2000-2002

National Science Foundation Grant, “Anonymous Markets and Coethnic Ties in International Trade” (with Alessandra Casella), 1997-2000

National Science Foundation Grant, “Institutions and Economic Growth: The Case of Professional Bureaucracy,” 1994-1997

Institutional Reform and the Informal Sector Grant, “Bureaucratic Structures and Economic Performance in Less Developed Countries,” 1994-1995 (with Peter Evans, Department of Sociology, UC Berkeley)

Russell Sage Foundation Grant, “Ideas, Institutions, and Economic Growth,” 1993 (with Peter Evans, Department of Sociology, UC Berkeley)

National Science Foundation Grant, “Balanced and Unbalanced Growth,” 1992-1994

National Science Foundation Grant, “The Question of International Convergence of Per Capita Consumption,” 1990-1992

#### POSITIONS HELD:

Chair, Department of Economics, University of California, San Diego, July 2013-June 2016

Professor, Department of Economics, University of California, San Diego, July 1998-

Research Associate, National Bureau of Economic Research, Inc., October 1993-



Associate Professor, Department of Economics, University of California, San Diego, July 1992-June 1998

Faculty Research Fellow, National Bureau of Economic Research, Inc., October 1990-September 1993

Assistant Professor, Department of Economics, University of California, San Diego, July 1986-June 1992

Visiting Assistant Professor, Department of Economics, State University of New York at Stony Brook, September 1985-May 1986

Teaching Assistant, First-year graduate sequence in Microeconomic Theory, Yale University, September 1982-May 1985

Research Assistant, Professor Gustav Ranis, Department of Economics, Yale University, May 1981-May 1985

Editor of Office of Tax Analysis working paper series, U.S. Department of the Treasury, Summer 1980

#### EDITORIAL BOARDS:

Co-editor, *Journal of International Economics*, 2001-2010

Associate editor, *Journal of International Economics*, 1995-2001, 2010-2013

Associate editor, *Review of Economics and Statistics*, 2001-2013

#### ORGANIZER:

2009: Program Committee, North American Econometric Society Winter Meeting

2008: Conference, "Development Without Developmental States: Latin America and MENA Compared," UCSD (April)

2005: Working Group on Formation and Decay of Economic Networks, Russell Sage Foundation (June)

2004: Working Group on Formation and Decay of Economic Networks, Russell Sage Foundation (July)

2003: Working Group on Formation and Decay of Economic Networks, Russell Sage Foundation (May and December)

2002: Working Group on Formation and Decay of Economic Networks, Russell Sage Foundation (February and October)

- 2001: National Bureau of Economic Research Summer Institute, International Trade and Investment Program (with Gordon Hanson, Department of Economics, University of Michigan)
- 2000: National Bureau of Economic Research Summer Institute, International Trade and Investment Program (with Edward Leamer, Department of Economics, UCLA)
- 1997: “Integrating Network and Market Models of the Economy,” a workshop sponsored by the Russell Sage Foundation, Russell Sage Foundation (with Alessandra Casella, Department of Economics, Columbia University)
- 1996: “Social Capital, International Trade and Investment,” a workshop sponsored by the Social Capital and Public Affairs Project, National Bureau of Economic Research (Stanford)
- 1993,: “Ideas, Institutions, and Economic Growth,” workshops sponsored by the  
1994 Russell Sage Foundation, UC Berkeley (with Peter Evans, Department of Sociology, UC Berkeley)
- 1991: “Endogenous Growth Theory: An Occasion for Interdisciplinary Dialogue on Theories of Development?” a workshop sponsored by the Russell Sage Working Group on States and Social Structures, UC Berkeley (with Peter Evans, Department of Sociology, UC Berkeley)