

# Curriculum Vitae

## **Prof. Horst Raff, Ph.D.**

Lehrstuhl für Mikroökonomie  
Institut für Volkswirtschaftslehre  
Christian-Albrechts-Universität zu Kiel  
Wilhelm-Seelig-Platz 1  
24098 Kiel  
Germany  
Tel. +49-431-880-1582  
Fax. +49-431-880-3150  
Email: [raff@econ-theory.uni-kiel.de](mailto:raff@econ-theory.uni-kiel.de)

## **Current Position and Affiliations**

Professor of Economics  
CESifo Research Fellow

## **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**

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)

Center for Economic Studies, Universität München, Germany (May - June 1998)

Visiting Professor, Graduiertenkolleg, Universität Mannheim, Germany (May - July 1995)

Visiting Professor, Université de Paris I (Panthéon-Sorbonne), France (April - May 1993)

## Awards and Research Grants

- Social Science and Humanities Research Council of Canada, Research Grant (2009 - 2011), joint project with Nicolas Schmitt: "International Trade and the Structure of Retail Markets"
- Deutsche Forschungsgemeinschaft (DFG) (2008-2011), joint 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)

## Publications in Refereed Journals

- Buyer power in international markets, *Journal of International Economics*, forthcoming, Kiel Working Paper 1431 (with Nicolas Schmitt).
- Whole versus shared ownership of foreign affiliates, *International Journal of Industrial Organization* 27 (2009) 572-581, Kiel Working Paper 1433 (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, Kiel Economics Working Paper 2007-19 (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. CESifo Working Paper No. 1874 (with Michael Ryan).
- Foreign direct investment in producer services: Theory and empirical evidence, *Applied Economics Quarterly* 53 (2007), 299-321. CESifo Working Paper No. 598 (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

- 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

- Innovation and trade with heterogeneous firms, Kiel Working Paper 1430 (2008), revise-and-resubmit at the *Journal of International Economics* (with Ngo Van Long and Frank Stähler).
- Exchange-rate misalignment in duopoly: The case of Airbus and Boeing. Kiel Working Paper 1489, CEPII Working Paper 2009-10.
- Firm productivity and the foreign-market entry decision, Kiel Economics Working Paper 2008-02 - revised version of CESifo Working Paper No. 1676 (with Michael Ryan and Frank Stähler).
- Asset ownership and foreign-market entry, CESifo Working Paper No. 1676 (with Michael Ryan and Frank Stähler).
- Tax rate and tax base competition for foreign direct investment (with Peter Egger).
- Imports, Pass-Through, and the Structure of Retail Markets (with Nicolas Schmitt), earlier title: International trade with heterogeneous retailers.

## **Professional Activities**

Senior Editorial Advisor: Canadian Journal of Economics (since 2008).

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

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

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

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

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

Referee for: American Economic Review, Canadian Journal of Economics, Economic Development and Cultural Change, Economic Journal, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, 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, National Tax Journal, Oxford Economic Papers, Review of International Economics, Weltwirtschaftliches Archiv.