



## DANIEL TREFLER

Title: J. Douglas and Ruth Grant Canada Research Chair in Competitiveness and Prosperity.  
Affiliations: Rotman School of Management and Department of Economics  
University of Toronto  
Address: Rotman School of Management, University of Toronto, 105 St. George Street,  
Toronto, Ontario, Canada, M5S 3E6  
E-mail: [dtrefler@rotman.utoronto.ca](mailto:dtrefler@rotman.utoronto.ca)  
Websites: [www.rotman.utoronto.ca/~dtrefler](http://www.rotman.utoronto.ca/~dtrefler)  
Phone: (416) 946-7945.  
FAX: (416) 978-5433.

### EDUCATION

1989	Ph.D.	UCLA	Economics
1983	M.Phil.	Cambridge University	Economics
1982	B.A.	University of Toronto	Economics, Mathematics

### ACADEMIC JOURNAL PUBLICATIONS

“The Structure of Factor Content Predictions,” *Journal of International Economics*, forthcoming.  
(With Susan Zhu.)

“The Political Economy of Tariffs and Long-Term Growth,” *American Economic Journal: Macroeconomics*, forthcoming. (With Nathan Nunn.)

“Improved Access to Foreign Markets Raises Plant-Level Productivity ... for Some Plants,” *Quarterly Journal of Economics*, 125(3) (August 2010):1051-1099. (With Alla Lileeva.)

“Wake Up and Smell the Ginseng: The Rise of Incremental Innovation in Low-Wage Countries,” *Journal of Development Economics*, 91(1) (January 2010): 64-76. (With Diego Puga.)

- “Quality is Free: Why an Ambitious Childhood Initiative is Inexpensive,” *Paediatrics & Child Health*, 14(10) (December 2009): 681-684. (Winner of the Noni MacDonald Award. This annual award recognizes an author whose article in *Paediatrics & Child Health* has positively affected paediatrics, such as by raising awareness of an issue, presenting new scientific research, or instigating or potentially instigating change.)
- “Innis Lecture: Canadian Policies for Broad-Based Prosperity.” *Canadian Journal of Economics*, 41(4) (November 2008): 1156-1184.
- “Sorting it Out: International Trade and Protection with Heterogeneous Workers.” *Journal of Political Economy* 115(5) (October 2007): 868-892.(With Franziska Ohnsorge.)
- “Trade and Inequality in Developing Countries: A General Equilibrium Analysis.” *Journal of International Economics* 65 (January 2005): 21-48. (With Susan Chun Zhu.) Reprinted in:
- *The WTO and Poverty and Inequality*, edited by L. Alan Winters, Cheltenham, UK: Edward Elgar, 2007.
- “The Long and Short of the Canada-U.S. Free Trade Agreement.” *American Economics Review* 94 (September 2004): 870-895.
- “Increasing Returns to Scale and All That: A View From Trade.” *American Economic Review* 92 (March 2002): 93-119. (With Werner Antweiler)
- “The Case of the Missing Trade and Other Mysteries: Reply.” *American Economic Review* 92 (March 2002): 405-410.
- “Beyond the Algebra of Explanation: HOV for the Age of Technology.” *American Economic Review Papers and Proceedings*, 90(2) (May 2000): 145-149. (With Susan Zhu.)
- “Macroeconomic Dynamics Interview: Professor Elhanan Helpman.” *Macroeconomic Dynamics*, 3 (December 1999): 571-601.
- “Bargaining With Asymmetric Information in Non-Stationary Markets.” *Economic Theory*, 13 (3, 1999): 577-601.
- “The Labour Market Consequences of the Canada-U.S. Free Trade Agreement.” *Canadian Journal of Economics* 30 (February 1997): 18-41. (With Noel Gaston. Winner of the Harry G. Johnson Prize for best paper of the year.)
- “The Case of the Missing Trade and Other Mysteries.” *American Economic Review* 85 (December 1995): 1029-1046. (Lead article.) Reprinted in:
- *Worth Series in Outstanding Contributions: International Economics* edited by E. Leamer. New York: Worth Publishers, 2001.

- “Union Wage Sensitivity to Trade and Protection: Theory and Evidence.” *Journal of International Economics* 39 (August 1995): 1-25. (Lead article, with Noel Gaston.) Reprinted in:
- *Globalization and Labor Markets*, edited by E. Kwan Choi and David Greenway. Oxford, England and Malden, Mass.: Blackwell, 2001.
- “Protection, Trade, and Wages: Evidence from U.S. Manufacturing.” *Industrial and Labour Relations Review* 47 (July 1994): 574-593. (With Noel Gaston.) Reprinted in:
- *The WTO and Poverty and Inequality*, edited by L. Alan Winters, Cheltenham, UK: Edward Elgar, 2007.
- “The Role of International Trade and Trade Policy in the Labour Markets of Canada and the United States.” *World Economy* (January 1994): 45-62. (With Noel Gaston.)
- “International Factor Price Differences: Leontief was Right!” *Journal of Political Economy* 101 (December 1993): 961-987. (Lead article.) Reprinted in:
- *Input-Output Analysis*, Volume 2, edited by H.D. Kurz, E. Dietzenbacher, and C. Lager. London: Edward Elgar Publishing, 1998.
  - *Wassily Leontief: Critical Assessments of Contemporary Economists*, edited by John Cunningham Wood and Michael McLure. New York : Routledge, 2001.
  - *Inframarginal Economics*, edited by Wai-Man Liu and Xiaokai Yang. World Scientific Publishing Co., forthcoming, Fall 2005.
- “The Ignorant Monopolist: Optimal Learning With Endogenous Information.” *International Economic Review* 34 (August 1993): 565-581.
- “Trade Liberalization and the Theory of Endogenous Protection: An Econometric Study of U.S. Import Policy.” *Journal of Political Economy* 101 (February 1993): 138-160.

## ON-LINE BOOKS

*Offshore Outsourcing: Capitalizing on Lessons Learned* edited by Daniel Trefler. Toronto: Rotman School of Management and Industry Canada, 2010. <<http://www.rotman.utoronto.ca/offshoring/>>.

## ACADEMIC CHAPTERS IN BOOKS

“Canadian Policy Responses to Offshore Outsourcing.” In *Offshore Outsourcing: Capitalizing on Lessons Learned*, edited by Daniel Trefler. Toronto: Rotman School of Management and Industry Canada, 2010, pages 1.1-1.30. <<http://www.rotman.utoronto.ca/offshoring/>>.

- “The New World Division of Labor” with Elhanan Helpman. In *Offshore Outsourcing: Capitalizing on Lessons Learned*, edited by Daniel Trefler. Toronto: Rotman School of Management and Industry Canada, 2010, pages 2.1-2.25. <<http://www.rotman.utoronto.ca/offshoring/>>.
- “The Boundaries of the Multinational Firm: An Empirical Analysis.” In *The Organization of Firms in a Global Economy*, edited by Elhanan Helpman, Dalia Marin, and Thierry Verdier. Cambridge, MA: Harvard University Press, 2008, pages 55-83. (With Nathan Nunn.)
- “Service Offshoring: Threats and Opportunities.” In *Brookings Trade Forum 2005: Offshoring White-Collar Work*, edited by Susan M. Collins and Lael Brainard. Washington D.C.: Brookings Institution Press, 2006, pages 35-60.
- “Successful Economies, Failed Economics: What the Canada-U.S. Free Trade Agreement Teaches Us about International Economics.” In *The Macdonald Commission Report 20 Years On* edited by David Laidler and Bill Robson. Toronto: C.D. Howe Institute, 2005, pages 111-120.
- “A Time to Sow, A Time to Reap: The FTA and Its Impact on Productivity and Employment.” In *Productivity Issues in Canada* edited by Someshwar Rao and Andrew Sharpe. Calgary: University of Calgary Press, 2002. Pages 537-569. (With Gary Sawchuk.)
- “‘Comments on Long-Term Productivity Issues’ by Rick Harris.” In *Fiscal Targets and Economic Growth* edited by Thomas J. Courchene and Thomas A. Wilson. Kingston: John Deutsch Institute for the Study of Economic Policy, 1998, pages 91-93
- “Immigrants and Natives in General Equilibrium Trade Models.” In *The Immigration Debate: Studies on the Economic, Demographic, and Fiscal Effects of Immigration* edited by James P. Smith and Barry Edmonston. Washington D.C.: National Academy Press, 1998, pages 206-238.
- “No Pain, No Gain: Lessons from the Canada-U.S. Free Trade Agreement.” In *Incomes and Productivity in North America*. Dallas: Bernan Press and the Commission for Labor Cooperation, 1997, pages 25-42.
- “Canada and the Asia Pacific: Views from the Gravity, Monopolistic Competition, and Heckscher-Ohlin Models.” In *The Asia-Pacific Region in the Global Economic: A Canadian Perspective* edited by Richard G Harris. Calgary: University of Calgary, 1996, pages 47-83. (With Walid Hejazi.)
- “Nontariff Barriers to Trade and Workers’ Wages.” In *Studies in Labour Economics*, edited by Erkin Bairam. London: Ashgate Publishing Ltd, 1993, pages 72-110. (With Noel Gaston.)

## **OTHER WRITINGS**

Monthly column for the *Globe & Mail* (Canada's largest-circulation national newspaper) February-June, 2009, front section.

"A Time and Place for Free Trade." *Harvard College Economic Review*, volume II, issue 2, Spring 2008.

"Policy Responses to the New Offshoring: Think Globally, Invest Locally." Industry Canada Working Paper Series 2006-01.

"Think Globally, Invest Locally: Responding to the Rise of Offshoring." *Rotman Magazine*, Fall 2005, pages 42-45.

"Treating Children Well Strengthens A Nation" in *The Ottawa Citizen*, September 4, 2004.

"Looking Back: How Childhood Experiences Impact a Nation's Wealth" in *Rotman Magazine*, Spring/Summer 2004.

"Competitiveness: A Special Series" in *The National Post, Financial Post Section*. Series editor. This is a 12-part weekly series on Canadian competitiveness. My series introduction, "Defrocking the Priests of Productivity" appeared on May 13, 2002, page FP11.

"Does Canada Need a Productivity Budget?" *Policy Options*, 20 (July-August 1999): 66-71.

"Quality vs. Quantity." *The Globe & Mail Report on Business Magazine*, July 1999, pages 57-58.

"Canada and the Asian Pacific." *ACS Bulletin*, Vol. 20 (Spring, 1998): 11-14. Montreal: Association for Canadian Studies (With Walid Hejazi.)

"Review of *Technology and the Wealth of Nations*, edited by Nathan Rosenberg, Ralph Landau, and David C. Mowery." *Review of International Economics* 3 (February 1995): 124-126.

## **ACTIVE MANUSCRIPTS**

- "Much Ado About Nothing: American Workers and Service Offshore Outsourcing to China and India." (With Runjuan Liu.)
- "The Impact of International Trade on Domestic Institutions: How the Italian Communes Survived Medieval 'Globalization'." (With Diego Puga.)
- "Looking Backward: How Childhood Experiences Impact a Nation's Wealth." Manuscript, February, 2004.

- “Knowledge Creation and Control in Organizations.” NBER Working Paper #9121, August, 2002. (With Diego Puga.)
- “The Gains From Trade with Monopolistic Competition: Specification, Estimation, and Mis-Specification.” NBER Working Paper #9169, September, 2002. (With Huiwen Lai.)
- “My Brains and Your Looks: A Productivity Agenda with Heart.” CIAR Working Paper.

## OTHER MANUSCRIPTS

- “Whose Welfare? On Stigler, Nader, and the GATT.” (With Dani Rodrik.)
- “Demand Shocks and Equilibrium Output Fluctuations in a Market with Bargaining.”
- “Life Cycle Saving and Population Aging.” *University of Toronto Working Paper Series*. (With David Foot.)

## THE PRESS ON TREFLER

- Virginia Postrel, “[Economic Scene: What Happened When Two Countries Liberalized Trade? Pain, Then Gain](#),” *New York Times*, Business Section, January 27, 2005.
- Richard Ernsberger Jr., “[The Big Squeeze: A ‘second wave’ of offshoring could threaten middle-income, white-collar and skilled blue-collar jobs](#).” *Newsweek International*, May 30, 2005. (On paragraph in the cover story devoted to Trefler’s views.)
- Janice Walls, “Counting on Competition,” *Edge*, Winter 2005, Vol. 6, No. 1.
- *The Economist*, October 11, 2008. “Beyond Doha: Freer trade is under threat – but not for the usual reasons.” Cites Trefler’s work with Runjuan Liu on offshore outsourcing.
- Wall Street Staff, “[Service Outsourcing Worries ‘Much Ado About Nothing’?](#)”, *The Wall Street Journal* blog of Trefler’s work with Liu on offshore outsourcing., June 10, 2008.

## RECENT PUBLIC POLICY LECTURES

- The 2009 Eldon D. Foote Lecture in International Business at the University of Calgary. “Of dragons and elephants: how Canadian business should respond to recent developments in China and India.”
- The 2009 Council for Early Child Development Conference, Memorial University. “Quality is Free: A Cost-Benefit Analysis of Early Child Development Initiatives”
- The 2008 Innis Lecture, Canadian Economic Association Meetings, “Policies for Canadian Prosperity.”

- The 2007 keynote lecture at Statistics Canada’s *Socio-Economic Conference*.

## AWARDS AND DISTINCTIONS

2010	Desautels Centre for Integrative Thinking, “The Complex Integration Strategies of Multinational Firms” (\$25,000) March 2009..
2009-2010	Social Sciences and Humanities Research Council of Canada (SSHRC), “International Trade, Inequality, and Institutional Change” (\$68,799), March 2009–February 2010. Collaborators: Avner Greif (Stanford).
2008-2011	Social Sciences and Humanities Research Council of Canada (SSHRC), “Global Sourcing and Capability Building: Threats and Opportunities for Canada” (\$83,000).
2006	Organizer for the Industry Canada-sponsored conference: “Offshore Outsourcing: Capitalizing on Lessons Learned.” (\$35,000) Co-Editor, <i>Journal of International Economics</i> (since August, 2005)
2005	Selection Committee, Econometric Society World Congress 2005
2004-2010	Canada Research Chair “International Competitiveness and Domestic Institutions.” (\$1,400,000).
2004-2007	Social Sciences and Humanities Research Council of Canada (SSHRC) “International Trade and Domestic Institutions.” (\$135,000).
2000	Rae Prize, Canadian Economic Association Award for Excellence in Research (The Canadian equivalent of the John Bates Clark Award.)
2000-2003	Social Sciences and Humanities Research Council of Canada (SSHRC) “International Trade as if People Matter.” Ranked 3 <sup>th</sup> overall. (\$66,000).
1999-2000	Distinguished Speaker Lecture Series, Industry Canada
1997-1998	Honorary Connaught Fellowship
1996-1999	National Science Foundation (NSF) “International Productivity Differences: A Nested Test of Increasing Returns to Scale Models.” (\$250,000).
1996-2000	Social Sciences and Humanities Research Council of Canada (SSHRC) “The Factor Content of Trade and Evolving International Differences in Economic Structure.” Ranked 4 <sup>th</sup> overall. (\$66,000).
1993-1996	Social Sciences and Humanities Research Council of Canada (SSHRC) “Labour Market Consequences of the Canada-United States Free Trade Agreement.” (\$50,000)
1992-1994	Ford Foundation

- 1992-1994 “Centers in International Economics and Economic Development” (\$10,000)  
Tinker Foundation  
“Dealing with the Changing International Economic Environment: The Labour Market, Income Distribution and Industrial Structure in Latin America” (\$5,000)
- 1991-1993 Social Sciences and Humanities Research Council of Canada (SSHRC)  
General Research Grant: “Wages and Protection: The Econometric Evidence” (\$3,000)
- 1990-1991 Social Sciences and Humanities Research Council of Canada (SSHRC)  
Grant-in-Aid: “The Effect of Restrictive Trade Policies on Labour Earnings: An Empirical Study” (\$750)
- 1989-1991 Connaught Foundation  
New Staff Grants / Phase I: “Nontariff Barriers to Trade: Determinants and Impacts” (\$10,000)
- 1987-1988 Sloan Foundation Scholarship in International Economics
- 1986-1987 UCLA Departmental Scholarship
- 1985-1986 Social Sciences and Humanities Research Council of Canada (SSHRC) Fellowship  
Earhart Foundation Scholarship
- 1984-1985 Social Sciences and Humanities Research Council of Canada (SSHRC) Fellowship  
Teaching Assistantship
- 1983-1984 University Fellow; FREE Prize; Getty Oil Award
- 1982-1983 Distinguished Scholar For Academic Excellence (Cambridge)
- 1981-1982 Faculty Scholar (Toronto); First Alexander Mackenzie Scholarship in Economics;  
Second Norman Alexander McLarty Scholarship in Economics; Teaching Assistantship
- 1980-1981 Teaching Assistantship
- 1979-1980 Frank G. Gardiner Scholarship in Economics  
Second Norman A. McLarty Scholarship in Political Science

## **WORK EXPERIENCE AND AFFILIATIONS**

- Current
- Full Professor, Rotman School of Management and Department of Economics, University of Toronto (as of July 1, 1997)
  - Research Fellow, Canadian Institute for Advanced Research (CIAR, as of July 1, 1997)

- Co-Editor, *Journal of International Economics* (since August, 2006)
- Research Associate, National Bureau of Economic Research (NBER) (as of October 20, 2001)
- Member, Ontario Task Force on Competitiveness, Productivity, and Economic Progress.
- Member, Academic Advisory Board, Department of Foreign Affairs and International Trade.
- Research Associate, Institute for Policy Analysis, University of Toronto
- Research Associate, Centre for International Studies, University of Toronto
- Research Fellow, C.D. Howe Institute
- Editorial Advisor, *Canadian Journal of Economics*
- Associate Editor, *Journal of International Economics* (as of January, 2005)
- 1994-96 ○ Visiting Associate Professor, The Irving B. Harris Graduate School of Public Policy Studies, University of Chicago
- Associate Professor, University of Toronto (as of July 1, 1994).
- Faculty Research Fellow, National Bureau of Economic Research (NBER)
- 1990-94 ○ Assistant Professor, Department of Economics, University of Toronto
- 1988-90 ○ Lecturer, Department of Economics, University of Toronto
- 1986-88 ○ Researcher for *World Bank* project on nontariff barriers to trade
- 1984-85 ○ Prepared indices for *Handbooks of Mathematical Economics and Econometrics*
- Teaching Assistant at UCLA
- 1982-83 ○ Proof Reader of Keynes's *Collected Writings*
- 1981-82 ○ Researcher for the Government of Canada Task Force on Employment Opportunities in the 1980s
- 1980-82 ○ Teaching Assistant at the University of Toronto

### **PRIMARY SUPERVISION OF PH.D. STUDENTS**

1. Werner Antweiler (1995), tenured at the Sauder School of Business, University of British Columbia.
2. Huiwen Lai (1999), started at the SAS Institute, currently at the Hong Kong Polytechnic University.
3. Peter Berezin (2000), International Monetary Fund.
4. Franziska Ohnsorge (2001), International Monetary Fund.
5. Susan Chun Zhu (2001), tenured at the Department of Economics, Michigan State University.
6. Alla Lileeva (2005), tenured at the Department of Economics, York University (Toronto).
7. Angela No (2005), started at Carnegie-Mellon University.

8. Nathan Nunn (2005), started at UBC, tenure track at the Department of Economics, Harvard University.
9. Runjuan Liu (2007), tenure track at the School of Business School, University of Alberta.
10. Joel Blit, tenure track at Georgetown University.
11. Christian Dippel, currently working to complete his Ph.D.,
12. Leilei Shen, currently working to complete her Ph.D.
13. Leo Karasik, currently working to complete his Ph.D.
14. Sunny Ying, currently working to complete her Ph.D.