

January 2016

# Curriculum Vitae

**Gerald Willmann**

## Contact Information

Department of Economics  
Bielefeld University  
Universitätsstr. 25, 33615 Bielefeld, Germany  
phone: +49 521 106-6350, fax: 106-67120  
email: [gwillmann@wiwi.uni-bielefeld.de](mailto:gwillmann@wiwi.uni-bielefeld.de)

## Home

Lornsenstr. 3  
24105 Kiel  
Germany  
phone: +49 431 8888609  
<http://willmann.com/~gerald>

## Research Interests

International Trade  
Political Economy  
European Integration  
International Policy Cooperation

## Education

Ph.D. in Economics, Stanford University, 1995-2000.  
Diplom-Volkswirt, Universität zu Kiel, Germany, 1990-95.

## Academic Positions

Professor, Dept. of Economics, Bielefeld University, Germany, 2011-present.  
Associate Professor, Dept. of Economics, KU Leuven, Belgium, 2007-2011.  
Assistant Professor, Dept. of Economics, CAU Kiel, Germany, 2000-2007.

## Visiting Positions

Visiting Fellow, Institute for the World Economy, Kiel, 2012-present (part-time).  
Visiting Professor, Catholic University of Louvain-la-Neuve, 2008/09 (part-time).  
Visiting Professor, University of Paris II, February 2009.  
Visiting Associate Professor, University of Otago, 2006/07.  
Visiting Fellow, Singapore Management University, March 2006.  
Visiting Professor, University of Hannover, Winter 2005/06.  
Visiting Fellow, City University of Hong Kong, February/March 2005.  
Visiting Fellow, Thema, Université de Cergy-Pontoise, September/October 2004.  
Visiting Asst. Professor, Department of Economics, University of Illinois, 2003/04.  
Visiting Asst. Professor, Dept. of Economics, Stanford, Winter 2001/02 and 2002/03.

## Publications in Refereed Journals

- "Trade, Education, and the Shrinking Middle Class", joint work with Emily Blanchard, *Journal of International Economics*, forthcoming.
- "The Customs Union issue: Why do we observe so few of them?", joint with Giovanni Facchini and Peri Da Silva, *Journal of International Economics*, Vol. 90:1, pp. 136-47, 2013.
- "Size versus scope: on the trade-off facing economic unions", joint work with Oliver Lorz (RWTH Aachen), *International Tax and Public Finance*, Vol. 20:2, pp. 247-67, 2013.
- "Escaping a Protectionist Rut: Policy Mechanisms for Trade Reform in a Democracy", joint work with Emily Blanchard (Dartmouth), *Journal of International Economics*, Vol. 85:1, pp. 72-85, 2011.
- "Substitutability and Protectionism: Latin America's Trade Policy and Imports from China and India", joint with Giovanni Facchini (Rotterdam), Marcelo Olarreaga (Geneva), and Peri Silva, *Worldbank Economic Review*, Vol. 24:3, pp. 446-73, 2010
- "Optimal Agenda-Setter Timing", joint work with Mattias Polborn (Illinois), *Canadian Journal of Economics*, Vol. 42:4, pp. 1527-46, 2009.
- "Protection for Sale with Imperfect Rent Capturing", joint work with Giovanni Facchini (Rotterdam) and Johannes Van Biesebroeck (Leuven), NBER Working Paper 11269, *Canadian Journal of Economics*, Vol. 39:3, pp. 845-873, 2006.
- "Asylum Seekers in Europe: The Warm Glow of a Hot Potato", joint work with Giovanni Facchini (Rotterdam) and Oliver Lorz (Aachen), *Journal of Population Economics*, Vol. 19:2, pp. 411-430, 2006.
- "The Political Economy of International Factor Mobility", joint work with Giovanni Facchini (Rotterdam), *Journal of International Economics*, Vol. 67, pp. 201-219, 2005.
- "On the Endogenous Allocation of Decision Powers in Federal Structures", joint work with Oliver Lorz (Aachen), *Journal of Urban Economics*, Vol. 57, pp. 242-257, 2005.
- "Why (no) Global Competition Policy is a Tough Choice", joint work with Abigail Tay (Columbia), *Quarterly Review of Economics and Finance*, Vol. 45, pp. 312-324, 2005.
- "Welfare Leakage and Immigration Policy", joint work with Giovanni Facchini (Rotterdam) and Assaf Razin (Tel Aviv, Cornell), *CESifo Economic Studies*, Vol. 50:4, pp. 627-645, 2004.
- "Pareto Gains from Trade: A Dynamic Counter-example", *Economics Letters*, Vol. 83, pp. 199-204, 2004.
- "Pareto Gains from Trade", joint work with Giovanni Facchini (Rotterdam), *Economia Politica*, Vol. 2, 2001.
- "The Gains from Duty Free Zones", joint work with Giovanni Facchini (Rotterdam), *Journal of International Economics*, Vol. 49, pp. 403-412, 1999.

## Working Papers

- "Contingent Trade Policy and Economic Efficiency", explaining conditional trade policy using an asymmetric valuations auction framework, joint work with Phil McCalman (Melbourne) and Frank Stähler (Tübingen), revision invited at the *Canadian Journal of Economics*.
- "Private Labels and International Trade: Trading Variety for Volume", choice of distribution channels by exporting firms in small countries, joint work with Emily Blanchard (Dartmouth) and Tatyana Chesnokova (Adelaide), revision invited at the *Canadian Journal of Economics*.

- “Choosing between Protectionism and Free Trade in an Uncertain World”, explaining protection in the agricultural sector, joint work with Peter Debaere (Virginia) and Toni Glaser (BMW).  
 “The Political Economy of Preferential Trade Arrangements: An Empirical Investigation”, showing how cross-border ownership affects the choice between FTA and customs union, joint work with Giovanni Facchini (Nottingham) and Peri Silva (Kansas State).  
 “Why Legislators are Protectionists: the Role of Majoritarian Voting in Setting Tariffs”, Kiel Department Working Paper 2003-10.  
 “The Economics of a Multilateral Investment Agreement”, joint work with Jiahua Che (Chinese University of Hong Kong).

### **Work in Progress**

- “Unequal Gains, Prolonged Pain: Dynamic Adjustment Costs and Protectionist Overshooting”, political economy model of policy over-shooting, joint work with Emily Blanchard (Dartmouth), presented at the NBER spring meeting 2014.  
 “Protection for Sale with Heterogeneous Interests within Industries”, joint work with Pao-Li Chang (Singapore Management University).  
 “Comparative Advantage and routine vs. non-routine tasks”, showing how the share of routine vs. non-routine tasks gives rise to comparative advantage, joint work with Johannes Van Biesebroeck (KU Leuven) and Liza Archanskaia (KU Leuven).

### **Teaching**

graduate level:

International Trade: Bielefeld (4x), Leuven (5x), Kiel (2x), Iset, CBA.

Microeconomics: Leuven (2x).

International Finance: Illinois.

undergraduate level:

International Economics: Stanford (2x), Illinois (2x), Bielefeld (2x).

Economics of European Economic Integration: Kiel (3x), KUL (2x), UCL, ISET, Bielefeld (4x).

Introductory Microeconomics: Hannover (2x).

Intermediate Microeconomics: Stanford, Illinois, Kiel (3x), and Hannover.

Microeconomics with Mathematica, Kiel.

Mathematical Economics, Otago.

International Trade and Factor Mobility: Kiel (2x).

Workshops on Trade and Factor Mobility: Kiel (4x).

### **Doctoral Dissertation Advising**

principal adviser for:

Toni Glaser (KU Leuven/Bielefeld, 2015), Bundesministerium fuer Wirtschaft, Berlin.

Lasha Coshua, Phemelo Tamasiga, Niklas Herzig, Ashenafi Teshome (ongoing).

committee member for:

Jaewon Jung (Cergy-Pontoise, 2008), assistant professor, RWTH Aachen, Germany,  
Ilke Van Beveren (KUL, 2008), assistant professor, Lessius Hogeschool, Belgium,  
Veerle Sloommaekers (KUL, 2008), economist, OECD, France,  
Thijs Vandemoortele (KUL, 2011),  
Linke Zhu (KUL, 2011),  
Maria Cecilia Ganame (University of Antwerp, 2012),  
Ali Kashefi (Bielefeld, 2013).  
Annette Schminke (KU Leuven, 2015).

### **Fellowships and Awards**

Deutsche Forschungsgemeinschaft, Beethoven Postdoc Fellowship, 2016.  
Center of Excellence Project Financing, KU Leuven, 2010-2017.  
FWO grant "Enlargement versus Deepening of Economic Unions", 2009-2012.  
DAAD Hong Kong-Germany cooperation grant, Hong Kong partner: Edwin Lai, 2005.  
Verein für Socialpolitik Conference Travel Grants, 2001 and 2004.  
Littlefield Dissertation Fellowship, Stanford Institute for International Studies, 1999-2000.  
ERP fellowship, German Ministry of Trade and Commerce, 1995-97.  
Studienstiftung des Deutschen Volkes fellowship, 1992-95.

### **Consulting**

Economic Adviser, Central Bank of Armenia, Instruction on Trade and International Economics, Spring of 2014.  
Short Term Consultant for the Worldbank, LCR Chief Economist Unit, Project "Perceptions and protectionism: How is Latin America's trade policy affected by the rising importance of China and India in world markets?", 2006.

### **Conference and Seminar Presentations**

1999:

ESEM, Santiago de Compostela, Spain, August.  
Seminars: University of Munich, University of Vienna.

2000:

ETSG, Glasgow, UK, September.  
Annual Meeting of the VfS (German Economic Association), Berlin, Germany, September.  
Seminars: Columbia University, Tilburg University, Yale University, Universidad Carlos III.

2001:

PWIW International Economics Workshop, Passau, Germany, March.  
Workshop on Immigration, IZA Bonn, Germany, March.  
Midwest Spring Meeting, Madison WI, USA, May.  
CEPR ERWIT, London, UK, June.

ESEM, Lausanne, Switzerland, August.  
ETSG, Brussels, Belgium, September.  
LACEA, Montevideo, Uruguay, October.  
Seminars: University of Munich, University of Rostock.

2002:

ASSA Winter Meetings, Atlanta, U.S.A., January.  
Midwest Spring Meeting, Kellogg, Evanston, IL, U.S.A., May.  
ETSG, Kiel, Germany, September.  
Seminars: Stanford University, UC Santa Cruz, University of Bozen, University of Washington,  
University of Konstanz, European Central Bank.

2003:

Midwest Spring Meeting, Pittsburgh, PA, U.S.A., May.  
CEPR workshop on competition policy in global markets, Toulouse, France, October.  
Seminars: University of Washington, UC Davis, University of Illinois, Michigan State.

2004:

Midwest Spring Meeting, Indianapolis, IN, U.S.A., May.  
Nordic International Trade Seminar, Copenhagen, Denmark, May.  
ESEM/EEA summer meeting, Madrid, Spain, August.  
ETSG meeting, Nottingham, UK, September.  
EIIT meeting, Santa Cruz, CA, U.S.A., November.  
CESifo area conference globalization, Munich, Germany, December.  
Seminars: University of Toronto, Université de Cergy-Pontoise.

2005:

Recent Advances in International Economics, City University of Hong Kong, May.  
Ecole de Printemps, Aix-en-Provence, France, May.  
Kiel Summer Workshop on Trade and Location, Kiel, Germany, June.  
CESifo Summer Institute, Venice, Italy, July.  
ETSG meeting, Dublin, Ireland, September.  
Annual Meeting of the Verein für Socialpolitik, Bonn, Germany, September.  
Seminars: City University of Hong Kong, RWTH Aachen, University of Osnabrück, IIES  
Stockholm.

2006:

Otago Workshop in International Trade, Dunedin, New Zealand, March.  
CESifo area conference on global economy, Munich, Germany, April.  
Seminars: Oregon State, University of Melbourne, University of Auckland, Singapore  
Management University, University of Hannover, University of Frankfurt, RWTH  
Aachen, University of Bielefeld.

2007:

AEA Winter Meetings, Chicago, U.S.A., January, (session organizer).  
EEA European Meetings, Budapest, Hungary, August.  
CEPR ERWIT, Kiel, Germany, October.  
Annual Meeting of the VfS (German Economic Association), Munich, Germany, October.  
Seminars: KU Leuven, University of Cergy-Pontoise, University of Otago, University of  
Auckland, University of Aarhus, University of Rotterdam, ECARES Brussels.

2008:

GIW International Economics Workshop, Göttingen, Germany, April.  
Danish International Economics Workshop, Aarhus, Denmark, June.  
Seminars: ISET Tbilisi, University of Virginia, University of Nürnberg, University of Kiel.

2009:

AEA Winter Meetings, San Francisco, U.S.A., January, (session organizer).  
Belgian International Trade Workshop, Louvain-la-Neuve, Belgium, March.  
Midwest Trade Meetings, Iowa, U.S.A., May.  
Workshop on the New Political Economy of Trade, Florence, Italy, June.  
ETSG meeting, Rome, September.  
Aachen Workshop on International Production, Aachen, November.  
Seminars: Singapore Management University, Université Catholique de Louvain-la-Neuve,  
Paris II, Copenhagen Business School, Trinity College Dublin, University College Dublin.

2010:

PEIO conference, Georgetown, Washington D.C., January.  
Belgian International Trade Workshop, KU Leuven, Belgium, May.  
Danish International Economics Workshop, Aarhus, Denmark, June.  
European Trade Study Group Conference, Lausanne, Switzerland, September.  
Seminars: University of Bielefeld, University of Antwerp, Université Paris II, RWTH Aachen,  
University of Southern Denmark, University of Rotterdam, University of Nottingham.

2011:

Australasian Trade Workshop, Adelaide, Australia, March.  
Workshop on PTAs, Copenhagen Business School, September.  
ETSG meeting, Copenhagen, September.  
Seminars: ISET Tbilisi, Göttingen.

2012:

Australasian Trade Workshop, Sydney, Australia, March.  
Danish International Economics Workshop, Aarhus, Denmark, April.  
VfS International Economics Section, Kiel, Germany, May.  
Cesifo Area Conference on Global Economy, Munich, Germany, May.  
Asia Pacific Trade Seminars, Singapore, July.  
Aarhus-Kiel Workshop, Kiel, December.  
Seminars: University of Adelaide, Singapore Management University, University of Tuebingen..

2013:

Goettingen Workshop, University of Goettingen, Germany, February/March.  
Australasian Trade Workshop, Melbourne, Australia, March.  
Danish International Economics Workshop, Aarhus, Denmark, May.  
Seminars: University of Sydney.

2014:

SAET, Tokyo, Japan, August.  
Seminars: University of Duisburg-Essen, ISET Georgia, Hitotsubashi University Japan, Nihon  
University Japan, Nova Lisbon Portugal.

2015:

Asia-Pacific Trade Workshop, Sydney, March.  
EEA Conference, Mannheim, Germany, August.  
DEGIT, Geneva, Switzerland, September.

Verein für Socialpolitik, Münster, Germany, September.  
Aarhus-Kiel Workshop, Sandbjerg, Denmark, December.  
Seminars: University of Trier, CORE Université Catholique de Louvain,

### **Professional Service**

Editor, *Weltwirtschaftliches Archiv/Review of the World Economics*, since Oct 2015.  
Referee for *American Journal of Agricultural Economics*, *BE Journal of Economic Analysis and Policy*, *Canadian Journal of Economics*, *Economica*, *Economics and Politics*, *Economics Bulletin*, *Environment and Development Economics*, *European Economic Review*, *European Journal of Political Economy*, *German Economic Review*, *International Economic Review*, *International Tax and Public Finance*, *Japanese Economic Review*, *Journal of Agricultural Economics*, *Journal of Development Economics*, *Journal of Economic Theory*, *Journal of International Economics*, *Journal of Population Economics*, *Journal of the European Economic Association*, *Journal of Urban Economics*, *Labor Economics*, *Pacific Economic Review*, *Regional Science and Urban Economics*, *Review of Economic Studies*, *Review of International Economics*, *Southern Economic Journal*, and *Weltwirtschaftliches Archiv*.  
Local organizer of the European Trade Study Group meeting 2002, joint with Horst Raff.  
Organizer of the session on "Constitutional Approaches to Explaining Trade Policy" at the 2007 AEA winter meetings.  
Organizer of the session on "How Structural Change affects the Middle Class" at the 2009 AEA winter meetings.  
Organizer of the annual "Belgian Trade Workshop", May 2010.  
Local organizer of the European Trade Study Group meeting 2012, joint with Ilke Van Beveren.

### **University Service**

Director of Quantitative Masters in Economics, Bielefeld, 2015-present.  
Director of Graduate Studies, KU Leuven, 2008-2011.  
Member of the School Board, KU Leuven, 2008-2009.  
Member of Recruitment Committee, KU Leuven, 2007/08.  
Member of Recruitment Committee, CAU Kiel, 2003.

### **Memberships**

American Economic Association, Verein für Socialpolitik (German Economic Association),  
Ausschuss des VfS für Aussenwirtschaft, Alumni 'Studienstiftung des deutschen Volkes'.

### **Personal Information**

German citizenship, married to Anne, 3 children: Thibault ('98), Anthime ('05), and Audélie ('07).  
Language skills: German, English, French, Spanish, Dutch.  
Hobbies: sailing, cycling, swimming, linux.