

## Curriculum Vitae

### Gerald Willmann

#### Contact Information

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#### 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

Associate Professor, Dept. of Economics, KU Leuven, Belgium, 2007 – present.  
Assistant Professor, Dept. of Economics, University of Kiel, Germany, 2000 - 2007.  
Teaching Assistant, Department of Economics, Stanford University, 1997 - 1999.  
Research Assistant, Institute for Statistics and Econometrics, Kiel, 1992 - 1995.

#### Visiting Positions

Visiting Associate Professor, University of Otago, 2006 - 2007.  
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

- "Protection for Sale with Imperfect Rent Capturing", joint work with Giovanni Facchini (Illinois) and Johannes Van Biesebroeck (Toronto), 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 (Illinois) 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 (Illinois), *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 (Illinois) 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 (Illinois), *Economia Politica*, Vol. 2, 2001.
- "The Gains from Duty Free Zones", joint work with Giovanni Facchini (Illinois), *Journal of International Economics*, Vol. 49, pp. 403-412, 1999.
- "The History of Lotteries", published in part and quite unofficially in the *Gamble Tribune* ([www.gambletribune.org](http://www.gambletribune.org)).

## Working Papers

- "Why Legislators are Protectionists: the Role of Majoritarian Voting in Setting Tariffs", Kiel Department Working Paper 2003-10, revise and resubmit, *Journal of International Economics*.
- "Optimal Agenda-Setter Timing", joint work with Mattias Polborn (Illinois), submitted.
- "The Economics of a Multilateral Investment Agreement", joint work with Jiahua Che (Hong Kong University of Science and Technology).
- "Protection for Sale with Heterogeneous Interests within Industries", joint work with Pao-Li Chang (Singapore Management University).
- "Substitutability and Protectionism: Latin America's Trade Policy and Imports from China and India", joint with Giovanni Facchini (Essex), Marcelo Olarreaga (Worldbank), and Peri Silva, Worldbank, CEPR, CESifo, Kiel, and Otago Working Paper, Worldbank e-alert, submitted.
- "Escaping a Protectionist Rut? Policy Mechanisms for Trade Reform in a Democracy", joint work with Emily Blanchard (University of Virginia), submitted.
- "Strategic Delegation and the Formation of Preferential Trade Agreements", joint work with Giovanni Facchini (Essex) and Peri Silva (North Dakota).

"Enlargement versus Deepening: On the Trade-off Facing Economic Unions", joint work with Oliver Lorz (RWTH Aachen).

### **Work in Progress**

"A Theory of Antidumping", explaining the efficiency reasons behind antidumping policies in an asymmetric valuation auction framework, joint work with Phil McCalman (UCSC) and Frank Stähler (Otago).

"Trade, Educational Institutions, and Skill Composition", an educational theory of trade, joint work with Emily Blanchard (Virginia).

"Enlargement versus Deepening of the European Union", sequential models of the enlargement of economic unions, joint work with Oliver Lorz (Aachen).

"On Modes of Gaining Access to Export Markets", a model of distribution channels available to exporting firms in small countries, joint work with Emily Blanchard (Virginia) and Tatyana Chesnokova (Auckland).

"The Political Determinants of IP Protection", applying standard political economy models to IP protection and empirical tests.

"How Wide is the Border? The Amplification Effect", endogenizing the width of the border in a geography model with agglomeration effects.

### **Fellowships and Awards**

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**

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.

### **Teaching**

graduate level:

International Trade: Kiel (2x), Leuven (1x), Iset (1x).

International Finance: Illinois (1x).

undergraduate level:

International Economics: Stanford (2x) and Illinois (2x).

Introductory Microeconomics: Hannover (2x).  
Intermediate Microeconomics: Stanford (1x), Illinois (1x), Kiel (3x), and Hannover (1x).  
Microeconomics with Mathematica, Kiel (1x).  
Mathematical Economics, Otago (1x).  
International Trade and Factor Mobility: Kiel (2x).  
Economics of European Economic Integration: Kiel (3x), Leuven (1x)  
Workshops on Trade and Factor Mobility: Kiel (4x).

### **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.  
Seminars: ISET Tbilisi, University of Virginia, University of Nürnberg.

## **Professional Duties**

Referee for *Australian Economic Papers*, *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 Tax and Public Finance*, *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*, *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.

### **Memberships**

American Economic Association, Econometric Society, European Economic Association, Verein für Socialpolitik (German Economic Association), Alumni of the Studienstiftung des deutschen Volkes.

### **Personal Information**

German citizenship, married to Anne, 3 children: Thibault, Anthime, and Audélie.

Language skills: German, English, French, Spanish, some Dutch and Portuguese.

Hobbies: sailing, cycling, and linux.