

# Curriculum Vitae

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**Date and place of birth:** 23/10/1974, Latina - Italy  
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## Fields of Interest

Regional Economics, New Economic Geography, International Economics, Heterogeneous Firms models, Labor Markets, Spatial Econometrics.

## Current Position

FNRS Post-Doctoral Fellow at CORE-UCL

## Previous Positions

Post Doctoral Fellow at the University of Bologna, 2004-2005

## Graduate Studies

**September 2001:** CORE-UCL (Université Catholique de Louvain), Belgium

Master of Arts in Economics

**December 2004:** CORE-UCL (Université Catholique de Louvain), Belgium

Ph.D. in Economics. Thesis supervisor: Jacques Thisse. Title “Essays in Spatial Economics”

## **Spoken Languages:**

Italian (mother tongue) English (fluent), French (fluent)

## **Teaching experience:**

- 2002:**            **University of Bari, Italy**  
Teaching Assistant: Macroeconomics, Master on European Studies.
- 2003:**            **Université Catholique de Louvain, Belgium**  
Teaching Assistant: Advanced Microeconomics, Master of Arts in Economics
- 2004:**            **University of Bologna, Italy**  
Teaching Assistant: International and Macroeconomics, Undergraduate
- 2005:**            **Université Catholique de Louvain, Belgium**  
Teaching Assistant: Regional Economics, Undergraduate
- 2006:**            **University of Toronto, Canada**  
Professor: Urban Economics, Undergraduate

## **Refereeing Activity:**

B.E. Journals in Economic Analysis & Policy, The Economic Journal, Economic Letters, European Journal of Political Economy, Journal of Common Market Studies, Journal of Economic Geography, Journal of Economics, Journal of International Economics, Journal of Regional Science, Journal of Urban Economics, Recherches Economiques de Louvain, Regional Science and Urban Economics, Review of Urban and Regional Development Studies.

## **Published Papers:**

### **Spatial Externalities and Empirical Analysis: The case of Italy**

*Journal of Urban Economics, 2004, Vol. 56(1), pag. 97-118*

#### Abstract

In the last ten years the space issue, i.e. the study of the role played by space in economic phenomena, has attracted a lot of interest from many economic fields. The combination of increasing returns, market imperfections, and trade costs creates forces that, together with factor endowments, determine the distribution of economic activities. Despite their theoretical relevance, there is still little evidence, especially at large scale level, on the effective contribution of this externalities to agents' location decisions. The aim of this work is to estimate a model of economic geography, using a space-time panel data on Italian provinces, in order to both test the empirical relevance of this theory, and try to give a measure of the geographic extent of spatial externalities. Particular attention has been devoted to address rigorously those endogeneity issues that naturally arise when dealing with both simultaneity and spatial data. Our results are consistent with the hypothesis that product-market linkages, coming from increasing returns and trade costs, actually influence the geographic concentration of economic activities and that their spread over space is, contrary to previous findings, not negligible.

## **Advertising and endogenous exit in a differentiated duopoly**

(joint with Andrea Mantovani)

*Recherches Economiques de Louvain, 2006, Vol. 72(1), pag. 19-48*

### Abstract

In this paper we consider a duopoly two-stage duopoly where firms first decide whether to invest in advertising and then compete in prices. Advertising has two effects: a market enlargement for both firms and a predatory gain for the investing firm only. Both symmetric and asymmetric equilibria may arise. The two most interesting cases are a coordination-type game where both firms investing and non-investing are equilibria, and a chicken-type game where only one firm invests while the other is possibly driven (endogenously) out of the market. Our results suggest that product differentiation has an ambiguous impact on investment in advertising and that strong product substitutability may induce a coordination problem.

## **Concentration, Agglomeration and the Size of Plants**

(joint with Miren Lafourcade)

*Regional Science and Urban Economics, 2007, Vol. 37(1), pp 46-68*

### Abstract

This paper investigates whether the geographic distribution of manufacturing activities in Italy is likely to differ according to the scale of plants. We find strong evidence of a significant positive relationship between size and concentration, as in Kim (1995) or Holmes and Stevens (2002, 2004). However, we go one step further in examining how sensitive is this feature to the consideration of spatial dependence between geographic units. We show that, while large plants exhibit a clear tendency to cluster within narrow geographical units such as local labor systems, small establishments, by contrast, rather co-locate within wider areas in which a distance-based pattern emerges. These findings are consistent with plants of heterogeneous size engaging in different transport intensive activities.

## **Papers Submitted and under Revision**

## **Trade Integration, Firms Selection and the Costs of Non-Europe**

CEPR Discussion Paper 5730

(joint with Massimo Del Gatto and Gianmarco Ottaviano)

*Submitted to the Journal of the European Economic Association*

### Abstract

In models with heterogeneous firms trade integration has a positive impact on aggregate productivity through the selection of the best firms as import competition drives the least productive ones out of the market. To quantify the impact of firm selection, we calibrate and simulate a multi-country multi-sector model with monopolistic competition and variable markups using firm-level data and aggregate trade figures on a panel of 11 EU countries. We find that EU trade has a sizeable impact on aggregate productivity. In 2000 autarky would have caused an average productivity loss of roughly 13 per cent, while a 5% drop of trade costs would induce a 2.1% productivity increase. Productivity losses and gains, however, vary a lot across countries and sectors depending on market accessibility and trade costs. We provide evidence that our results are robust to alternative distance and productivity measures.

# **The Spatial Sorting and Matching of Skills and Firms**

CORE Discussion Paper 2006/99

(joint with Paolo Naticchioni)

*Under Review for the Canadian Journal of Economics*

## **Abstract**

Using a matched employer-employee database for Italy we look at the spatial distribution of wages across provinces. This rich database allows us to contribute at opening the black box of agglomeration economies exploiting the micro dimension of the interaction among economic agents, both individuals and firms. We provide evidence that firm size and particularly skills are sorted across space, and explain a large portion of the spatial wage variation that could otherwise be attributed to aggregate proxies of agglomeration externalities like population density or Harris market potential. Our data further support the assortative matching (“good” workers match with “good” firms) hypothesis that we show not to be driven by simple co-location of “good” workers and firms in the same regions. Finally, we point out that this assortative matching is negatively related to local market size.

# **Productivity and Firm Selection: Intra-National vs Inter-National Trade**

CORE Discussion Paper 2007/XX

(joint with Gregory Corcos, Massimo Del Gatto and Gianmarco Ottaviano)

*Submitted to the Economic Journal*

## **Abstract**

Recent theoretical models predict gains from international trade coming from intra-industry reallocations, due to a firm selection effect. In this paper we answer two related questions. First, what is the magnitude of this selection effect, and how does it compare to that of intra-national trade? Second, would the removal of ‘behind-the-border’ trade frictions between integrated EU countries lead to large productivity gains? To answer these questions, we extend and calibrate the Melitz and Ottaviano (2005) model on productivity and trade data for European economies in 2000, and simulate counterfactual trade liberalization scenarios. We consider 11 EU countries and a total of 31 economies, including 21 French regions. Our first result is that, in the French case, international trade has a sizeable impact on aggregate productivity, but smaller than that of intra-national trade. Second, substantial productivity gains (around 20%) can be expected from ‘behind-the-border’ integration. In both experiments, we predict the corresponding variations in average prices, markups, quantities and profits. We show that the model fits sales and exports data reasonably well, and we perform a number of robustness checks. We also suggest some explanations for the substantial cross-economy and cross-industry variations in our estimates of productivity gains, highlighting the importance of accessibility and competitiveness.

## Working papers

### **Industry Reallocations in a Globalizing Economy**

CORE Discussion Paper 2007/12  
(joint with Kristian Behrens and Gianmarco Ottaviano)

#### Abstract

We distill the main insights from recent trade models on firms' responses to globalization. Our primary aim is to assess the economic impact and the welfare implications of the resulting reallocation of resources across firms and countries. In so doing, we bring theory into life through the numerical implementation of a theoretical framework calibrated on European data, which encompasses aspects of economic geography, firm heterogeneity, and firms' organizational choices. Our final purpose is to provide a comprehensive background for empirical investigations and to stimulate further theoretical research.

### **Input-Output Linkages, Proximity to Final Demand and the Location of Manufacturing Industries**

CORE Discussion Paper 2004/53

#### Abstract

In this paper I develop an empirical framework to estimate the role of agglomeration externalities, especially those stemming from input-output linkages, in the location process of US manufacturing plants. Furthermore, drawing on the model of Holmes and Stevens (2004b), I propose a way to reconcile some previous puzzling results about proximity to consumers' demand and the scope of agglomeration forces. Results suggest that intermediate flows have a positive impact, especially for big plants, on local specialization. By contrast, consumers' demand has a negative effect and this result is consistent with the model of Holmes and Stevens (2004b). However, the majority of both effects comes from very local interactions, with spatial spill-overs being quite weak, but with a very large geographical scope. This result suggests some kind of strong non-linearity in the underlying spatial process. While, very close interactions are extremely important, when considering what is beyond the limit of local markets then distance does not matter so much.

## Work in Progress

### **Trade, firm selection, and the 'toughness of competition': General equilibrium theory with applications**

(joint with Kristian Behrens, Yasusada Murata and Jens Suedekum)

### **Family Ties, Institutions and Economic Performances across European Regions**

(joint with Gilles Duraton and Andrés Rodríguez-Pose)

### **Incomplete Contacts, Legal Costs and Firm Productivity**

(joint with Kristian Behrens, Gregory Corcos and Gianmarco Ottaviano)

### **The determinants of Intra-Firm Trade**

(joint with Gregory Corcos and Thierry Verdier)

### **The Resistible Decline of European Science**

(joint with Luc Bauwens and Jacques Thisse)

## **Presentations at Conferences and Seminars:**

Third Summer School on Heterogeneity, UCL: Louvain-la-Neuve (Belgium), June 2007  
Workshop in Economic Geography, University of Bologna: Rimini (Italy), May 2007  
Obreal Seminar, University of Bologna at Buenos Aires: Buenos Aires (Argentina), April 2007  
ECORE Seminar, ULB: Bruxelles (Belgium), April 2007  
Conference on "Agglomeration and Growth in Knowledge-based Societies", Kiel Institute: Kiel (Germany), April 2007.  
Séminaire d'Econométrie, UCL: Louvain (Belgium), March 2007  
FWF-Seminar, University of Innsbruck: Innsbruck (Austria), March 2007  
Seminaire SIUTE, University of Lille: Lille (France), February 2007  
53rd Annual North American Meetings of the Regional Science Association International: Toronto (Canada), November 2006  
Seminaire d'Economie Regionale, INRS: Montreal (Canada), October 2006  
International Economics Seminar, University of Toronto: Toronto (Canada), September 2006  
Lunch Seminar Jourdan, PSE : Paris (France), June 2006  
International Economics Seminar, PSE : Paris (France), June 2006  
Seminaire Economique de Louvain, UCL: Louvain (Belgium), March 2006  
Economic seminar, Université de Notre dame de la Paix: Namur (Belgium), March 2006  
Spatial Economics seminar, CORE-UCL: Louvain (Belgium), December 2005  
Summer School on Heterogeneity, CORE-UCL: Louvain (Belgium), May 2005  
CEPR Workshop: Agglomeration Economics and Regional Growth: Cagliari (Italy), May 2005  
TEAM seminar, University of Paris I: Paris (France), April 2005  
Spatial Econometrics Workshop: Kiel (Germany), April 2005  
Lunch seminar, University of Bologna: Bologna (Italy), April 2005  
American Economic Association conference: Philadelphia (USA), January 2005  
Interdisciplinary Spatial Statistics Workshop by ENGREF and TEAM: Paris (France), December 2004  
Vth Doctoral Meetings in International Trade and International Finance by CEPN and CEPII: Paris (France) November 2004  
31° Congress of the European Association for Research in Industrial Economics: Berlin (Germany), September 2004  
CEPR Workshop: Integration and Technological Change: Paris (France), June 2004  
CEPR Workshop: Understanding Productivity Differences Across Sectors, Firms and Countries: Alghero (Italy), June 2004  
Eurequa seminars, University of Paris I: Paris (France), May 2004  
Spring School in International Economics and Industrial Organization: Aix-en-Provence (France), June 2004  
30° Congress of the European Association for Research in Industrial Economics: Helsinki (Finland), August 2003  
ZEW Summer School on Innovation and European Integration: Mannheim (Germany), June 2003  
University of Bologna seminars, Fac di Sc. Econ.: Bologna (Italy), May 2003  
VIIIth Spring Meeting of Young Economist: Leuven (Belgium), April 2003  
Spring School in Economic Geography org. by INRA-CERAS-CATT: Dijon (France), March 2003  
CEPR workshop on "Cities and Geography": Paris (France), December 2002  
17° Congress of the European Economic Association: Venice (Italy), August 2002  
Lasere seminars (CORE): Louvain-la-Neuve (Belgium) 2001, 2002  
University of Bari seminars: Bari (Italy), April 2002  
EDP Jamboree: London (UK), November 2002  
CERAS-DELTA seminars: Paris (France), December 2001