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## JULIA CAJAL-GROSSI

### ACADEMIC POSITIONS

2016- Assistant Professor, Graduate Institute of International and Development Studies (IHEID)

### OTHER AFFILIATIONS AND VISITING POSITIONS

2023- CEPR International Trade Program; Development Economics Program – Research Affiliate  
01/2021-06/2022 Harvard Kennedy School, Harvard University – Visiting Assistant Professor  
(EPoD Fellowship - Non-resident between 03/2022-06/2022)  
03/2018 Cowles Foundation, Yale University – Visiting Fellow (Trade)  
2015-2016 Robert Solow Fellowship, Cournot Centre – Postdoctoral Fellow

### EDUCATION

2009-2015 PhD in Economics, University of Warwick (U.K.)  
Visiting Penn State University 2014-2015  
2008-2009 MSc. in Economics, University of Warwick (U.K.)  
2008-2008 PG in Mathematical Economics, Universidad Torcuato Di Tella (Argentina)  
2001-2007 BSc. in Economics, Universidad Nacional de General Sarmiento (Argentina)

### PUBLISHED PAPERS

Cajal-Grossi, Macchiavello, Noguera, "Buyers' Sourcing Strategies and Suppliers' Markups in Bangladeshi Garments," *Quarterly Journal of Economics*, 138 (4): 2391–2450. 2023.

Boudreau, Cajal-Grossi, Macchiavello, "Global Value Chains in Developing Countries: A Relational Perspective from Coffee and Garments," *Journal of Economic Perspectives*, 37 (3): 59-86. 2023.

Cajal-Grossi, Del Prete, Macchiavello, "Supply Chain Disruptions and Sourcing Strategies," *International Journal of Industrial Organization*, Volume 90. September 2023.

### COMPLETED MANUSCRIPTS

Cajal-Grossi, "Searching for Trade Partners in Developing Countries," August 2023.

Cajal-Grossi, Kreindler, "Workers in Space: Evidence from Urban Bangladesh," September 2023.  
(AEARCTR-0009171)

### SELECTED WORK IN PROGRESS

"Limits to Upgrading for Small Firms in Uganda" (with J. Morduch, L. Vandewalle and C. Woodruff)

"Global Sourcing Strategies" (with D. Del Prete and R. Macchiavello)

"Relationships and Responsibility" (with L. Boudreau and R. Macchiavello)

**RESEARCH GRANTS**

(Only competitive funding listed; grants below 30,000 USD not listed.)

- 2023-2024 IGC Research Grant 'Unpacking quality constraints in the Ugandan carpentry sector'  
with L. Vandewalle, C. Woodruff
- 2022-2023 IGC - TEPP Research Grant 'Export Shocks and Labor Markets'  
with G. Kreindler
- 2022-2023 IGC - TEPP Research Grant 'International Sourcing'  
with L. Boudreau and R. Macchiavello
- 2018-2023 Research Grant MasterCard CIG, Argidius and Gates Foundation  
with J. Morduch, T. Ogden, L. Vandewalle, C. Woodruff

**SEMINARS, CONFERENCES AND OTHER TALKS**

(Including scheduled\*)

- University of Düsseldorf, Düsseldorf Institute for Competition (DICE), Düsseldorf, Germany, May 2024\*
- Dartmouth College – Tuck, International Economics Seminar, Hanover, U.S., April 2024\*
- Aalto University, Helsinki GSE, Development and Trade Seminar, Helsinki, Finland, March 2024\*
- University of Cambridge, Dept. of Economics, Cambridge, U.K., May 2024\*
- University of Oxford, Dept. of Economics, Applied Micro Seminar, Oxford, U.K., March 2024\*
- Int. Economics Association World Congress 2023, Medellín, Colombia, December 2023
- CERGE-EI, Department of Economics Seminar, Prague, Czech Republic, October 2023
- University of Nottingham, Globalisation and Economic Policy, Nottingham, U.K., October 2023
- Trade, Firms and Economic Development Workshop, Frankfurt, Germany, September 2023
- Festival Internazionale dell'Economia (Invited Intervention, with R. Macchiavello), Torino, Italy, June 2023
- University of Copenhagen, Development Economics Research Seminar, Copenhagen, Denmark, March 2023
- Bocconi University, Department of Economics Seminar Series (DLPE), Milan, Italy, March 2023
- London School of Economics, International Seminar, London, United Kingdom, November 2022
- EUI Firms, Labor Markets and Development Workshop (Invited Discussion), Florence, Italy, July 2022
- 12th Annual Conference of the Trade, Integration, and Growth Network, IADB (Invited Discussion), May 2022
- Aix-Marseille School of Economics, Dev. and Int. Economics Seminar, Aix-en-Provence, France, April 2022
- Harvard Kennedy School EPoD Lab Workshop (internal), Boston, U.S., February 2022
- Harvard/MIT Trade Faculty Lunch (internal), November 2021 (held online)
- University of Milan, Department of Economics Global Challenges Seminar, November 2021 (held online)
- University of Groningen, Department of Economics Research Seminar, September 2021 (held online)
- University of Passau, Economics Research Seminar, July 2021 (held online)
- CEPR's Firm-to-Firm Trade and International Production Networks Workshop, June 2021 (held online)
- Aarhus University, Department of Economics, Aarhus, Denmark November 2019
- Workshop on International Economic Networks (WIEN), Vienna, Austria, June 2019
- LMU - Munich, International Economics Seminar, Munich, Germany, June 2019

IGC/Ortygia/McGill Workshop on Firms, Markets and Development, Siracusa, Italy, June 2019  
 University of Mannheim, Department of Economics Seminar, Mannheim, Germany, May 2019  
 University of Bayreuth, International Economics Seminar, Bayreuth, Germany, May 2019  
 Science Po, Department Seminar Series, Paris, France, April 2019  
 FREIT-EITI, Empirical Investigations in Trade and Investment, Sapporo, Japan, March 2019  
 AEA-ASSA, Session on Markups and Firm Performance (Chair), Atlanta, United States, January 2019

University of Düsseldorf, Düsseldorf Institute for Competition (DICE), Düsseldorf, Germany, November 2018  
 University of Namur, Department of Economics, Namur, Belgium, November 2018  
 University of Nottingham, Globalisation and Economic Policy Seminar Series, Nottingham, U.K., October 2018  
 University of Oslo, Department of Economics, Oslo, Norway, September 2018  
 Kellogg-Northwestern Conference on Markets in Emerging Economies, Chicago, U.S., June 2018  
 McGill Workshop on Private Enterprise Development (EPED), Montreal, Canada, June 2018  
 University of Geneva, GSEM Economics Seminar, Geneva, Switzerland, May 2018

#### **REFEREEING**

Journal of Political Economic, American Economic Review, Quarterly Journal of Economics, Journal of the European Economic Association, American Economic Journal: Applied, Canadian Journal of Economics, World Bank Economic Review (Excellence in Refereeing Award 2021), Oxford Economic Papers, Economic Development and Cultural Change.

#### **ORGANIZATION OF SEMINARS, CONFERENCES AND WORKSHOPS**

Scientific Committee (Aug. 2024): International Economics, EEA–ESEM, Rotterdam, Netherlands (upcoming)  
 Co-Organizer (June 2024): Urban Economic Association Summer School, Geneva, Switzerland (upcoming)  
 Co-Organizer (December 2023): EUI-IHEID Workshop in Trade and Development, Florence, Italy  
 Co-Organizer (Sept. 2016-to date): Geneva Trade and Development Workshop (GTDW), Geneva, Switzerland  
 Organizer (Sept. 2018-to date): Department Seminar Series, IHEID, Geneva, Switzerland  
 Chair (January 2019): AEA-ASSA, Session on Markups and Firm Performance, Atlanta, United States

#### **SCHOLARSHIPS AND AWARDS**

Postgraduate Research Fellowship, University of Warwick, 2009-2013  
 Chevening Scholar, British Council, Foreign and Commonwealth Office UK, 2008-2009  
 UNGS – Banco Santander Price to highest undergraduate GPA, 2007  
 Scholarship with Research Assistance (Beca de Asistencia de Investigacion), UNGS, 2002-2007  
 Fundacion 1784, BBVA (Banco Frances), Young Talents Award (Essay on Investment), 2001

#### **POLICY AND OTHER WRITINGS**

"International Buyers, Suppliers' Performance, and Workers' Outcomes: Evidence from the Pandemic"  
 (with L. Boudreau, R. Heath and R. Macchiavello) IGC Policy Report, July 2023.

"Is *Better Work* Better? Evidence from the Garment Sector in Bangladesh"  
 (with C. Can and R. Machiavello) ILO–BW Policy Report, December 2022.

"La biotecnología y las Industrias de Ingredientes Alimentarios en Argentina"  
(with P. Lavarello and G. Gutman) *Journal of Technology Management & Innovation*, 1(3), 121–130. 2006.

### TEACHING

Topics in Development and International Trade (IHEID) - Doctoral Level, Spring: 2017, 2018, 2019, 2023;  
Trade and Development (IHEID) - Master Level, Fall: 2016, 2017, 2018, 2019, 2022; 2023;  
Econometrics I (IHEID) - Master Level, Fall: 2016, 2017, 2019, 2020, 2022; 2023;  
How to Measure Policy Impact (IHEID) - Executive Teaching, November: 2018, 2019.

### DOCTORAL SUPERVISION

**Main Advisor** (\* indicates co-supervised): Giulia Sabbadini (2022), Felipe Bahamondes Moya (expected 2024), Sang Hyun Park (expected 2024), Carolina Lemos (expected 2025), Hossein Tohidimehr\* (expected 2024), Christian Winkler\* (expected 2025; Political Science with minor in Economics).

**Second Reader / Internal Examiner:** Rohit Ticku (2018), Woori Lee (2019), Remi Vine (2021), Mhamed Ben Salah (2023), Gianmarco Cariola (2023), Siddhant Marur (2024), Anmol Kaur (2024), Carlotta Nani (expected 2024), Paula Gonzalez Martinez (expected 2024), Karolina Wilczynska (expected 2026).

### OTHER

Married, one child / Citizenship: Italy and Argentina / Spanish and English.