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## JULIA CAJAL-GROSSI

### ACADEMIC POSITIONS

- 2024- André Hoffmann Chair in Trade and Development
- 2024- Associate Professor in Economics (tenured), Geneva Graduate Institute (IHEID)
- 2016-2024 Assistant Professor in Economics, Geneva Graduate Institute (IHEID)

### OTHER AFFILIATIONS AND VISITING POSITIONS

- 2023- CEPR International Trade Program; Development Economics Program – Research Affiliate
- 2021-2022 Harvard Kennedy School, Harvard University – Visiting Assistant Professor  
(EPoD Fellowship 01/2021-06/2022 - 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 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; grants in foreign currency converted to USD.)

- 2024-2027 Swiss National Science Foundation Grant (1,045,000 USD approx.)
- 2024-2025 Weiss Fund for Research in Development Economics (60,725 USD)  
with E. Can, L. Vandewalle, C. Woodruff
- 2024-2025 PEDL Exploratory Grant (52,540 USD approx.)  
with E. Can, L. Vandewalle, C. Woodruff
- 2023-2024 IGC Research Grant (124,756 USD approx.)  
with L. Vandewalle, C. Woodruff
- 2022-2023 IGC - TEPP Research Grant (55,000 USD approx.)  
with G. Kreindler
- 2022-2023 IGC - TEPP Research Grant (41,400 USD approx.)  
with L. Boudreau and R. Macchiavello
- 2018-2023 Research Grant MasterCard CIG, Argidius and Gates Foundation (525,000 USD)  
with J. Morduch, T. Ogden, L. Vandewalle, C. Woodruff

**SEMINARS, CONFERENCES AND OTHER TALKS**

(\* indicates scheduled; maternity breaks in 2020 and 2024.)

Yale University, Economics Seminar, New Heaven, U.S., May 2025\*

Erasmus University Rotterdam, Department Seminar, Rotterdam, Netherlands, March 2025\*

Torino/Ortygia/McGill Workshop on Firms, Markets and Development (FIMAD), Siracusa, Italy, July 2024

University of Düsseldorf, Düsseldorf Institute for Competition (DICE), Düsseldorf, Germany, May 2024

Dartmouth College – Tuck, International Economics Seminar, Hanover, U.S., April 2024 (postponed)

Aalto University, Helsinki GSE, Development and Trade Seminar, Helsinki, Finland, March 2024

University of Cambridge, Dept. of Economics, Cambridge, U.K., March 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 (FIMAD), 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**

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

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

Scientific Committee (Aug. 2024): International Economics, EEA–ESEM, Rotterdam, Netherlands  
 Co-Organizer (June 2024): Urban Economic Association Summer School, Geneva, Switzerland  
 Co-Organizer (Dec. 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 (Jan. 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-ship (Beca de Asistencia de Investigacion), UNGS, 2002-2007

Fundacion 1784, BBVA (Banco Frances), Young Talents in Finance 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; 2024.

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: 2018, 2019.

Sustainable Trade in GVCs (IHEID) - Executive Teaching: 2024.

**DOCTORAL SUPERVISION**

(\* indicates co-supervised; year of graduation and first placement in brackets.)

**Main Advisor:** Giulia Sabbadini (2022; DICE), Felipe Bahamondes Moya (2024), Sang Hyun Park (expected 2025; OECD), Carolina Lemos (expected 2025; ITC), Hossein Tohidimehr\* (expected 2026), 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 2025), Paula Gonzalez Martinez (2024), Karolina Wilczynska (expected 2027).

**OTHER**

Personal: Married, two children / Citizenship: Italy and Argentina / Language: Spanish and English.

Carreer breaks: Spring 2020 (maternity); Fall 2024 (maternity).