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Personal Information

Sex: Male
Citizenship: Italian

Graduate Studies

Ph.D. candidate in Economics, University of Mannheim, 2012-Present

Undergraduate Studies

M.Sc. in Economics and Finance, University of Naples Federico II, *cum laude*, 2012

Laurea Magistrale in Economics, University of Naples Federico II, *cum laude*, 2011

Laurea in Economics, University of Naples Federico II, *cum laude*, 2009

References

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Teaching and Research Fields

Primary field: International Trade

Secondary fields: Industrial Organization, Microeconomics

Teaching Experience

- 2018 - Spring. Business Economics II, teaching assistant for Prof. Henrik Orzen
- 2017 - Fall. Business Economics I, teaching assistant for Prof. Henrik Orzen
- 2017 - Spring. International Macroeconomics, teaching assistant for Prof. Saverio Simonelli
- 2016 - Fall. Advanced Microeconomics, teaching assistant for Prof. Nicolas Schutz
- 2015 - Fall. Advanced Microeconomics, teaching assistant for Prof. Nicolas Schutz
- 2015 - Spring. Microeconomics A, teaching assistant for Prof. Peter Vida
- 2014 - Fall. Advanced Microeconomics, teaching assistant for Prof. Nicolas Schutz
- 2014 - Spring. Business Economics II, teaching assistant for Prof. Stefan Penczynski
- 2013 - Fall. Advanced Microeconomics, teaching assistant for Prof. Nicolas Schutz

Professional Activities

Referee for *Economics Bulletin*

Conferences and workshop

2017: 3rd Mainz Workshop on Foreign Direct Investment and Multinational Corporations (Mainz, *scheduled*), ETSG Florence (Florence), 8th International Conference “Economics of Global Interactions” (Bari), 1st Bonn-Mannheim Ph.D. Workshop (Mannheim), GEP 16th Annual Postgraduate Conference (Nottingham)

Summer schools

2016: Micro-Structure of Trade: Theory and Evidence (Florence), 2015: ECORES Summer School on Market Power (Brussels), 2013: RES-York Summer School on Game Theory (York)

Honors, Scholarships, and Fellowships

2017-18 Fontana Fellowship

2017 Winner of the Graduate Student Competition with the paper *The Structure of Multinational Sales under Demand Risk* (presented as *Export Platforms and Multinational Demand Risk Diversification*), Ljubljana Empirical Trade Conference

2012-14 Fontana Fellowship

2012 Antoine Faure-Grimaud Prize, for outstanding student performance, University of Naples Federico II

Research Papers

The Structure of Multinational Sales under Demand Risk – Job Market Paper

(Joint with Ekaterina Kazakova)

This paper analyzes the effects of demand risk on the location and sales structure of multinational firms. We build a structural model of horizontal FDI with firms that are heterogeneous in terms of risk aversion and productivity. Firms decide on the location of their production plants; the set of countries to serve from these plants; and the volume of sales for each plant. These decisions hinge both on the expected demand for each market and the correlation structure of demand realizations across destination markets. Ceteris paribus, markets that offer better hedging opportunities to multinationals induce larger sales and are more attractive locations for production. We use firm-level data for German multinational companies to estimate firm-specific risk aversion coefficients as well as other model parameter. We find that multinationals are risk averse on average and heterogeneous in terms of risk aversion. Finally, in a counterfactual analysis, we show how a reduction in tariffs for goods imported into China changes the trade flows to the other countries, the sign of the change depending on the correlation structure.

Serving Abroad: Export, M&A, and Greenfield Investment

(Joint with Ekaterina Kazakova)

This paper studies foreign-market entry patterns in the professional services industry. We build a structural model of horizontal foreign direct investment (FDI) with firms that are heterogeneous in terms of service quality. Firms can choose to serve foreign markets via exporting, cross-border mergers (M&A), or greenfield investment. Greenfield investment and exporting are subject to the standard proximity-concentration tradeoff and, in addition, associated with uncertainty about foreign quality perception, while M&A resolves this uncertainty by allowing multinationals to get access to the demand of the acquired firm. Reproduction of high quality abroad potentially requires larger fixed entry costs, inducing high-quality service firms to export. The model is sufficiently flexible to accommodate different orderings of entry types in terms of firm's service quality. We then structurally estimate the fundamental market-specific parameters of the model using firm-level FDI and trade data for a sample of German firms. We find that entry patterns are reversed compared to the standard sorting in manufacturing: only the firms providing the highest service quality export, while lower-quality firms conduct FDI. The relative sorting of M&A vs. greenfield FDI in terms of firm quality is market-specific and depends on the relative importance of uncertainty about quality perception, the structure of entry costs, and size of synergies associated with M&A. Finally, we calibrate the model equilibrium to the data on multinational and trade flows between the EU, the US, and the rest of the world. Simulation of the service-trade liberalization between the EU and the US, as planned for TTIP (Transatlantic Trade and Investment Partnership), shows that the reduction of non-tariff trade barriers and introduction of quality standards reallocate quality across entry alternatives, as well as make FDI a more prominent entry type.

Works in Progress

Directed Consumer Search with Informative Advertising

Information about products available in the market plays a crucial role in determining consumers' purchasing decisions. Market elaborates two responses to lack of information. On the demand side, consumers acquire information on the price and product features before any purchasing decision. On the supply side, firms make use of informative advertising. I study a horizontally differentiated duopoly where consumers do not observe *ex ante* the price and product characteristics and can engage in costly search activities in an ordered way. Firms are asymmetric with respect to their prominence and possibly transmit information by truthfully advertising prices and product features. The presence of informative advertising crucially affects the order in which consumers search over the available alternatives. I find that advertising incentives are larger for the non-prominent firm. For the consumers, the search effort saving induced by informative advertising comes at a cost of larger prices charged by the firms.

Competitive Experimentation with Heterogeneous Learning Modes

(Joint with Niccolò Lomys)

We study the role of diverse learning skills in games of competitive experimentation (e.g., an R&D race). We find that heterogeneous innovation abilities across competitors strongly affect the type and the magnitude of the inefficiencies that arise in equilibrium. As a consequence, industrial policies targeting inefficiencies in R&D should take into account the asymmetry in the firms' learning process not to be detrimental.

Other Skills

Programming Languages/Software: Matlab, R, Python, Stata, Gretl, Microsoft Office, Wolfram Mathematica

Languages: Italian (Native), English (Fluent), German (Beginner), Spanish (Beginner)