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Current Position

Assistant Professor of Economics, Mount Holyoke College, July 2009-Present
Courses: Microeconomic Theory, Seminar in International Trade, International Trade, Seminar in Industrial Organization

Research Interests

International Trade, Industrial Organization, Location Decisions

Previous Positions

- Instructor Department of Economics, University of Minnesota, August 2004-May 2009
Courses: Principles of Microeconomics (5 semesters large lecture, 350-550 students), Major Project Seminar, Undergraduate Writing in Economics, Principles of Macroeconomics, Principles of Microeconomics, Honors Industrial Organization, Principles of Microeconomics Honors.
- Instructor Independent and Distance Learning, University of Minnesota, May 2006-June 2009
Course: Distance Learning Principles of Microeconomics
- Research Analyst Research Department, Federal Reserve Bank of Minneapolis, May 2005-December 2005
- Research Assistant Professor Zvi Eckstein, Department of Economics, University of Minnesota, December 2005
- Research Assistant Political Economy Research Center (PERC), Bozeman, Montana, Spring 2002-Summer 2003

Education

- Ph.D. Economics, University of Minnesota, May 2009
Thesis Title: "*Essays on Firm Choice and International Trade*"
Fields: International Trade, Industrial Organization, Labor Economics
Advisor: Timothy Kehoe
- B.S. Economics (Honors), Montana State University, Bozeman, May 2003

Working Papers

“Learning to Export: Export Growth and the Location Decision of Firms”, under review

I find evidence that the geographic expansion of firm exports occurs slowly over time and that a large share of export growth is due to incumbent exporters entering new destinations. New exporters enter large countries and destinations with characteristics similar to their domestic market. Less similar, distant or less developed countries are entered by firms already exporting to other destinations. I formulate a dynamic general equilibrium model to test if these patterns are due to firms learning how to export (as other recent empirical findings have suggested), or exogenous factors such as productivity growth. In this model, heterogeneous firms experience learning in the form of market entry costs that depend on export history. Using Russian firm level data, I find that learning plays a significant role in explaining the observed entry patterns, which standard trade models cannot account for.

“Tradability and market penetration costs: explaining foreign market servicing intensities” with Miguel Ricaurte (Central Bank of Chile), under review

Industry level data shows striking differences among sectors in ratios of exports to FDI sales. We identify the elements behind the sectoral differences in the mode of foreign market servicing in the context of a general equilibrium model of monopolistic competition. Our calibration exercise shows that traditional margins such as transportation, fixed entry costs, and dispersion of firm productivity are not enough to capture the observed sectoral differences, as is commonly assumed. We propose augmenting the model to allow for sectoral differences in intangible costs of operating in a foreign market in order to explain these observations.

“The Agglomeration of Exporters by Destination” with Andrew Cassey (Washington State University), under review

Precise characterization of informational trade barriers is neither well documented nor understood. Using Russian customs data, we find exporting firms agglomerate geographically with respect to their shipment’s destination in addition to agglomeration around ports, suggesting behavior responding to a trade barrier. To account for this fact, we build on Melitz (2003) and Chaney (2008) by postulating an externality in the international shipping of goods. We test the model’s prediction on region- and state-level exports using Russian and U.S. data. Our model accounts for up to 40% more of the variation than in gravity-type models without agglomeration.

“Bilateral Export Decompositions” with Andrew Cassey (Washington State University)

We compare readily available sectoral export data with hard-to-obtain firm-level export data along several dimensions such value and the number of destination countries. Finding the sectoral data closely matches the firm data, we analyze export growth by newly exported products, products withdrawn from the export market, and products exported to new destinations. We find richer, larger destinations experience less growth on these margins than poorer, smaller destinations and there are many products whose removal from the export market cause little loss to aggregate export value. We discuss a model that accounts for these stylized facts.

Conference and Seminar Presentations

“Learning to Export: Export Growth and the Location Decision of Firms”

October 2008 Federal Reserve Bank of Minneapolis, Bag Lunch Seminar

October 2009 Midwest Economics Meeting, International Trade, Pennsylvania State University, State College PA

“The Agglomeration of Exporters by Destination”

May 2010 Vassar College

September 2010 New York State Economic Association

November 2010 Amherst College

May 2011 Mount Holyoke College

Service

2010-2011 Coordinator for the Five College Junior Faculty Seminar in Economics.

2010-2011 Session Chair and Discussant at New York State Economic Association Meetings, Rochester

2010-2011 Member of International Relations Committee

2010-2011 Committee for Davis Peace Prize

2010-2011 Participant in Food Seminar

2009-2010 Member of International Relations Committee

Referee

Journal of International Economics

Economic Theory

Review of World Economics

Professional Development

2010-2011 WCL/SAW Faculty Seminar on Teaching Writing.

2008 Member of the Board of Advisers for development of a new introductory economics textbook for McGraw-Hill.

2008 Field testing for development of the economics examinations, offered by the College Board’s Advanced Placement Program (AP) for Educational Testing Service (ETS).

2007 Independent and Distance Learning, University of Minnesota. Transformed the curriculum for College of Continuing Education, Independent and Distant Learning *Principles of Microeconomics* from paper format to online.

Awards

Mount Holyoke College Faculty Research Grant (2010)

Mount Holyoke College Faculty Research Grant (2011)

Distinguished Instructor Award. Department of Economics, University of Minnesota