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Gender: Male

Education

Ph.D. Candidate in Economics, Pennsylvania State University, 2013 – 2019 (expected)
Thesis Title: "Import Competition and the Endogenous Response of Quality and Markup: Evidence from U.S. Import Data "

M.Sc. Economics, Sharif University of Technology (Iran), 2008–2011

B.Sc. Electrical Engineering, Sharif University of Technology (Iran), 2003–2008

References

Professor Jonathan Eaton (Chair)
Pennsylvania State University
jxe22@psu.edu

Professor Stephen Yeaple
Pennsylvania State University
sry3@psu.edu

Professor James Tybout
Pennsylvania State University
jxt32@psu.edu

Fields of Specialization

Primary Field: International Trade

Secondary Field: Macroeconomics, Development Economics

Teaching and Research Experience

Research Assistant for Prof. Kala Krishna, Penn State University, Summer 2015

Co-Instructor for Mathematical Economics, Graduate Level, Sharif University of Technology

Teaching Assistant for Introductory Microeconomics, Introductory Macroeconomics and Introduction to Econometrics, Penn State University

Teaching Assistant for Econometrics and Mathematical Economics, Graduate Level, Sharif University of Technology

Presentations

2018 Midwest International Trade Conference (Vanderbilt University).

Working Papers

“Import Competition and the Endogenous Response of Quality and Markup: Evidence from U.S. Import Data”
(Job Market Paper)

Abstract:

Import competition induces firms either to reduce their markup, upgrade their quality, or both. Modern models of international trade typically consider one margin of adjustment to explain the consequences of import competition. However, examining U.S. import data suggests that firms actively respond by adjusting both quality and markup. This paper develops and calibrates a Ricardian model of trade which incorporates the endogenous response of quality and markup to import competition. Countries are heterogeneous both in physical efficiency and quality capability. Firms engage in a two-dimensional Bertrand competition in which they simultaneously choose the price and quality of output. Estimation results indicate that developed countries are more productive both in physical and quality production. Moreover, in response to import competition, developed countries mainly upgrade quality, while developing countries mainly reduce the markup. Ignoring the quality channel would underestimate the gains from trade that the U.S. derives with developed countries and overestimate the gains from trade with developing countries. The counterfactual experiment indicates as the U.S. economy grows, it benefits more from free trade with quality-capable countries than with countries which are less capable.

“Efficiency Wage, Competitive Search and Adverse Selection”

Abstract:

This paper investigates the theory of efficiency wages (wage per unit of efficiency) in a competitive search equilibrium with adverse selection. Firms post wage and vacancies. Workers whose efficiency is private information decide where to apply after observing posted wages. A separating equilibrium is characterized. Contrary to the result derived in Weiss (1980), not only unemployment rises in response to a negative shock (e.g., output price fall), but each unit of efficiency is also rewarded less. Moreover, I extend the model to a general equilibrium setting in which the product market is monopolistically competitive. Comparative statics show that moving toward a more competitive market induces an increase in the efficiency wage. However, increasing the relative measure of firms to workers has an indeterminate effect on the efficiency wage.

Honors and Awards

Ranked 1st among students of economics major at Sharif University of Tech., Iran	2011
Ranked 4th in national entrance exam for graduate studies in economics, Iran	2008
Ranked 3rd in students Olympiad in economics, Iran	2008
Ranked 70th in national entrance exam to undergraduate studies, Iran	2003

Languages

English (fluent), Persian (native)

Computer Skills

Matlab, Stata, L^AT_EX