

THE UNIVERSITY OF BRITISH COLUMBIA

CURRICULUM VITAE

Charles Keith Head

August 26, 2008

HSBC Professor of Asian Commerce
Strategy and Business Economics Division
Sauder School of Business
University of British Columbia
2053 Main Mall, Vancouver, B.C. V6T1Z2, Canada
Tel: (604) 822-8492 Fax: (604) 822-8477
Website: <http://strategy.sauder.ubc.ca/head/>

Education

Undergraduate: Swarthmore College, B.A. with High Honors in Economics and Philosophy, Phi Beta Kappa, 1986

Graduate School: Massachusetts Institute of Technology, Ph.D. in Economics, 1991.
Thesis: "Learning-by-Doing and Infant Industries." Supervisor: Paul Krugman.

Professional Employment Record

2003–present: Professor, Sauder School of Business, University of British Columbia.

1998–2003: Associate Professor, Sauder School of Business, University of British Columbia.

1991–1998: Assistant Professor, Sauder School of Business, University of British Columbia.

1988–1990: Teaching Assistant, Massachusetts Institute of Technology.

Teaching

Courses Taught at UBC: Commerce 498, International Business Management; Economics 590a, Empirical Topics in International Economics; Commerce 394, Government and Business; Commerce 295, Managerial Economics; BAIM 500, The International Trading Environment; BAIM 501, Multinational Enterprises.

Doctoral Student Supervision: Principal supervisor for Ph.D. thesis of Donald Wagner (2000), Co-principal supervisor for Ph.D. theses of Karen Ruckman (2001) and Jennifer Baggs (2002), Currently supervising Ran Jing (Ph.D. expected in 2008).

Executive/Continuing Education: taught courses on international trade policy, multinational strategies, and international plant location decisions for students in the Fundação Dom Cabral Executive Program (2003), Guangdong Senior Personnel Training Program (2000, 2003), Business Professionals Program at the UBC English Language Institute (1999), Bao Steel of China (1998, 2000, 2002), KOHAP of Korea (1997), Hanjung Manager Training Program (1994, 1995, 1996), Chinese Open Cities Association (1995, 1996, 1997), Shanghai Telecom (2001), Korea Telecom (2001, 2002).

External Teaching: Invited Professor at École Nationale des Ponts et Chaussées 2004-2005, Invited Professor at the Université de Paris Nord, December 2004. Invited Professor, “Lectures on International Trade and Multinational Enterprises” at Université de Paris I, La Sorbonne, Paris, France, 1998, 1999, 2002, 2004. External Honors Examiner, Swarthmore College, May 2001. External Thesis Defense committee member for Helga Kristjansdottir, University of Iceland.

Scholarly and Professional Activities

Research Interests

International trade, multinational enterprises, economic geography, industrial organization.

Research Grants

SSHRC Research Grant 2006–2009 (co-investigator: John Ries): \$68,721.

SSHRC INE Collaborative Research Initiative 2002–2006 (Principal Investigator: Thomas Lemieux, 17 Coinvestigators): \$2,995,608.

SSHRC Research Grant 2002–2005 (Principal Investigator: John Ries): \$88,300.

SSHRC Research Grant 1997–2000 (Principal Investigator: John Ries): \$81,750.

Entrepreneurship Research Alliance 1996–2000: \$17,498

Research on Immigration and Integration in the Metropolis 1997–2000: \$25,300.

SSHRC Research Grant 1992 (Principal Investigator: John Ries): \$10,000.

Centre for International Business Studies, 1991–2000. Total of \$18,000.

UBC-HSS Grants Committee, 1991–2001. Total of \$14,500.

Invited Presentations

- “Quality sorting and trade: Firm-level evidence for French wine” University of California, Davis, May 21, 2008.
- “Quality sorting and trade: Firm-level evidence for French wine” Workshop on Firm Dynamics and the usage of T2LEAP, Statistics Canada, March 14, 2008.
- “Quality sorting and trade: Firm-level evidence for French wine” Invited speaker at conference on the “Gravity Model,” Groningen, October 18, 2007.
- “Quality sorting and trade: Firm-level evidence for French wine”, Invited speaker at “New challenges in Economics” conference at Economics School of Louvain, September 4, 2007.
- “The erosion of colonial trade linkages after independence” London School of Economics, May 30, 2007.
- “The erosion of colonial trade linkages after independence” University of Paris, May 29, 2007.
- “The erosion of colonial trade linkages after independence” University of California, San Diego, April 17th, 2007.
- “Decolonization and the erosion of market potential” North American Regional Science Council meetings in Toronto, November 17, 2006.
- “How Remote is the Offshoring Threat”, Rotman-Industry Canada Conference on Offshoring. Toronto, October 2006.
- “FDI as an Outcome of the Market for Corporate Control: Theory and Evidence.” EIIT Banff meeting, October 7, 2006.
- “FDI as an Outcome of the Market for Corporate Control: Theory and Evidence.” R.I.I.E. Conference on Globalization and Corporate Restructuring, Vaxholm, Sweden, September 2006.
- “FDI as an Outcome of the Market for Corporate Control: Theory and Evidence.” Hitotsubashi University, November 2005.
- “FDI as an Outcome of the Market for Corporate Control: Theory and Evidence.” International Economics seminar, London School of Economics, June 1, 2005.
- “Exposure to foreign media and changes in cultural traits: Evidence from naming patterns in France” EOPP Workshop, London School of Economics, May 6, 2005.
- “The limits to growth of offshore outsourcing,” Industry Canada Roundtable on Offshore Outsourcing, Ottawa, March 30, 2005.

- “Not dead yet: The persistent relevance of distance,” Industry Canada Distinguished Speakers in Economics, Ottawa, March 21, 2005.
- “Gravity: A user’s guide,” Department of Foreign Affairs and International Trade, Ottawa, March 21, 2005.
- “Name Selection in France: Local and Global Influences on the Evolution of Tastes,” CORE, February 21, 2005.
- “The Puzzling Persistence of the Distance Effect on Bilateral Trade,” University of Toulouse, February 7, 2005.
- “Regional Wage and Employment Responses to Market Potential in the EU,” University of Rennes, January 25, 2005.
- “The Puzzling Persistence of the Distance Effect on Bilateral Trade,” University of Geneva, January 12, 2005.
- “The New Empirics of Agglomeration and Trade,” Université de Paris Nord, December 17, 2004.
- “Regional Wage and Employment Responses to Market Potential in the EU,” Paris-Jourdan Seminaire Roy, December 13, 2004.
- “The Puzzling Persistence of the Distance Effect on Bilateral Trade,” Plenary Presentation at Doctoral Conference, Paris, November 19, 2004.
- “Regional Wage and Employment Responses to Market Potential in the EU,” Hamburg Institute of World Economics, New Economic Geography Conference, October 15, 2005.
- “Regional Wage and Employment Responses to Market Potential in the EU,” University of Nottingham, October 7, 2004.
- “Judging Japan’s FDI: The verdict from a dartboard model,” University of Paris I, June 23, 2004.
- “The New Empirics of Economic Geography and Trade” Canadian Economics Association State of the Art Lecture, Toronto, June 5, 2004.
- “Judging Japan’s FDI: The verdict from a dartboard model,” Center for Global Partnership, Tokyo, May 15, 2004.
- “Foreign Direct Investment in the New Economy,” TARGET INE Grant Outreach Meeting, Ottawa, April 15, 2004.
- “Judging Japan’s FDI: The verdict from a dartboard model,” Center for Global Partnership Conference on Japan-US Economic Relations, University of Michigan, March 13, 2004.

- “Heterogeneity and the FDI versus Export Decision of Japanese Manufacturers” Santa Cruz Center for International Economics Sixth Annual Conference, October 24, 2003.
- “Exaggerated Reports of the Death of Distance: Lessons from a Meta-analysis,” Workshop on International Integration, Instituto de Pesquisa Economica Aplicada, Rio de Janeiro, September 29, 2003.
- “The empirics of agglomeration and trade,” (joint presentation with Thierry Mayer), CEPR Conference on Cities and Geography, Paris, December 13, 2002.
- “Market Potential and the Location of Japanese Investment in Europe,” Wharton School of Business, Philadelphia, PA, November 19, 2002.
- Kellogg Institute for International Studies, Notre Dame University, Indiana, October 17, 2002.
- “Making Canada the Destination of Choice for Internationally Mobile Resources,” Industry Canada Roundtable, Ottawa, September 5, 2002.
- “Market Potential and the Location of Japanese Investment in Europe,” Spring Workshop on Economic Geography and Multinational Location, University of Paris, Sorbonne, May 22, 2002.
- “Free Trade, Firm Heterogeneity, and Canadian Productivity,” Lausanne University, DEEP, Switzerland, May 17, 2002.
- “Free Trade, Firm Heterogeneity, and Canadian Productivity,” University of Paris, Sorbonne, May 15, 2002.
- “Free Trade, Firm Heterogeneity, and Canadian Productivity,” Conference titled “Canada-US Economic And Monetary Integration,” Harvard University, Weatherhead Center for International Affairs, Cambridge, MA, May 10, 2002.
- “Limits to Growth in Trade in Services,” Roundtable on Services and the New Economy, Industry Canada, Ottawa, February 26, 2002.
- “Vertical Networks and U.S. Auto Parts Exports: Is Japan Different?” Yale School of Management, December 5, 2001.
- “Vertical Networks and U.S. Auto Parts Exports: Is Japan Different?” University of Toronto, December 4, 2001.
- “Vertical Networks and U.S. Auto Parts Exports: Is Japan Different?” University of Calgary, November 26, 2001.
- “Revisiting Oligopolistic Reaction: Are FDI Decisions Strategic Complements?” Western Economics Association Meetings in San Francisco, July 8, 2001.

- “Free Trade and Canadian Economic Performance: Which Theories does the Evidence Support?” Industry Canada Conference on North American Linkages, Calgary, Alberta, June 21, 2001.
- “Border Effects, Trade Integration, and ‘Fortress Europe’,” University of Paris (Sorbonne) sponsored workshop titled “Barriers To Trade, Agriculture And Public Procurement: Three Sensitive Issues” Moliets, France June 7-10, 2001.
- “Canadian Business in East Asia: Recent Performance and Future Prospects,” at Seminar titled “Key Long-term Economic and Security Issues in Asia,” held at Rotman School, University of Toronto, May 29, 2001.
- “Sources of Productivity Differences Across Japanese Firms,” presented at conference titled “Analytical Issues In The Trade, Foreign Direct Investment, and Macro/Financial Relations of The United States and Japan,” Keio University, Tokyo, Japan, May 18-19, 2001.
- “Gravity for Beginners,” Policy Research Conference titled “Rethinking the Line: The Canada-U.S. Border,” Vancouver, October 22, 2000.
- “Offshore Production and Skill Upgrading by Japanese Manufacturing Firms,” New York University Stern School Seminar, October 27, 2000.
- “Offshore Production and Skill Upgrading by Japanese Manufacturing Firms,” University of Oregon Economics Department seminar, September 29, 2000.
- “Market Potential and the Location of Japanese Investment in Europe,” Urban Land Economics Conference at the University of British Columbia, July 21, 2000.
- “The Effects of Japanese Overseas Investment on Skill Intensity of the Parent Firm,” International Economics Association Conference on “Globalisation and Labour Markets,” University of Nottingham, July 8, 2000.
- “Market Potential and the Location of Japanese Investment in Europe,” Western Economics Association annual meeting in Vancouver, July 2, 2000.
- “Market Size Effects and Agglomeration,” London School of Economics, Centre for Economic Performance, May 10, 2000.
- “Armington Vs. Krugman: A Test of Two Trade Models,” American Economic Association Meetings in Boston, January 2000.
- “The Geographic Concentration of FDI in Asia,” Western Economics Association annual meeting in San Diego, July 8, 1999.
- “Armington Vs. Krugman: A Test of Two Trade Models,” Econometrics Society North American Summer Meeting, Madison, Wisconsin, June 25, 1999.

- “The Geographic Concentration of FDI in Asia,” Conférence International de la Sorbonne: Les Stratégies des Entreprises Multinationales, Paris, France, June 18, 1999.
- “Armington Vs. Krugman: A Test of Two Trade Models,” Canadian Economics Association annual meeting, May 18, 1999.
- “Non-Europe: The Magnitude and Causes of Market Fragmentation in the EU” Workshop titled “Effects of Frontiers in ‘Euroland’” University of Lille, France, May 20, 1999.
- “Non-Europe: The Magnitude and Causes of Market Fragmentation in the EU” Reunion of Club-CEPII entitled “Le Coût de Protection dans Europe” Paris, France, May 19, 1999.
- “Offshore Production and the Home Employees of Japanese Manufacturers” University of Paris I, Sorbonne. October 28, 1998.
- “Can Small Country Manufacturing Survive Trade Liberalization? Evidence from the Canada-US Free Trade Agreement” Industry Canada presentation, April 1998.
- “Immigrants as Trade Catalysts” University of Toronto, October 1997.
- “Overseas Investment and Firm Exports,” Conference on The Evolving Japanese Corporation held at UCLA on September 19-20, 1997
- “The Attraction of Foreign Manufacturing Investments: Investment Promotion and Agglomeration Economies,” Conference titled “Multinational Firms, Strategic Behaviour, and International Location,” held at University of Paris I, May 14-15, 1997.
- “Specialization Effects of the Canada-U.S. FTA,” conference titled “The Canada-U.S. Free Trade Agreement: Eight Years Later,” The Center for International Affairs, Harvard University, May 1996.
- “Rivalry for Japanese Investment in North America,” Industry Canada conference on The Growing Importance of the Asia Pacific Region in the World Economy, Vancouver, December 1995.
- “Immigration and Trade Creation: Econometric Evidence from Canada,” conference on Empirical Investigations in International Trade, Purdue University, November 1995.
- “Market-Access Effects of Trade Liberalization: Evidence from the Canada-U.S. Free Trade Agreement,” National Bureau of Economic Research conference on Effects of U.S. Trade Protection and Promotion Policies, Richmond, VA., October 1995.
- “Canada’s Presence in East Asia: Overview and Strategic Options,” Hongkong Bank of Canada Forum on East Asia, Centre for International Business, University of Toronto, June 1995.

“International Mergers and Welfare Under Decentralized Competition Policy,” Bureau of Competition Policy workshop, Ottawa, June 1994.

“Causes and Consequences of Japanese Direct Investment Abroad,” Industry Canada’s Conference on Canadian-Based Multinational Enterprises, Montreal, November 1994.

“Agglomeration Benefits and Location Choice: Evidence From Japanese Manufacturing Investments in the United States,” Institute for Social and Economic Research workshop, Osaka University, June 1993.

Other Presentations

“Quality sorting and trade: Firm-level evidence for French wine” North American Summer Meetings of the Econometric Society, Pittsburgh, June 21, 2008.

“Quality sorting and trade: Firm-level evidence for French wine” Strategy and Business Economics Divisional Seminar, UBC, March 7, 2008.

“Exposure to foreign media and changes in cultural traits: Evidence from naming patterns in France” UBC-Sauder SBE Division seminar, September 2005.

“Exposure to foreign media and changes in cultural traits: Evidence from naming patterns in France” European Workshop in International Trade (ERWIT), Rotterdam, Netherlands, June 18, 2005.

“Illusory Border Effects,” American Economics Association, Annual Conference, New Orleans, January 7, 2001.

“Market Potential and the Location of Japanese Investment in Europe,” Empirical Investigations in International Trade, 7th annual conference, Boulder, Colorado. November 4, 2000.

“On the Pervasiveness of Home Market Effects,” World Congress of the Econometric Society in Seattle on August 16, 2000.

“Armington Vs. Krugman: A Test of Two Trade Models” National Bureau of Economic Research Summer Institute, 1999.

“Offshore Production and the Employees of Japanese Manufacturers,” UBC Centre for Japanese Research Interdisciplinary Research Conference on “Japanese Business and Economic System: History and Prospects for the 21st Century,” UBC, February 1999.

“Offshore Production and the the Employees of Japanese Manufacturers,” Empirical Investigations in International Trade 5th Annual Conference, Purdue University, November 14, 1998.

- “Offshore Production and the Employees of Japanese Manufacturers” Western Economic Association meetings, Lake Tahoe, July 12, 1998.
- “Overseas Investment and Firm Exports” Empirical Investigations in International Trade 4th Annual Conference, Purdue University, October 31, 1997.
- “Overseas Investment and Firm Exports,” Western Economic Association meetings, Seattle, July, 1998.
- “Rationalization Effects of Tariff Reductions,” Midwest International Economics Meetings at Northwestern University, May 30, 1997.
- “The Attraction of Foreign Manufacturing Investments: Investment Promotion and Agglomeration Economies,” Workshop on Multinational Location Strategy at La Sorbonne University, Paris, on May 14, 1997.
- “Immigration and Trade Creation: Econometric Evidence from Canada,” American Economic Association meetings, New Orleans, January 1997.
- “The Attraction of Foreign Manufacturing Investments: Investment Promotion and Agglomeration Economies,” Canadian Economic Association annual meetings, Montreal, June 1995.
- “China’s Policy Toward Foreign Investment: Review and Assessment,” Canada-China Business Linkages: Growth and Sustainability, conference sponsored by the Canadian Federation of Deans of Management and Administrative Studies, Vancouver, December 1994.
- “Inter-City Competition for Foreign Investment: Dynamic and Static Effects of China’s Incentive Area,” conference on The Economic Impact of Trade Liberalization, sponsored by The Centre for Trade Policy and Law and Centre for International Trade Policy and Investment Studies, Carleton University, June 1994.
- “International Mergers and Welfare Under Decentralized Competition Policy,” Canadian Economic Association annual meetings, Calgary, June 1994.
- “International Mergers and Welfare Under Decentralized Competition Policy,” Midwest International Economics Meeting, University of Michigan, May 1994.
- “Agglomeration Benefits and Location Choice: Evidence From Japanese Manufacturing Investments in the United States,” conference on Current Issues in International Economics, Simon Fraser University, July 1994.

Conference Participation

Invited “Critic” at IRPP Canadian Priorities Agenda Conference, Toronto, March 8–9, 2007.

Discussant at North American Regional Science Council meetings in Toronto, November 17, 2006.

Discussant at Santa Cruz Conference on International Economics, October 12, 2006.

Discussant at Vaxholm conference on FDI, September 10, 2006.

Discussant at Canadian Economic Association meeting, Toronto, June 5, 2004.

Chaired session at Spring Workshop on Economic Geography and Multinational Location, University of Paris, Sorbonne, May 22, 2002.

Discussant of two papers at Western Economic Association meetings in San Francisco, July 8, 2001.

Discussant of three papers at Industry Canada Conference on North American Linkages, June 21, 2001.

Organized session at American Economics Association annual meeting titled, “Border Effects,” New Orleans, January 7, 2001.

Organized session titled “Applying the Gravity Model: Borders, Trade and People” for a Policy Research Conference titled “Rethinking the Line: The Canada-U.S. Border,” Vancouver, October 22, 2000.

Discussant At University Of Michigan Conference Titled, “Issues and Options for the Multilateral, Regional, and Bilateral Trade Policies of The United States and Japan”, Ann Arbor, MI, October 5-6, 2000.

Discussant at Western Economic Association meetings in Vancouver, Canada, July 3, 2000.

Discussant at two sessions at American Economics Association meetings in Boston, January 7–9, 2000.

Discussant at Western Economic Association meetings in San Diego, California, July 7, 1999.

Discussant at Econometrics Society, North American Summer Meetings, Madison, Wisconsin, June 25, 1999.

Discussant and session chair at Conférence Internationale de la Sorbonne: Les Stratégies des Entreprises Multinationales, Paris, France, June 18, 1999.

Discussant and session chair at Canadian Economics Association, Toronto, May 29, 1999.

Discussant at Western Economic Association meetings in Lake Tahoe, California, July 1998.

Discussed a paper at conference titled “Multinational Firms, Strategic Behaviour, and International Location,” held at University of Paris I, May 14–15, 1997.

Organized and chaired session on “Explaining Bilateral Trade” at the American Economic Association meetings in New Orleans, January 1997.

Discussed three papers at the American Economic Association meetings in New Orleans, January 1997.

Discussant at the American Economic Association meetings in San Francisco, California, January 1996.

Discussant at the National Bureau of Economic Research Conference on Geography and Ownership as Bases of Measurement. May 1995 in Washington, DC.

Discussant at the National Bureau of Economic Research Conference on Trade and Growth, Cambridge, October 1994.

Awards and Distinctions

- Killam Research Prize, 2008.
- Killam Teaching Prize, 2000.
- Nominated for Commerce Undergraduate Society Teaching Excellence Award in 1993, 1994, 1995, 1997, 1999.
- Nominated for Masters of Business Administration Teaching Award in 1996, 1997 and 2002.

Service

Faculty and University

University Senior Appointments Committee: 2003–2004, 2005–2008.

Divisional Seminar coordinator 2005–2006.

Appointments, Promotion, and Tenure Committee: 1999–2001.

Divisional Recruiting Committee (chair, hired two assistant professors, 1999–2000; member, hired one assistant professor, 2000–2001; assistant to chair, hired two assistant professors, 2005–2006)

Keidanren Search Committee of for Institute for Asian Research (2000-2001)

University Graduate Fellowship Award Committee (1999–2000)

Research Committee (1997)

Faculty Advisor, Doctoral and Master of Science Programs Programs in Policy Analysis and International Business (1992–95)

Coordinator, MBA Specialization in International Business (1994–95).

Ph.D. Committee (1993–95)

Research Community

Co-editor, *Canadian Journal of Economics*, 2005–2008.

Co-editor, *Journal of Economics & Management Strategy*, 2002–2004.

Referee for *American Economic Review*, *Canadian Journal of Economics*, *Economic Journal*, *Economic Policy*, *European Economic Review*, *Journal of the European Economic Association*, *Journal of Development Economics*, *Journal of International Economics*, *Journal of Public Economics*, *Journal of Urban Economics*, *Management Science*, *Journal of Comparative Economics*, *Journal of Environmental Economics and Management*, *Journal of Regional Science*, *Review of Economics and Statistics*, *Regional Science and Urban Economics*, *World Bank Economic Review*, Industry Canada Working Paper Series, and National Science Foundation grant proposals.

Editorial Advisor at *Canadian Journal of Economics*, 1997–2000.

Publication Record

Charles Keith Head

Initials:
Date: August 26, 2008

Papers in Refereed Journals

Head, Keith, Thierry Mayer, and John Ries, “How remote is the offshoring threat?” *European Economic Review* forthcoming.

Head, Keith and Thierry Mayer, “Detection of local interactions from the spatial pattern of names in France,” *Journal of Regional Science* 48(1), 67–95, February 2008.

Disdier, Anne-Celia and Keith Head, “The Puzzling Persistence of the Distance Effect on Bilateral Trade,” *Review of Economics and Statistics* 90(1), 37–48, February 2008.

Head, Keith and John Ries, “FDI as an Outcome of the Market for Corporate Control: Theory and Evidence,” *Journal of International Economics* 74, 2-20, January 2008.

Head, Keith and Thierry Mayer, “Regional Wage and Employment Responses to Market Potential in the EU,” *Regional Science and Urban Economics* 36(5), 573–595, September 2006.

Head, Keith and John Ries, “Judging Japan’s FDI: The verdict from a dartboard model” *Journal of the Japanese and International Economies* 19: 215–232, June 2005.

Head, Keith and Thierry Mayer, “Market Potential and the Location of Japanese Investment in Europe.” *The Review of Economics and Statistics*, Volume 86(4), 959–972, November, 2004.

Head, Keith and John Ries, “Exporting and FDI as Alternative Strategies,” *Oxford Review of Economic Policy* 20(3): 409–423, 2004.

Head, Keith and John Ries, “Regionalism within Multilateralism: The WTO Trade Policy Review of Canada,” *The World Economy* 27(9): 1377–1399, 2004.

Head, Keith, John Ries, Barbara Spencer, “Vertical Networks and U.S. Auto Parts Exports: Is Japan Different?” *Journal of Economics & Management Strategy*, 13(1):37–67, 2004.

Head, Keith and John Ries, “Heterogeneity and the FDI versus Export Decision of Japanese Manufactures” *Journal of the Japanese and International Economies* 17:448–467, 2003.

- Blonigen, Bruce, Ronald Davies, and Keith Head, “Estimating the Knowledge Capital Model of the Multinational Enterprise: Comment,” *American Economic Review* 93(3):980–994, June 2003.
- Head, Keith and John Ries, “Offshore Production and Skill Upgrading by Japanese Manufacturing Firms,” *Journal of International Economics* 58:81–105, October 2002.
- Head, Keith, Thierry Mayer, and John Ries, “Revisiting Oligopolistic Reaction: Are FDI Decisions Strategic Complements?” *Journal of Economics & Management Strategy*, 11(3):453–472, Fall 2002.
- Head, Keith, Thierry Mayer, and John Ries, “On the Pervasiveness of Home Market Effects” *Economica*, Vol. 69(275):371–390, August 2002.
- Head, Keith and Thierry Mayer, “Effet frontière, intégration économique et ‘Forteresse Europe’,” *Economie et Prévision*, 152-153:71–92, January-March 2002.
- Wagner, Donald, Keith Head, and John Ries, “Immigration and the Trade of Provinces,” *Scottish Journal of Political Economy* 49(5):507–525, December 2002.
- Head, Keith and John Ries, “Increasing Returns Versus National Product Differentiation as an Explanation for the Pattern of US-Canada Trade,” *American Economic Review* 91(4):858–876, September 2001.
- Head, Keith and John Ries, “Overseas Investment and Firm Exports,” *Review of International Economics* 9(1):108–122, February 2001.
- Head, Keith and Thierry Mayer, “Non-Europe: The Magnitude and Causes of Market Fragmentation in Europe,” *Weltwirtschaftliches Archiv* 136(2):285–314, 2000.
- Head, Keith and John Ries, “Rationalization effects of tariff reductions,” *Journal of International Economics* 47(2):295–320, April 1999.
- Head, Keith, John Ries and Deborah Swenson, “Attracting Foreign Manufacturing: Investment promotion and agglomeration” *Regional Science and Urban Economics* 29(2):197–218, March 1999.
- Head, Keith and John Ries, “Immigration and Trade Creation: Econometric Evidence from Canada,” *Canadian Journal of Economics* 31(1):47–62, February 1998.
- Head, Keith and John Ries, “International Mergers and Welfare Under Decentralized Competition Policy,” *Canadian Journal of Economics* 30(4B):1104–1123, November, 1997.
- Head, Keith and John Ries, “Inter-city Competition for Foreign Capital: Static and Dynamic Effects of China’s Incentive Areas” *Journal of Urban Economics* 40:38–60, July 1996.

Head, Keith, John Ries and Deborah Swenson, "Agglomeration Benefits and Location Choice: Evidence from Japanese Manufacturing Investments." *Journal of International Economics* 38:223–247, May 1995, reprinted in Joanne E. Oxley and Bernard Yeung, eds. *Structural change, industrial location and competitiveness. Globalization of the World Economy, vol. 3.* Cheltenham, U.K. and Northampton, Mass.: Elgar, 1998, pp. 278-302, and in Armstrong, Harvey and Jim Taylor, eds. *The economics of regional policy.* Elgar Reference Collection. International Library of Critical Writings in Economics, vol. 114. Cheltenham, U.K. and Northampton, Mass.: Elgar, 1999, pp. 205–29.

Head, Keith, "Infant Industry Protection in the Steel Rail Industry" *Journal of International Economics* 37, November 1994, (lead article).

Books

Elements of Multinational Strategy, Springer, 2007.

Chapters in Books

Head, Keith, "Engage the U.S., forget the rest? Comments" in Leonard, J., Ragan, C., St-Hilaire, F., eds. *A Canadian Priorities Agenda: Policies to Improve Economic and Social Well-Being*, IRPP, 2007.

Head, Keith and Thierry Mayer, "The empirics of agglomeration and trade," *Handbook of Regional and Urban Economics: Cities and Geography*, Volume 4, Amsterdam: North-Holland, 2004.

Head, K., T. Mayer and J. Ries, "Market Size and Agglomeration." in Mucchielli J-L. and T. Mayer (eds.) *Multinational Firms' Location and the New Economic Geography*, London: Edward Elgar, 2004.

Head, Keith and John Ries, "Free Trade and Canadian Economic Performance: Which Theories Does the Evidence Support?" in Richard Harris, ed. *North American Linkages: Opportunities and Challenges for Canada*," Calgary: University of Calgary Press, 2003.

Head, Keith and John Ries, "Sources of Productivity Differences Across Japanese Firms" in Robert M. Stern (ed.), *Japan's Economic Recovery: Commercial Policy, Monetary Policy, Corporate Governance* Cheltenham, U.K. and Northampton, MA: Edward Elgar Publishing Inc. 2003, pp. 127–154.

Head, Keith and John Ries, "Internationalization of Japanese Manufacturing Firms and the Relative Demand for Skilled Labour," in D. Greenaway, R. Upward and K. Wakelin (eds.) *Trade, Investment, Migration, and Labour Market Adjustment* Palgrave, U.K., 2002.

- Head, Keith and John Ries, "Canadian Business in East Asia: Better than Expected?" in A.E. Safarian and Wendy Dobson (eds.) *East Asia in Transition: Economic and Security Challenges*, HSBC Bank Canada Papers on Asia Vol. 6, University of Toronto Press, 2002.
- Head, Keith and John Ries, "*Kudoka* and the Japanese Worker," in M. Nakamura (Ed.), *The Japanese Business and Economic System: History and Prospects for the 21st Century*, Palgrave, U.K., 2001.
- Head, Keith, Thierry Mayer, and John Ries, "The Geographic Concentration of FDI in Asia." in Dunning J. and J-L. Mucchielli eds. *Multinational Firms, The Global and Local Dilemma*, London: Routledge 2001.
- Head, Keith, John Ries, and Karen Ruckman, "Industry Agglomeration and the Location of Foreign Affiliates" in J.-L. Mucchielli ed., *Multinational Location Strategy: Economic Management and Policy*, JAI Press (Greenwich, Connecticut) 1998.
- Head, Keith, John Ries, and Donald Wagner, "Immigrants as Trade Catalysts" in Dobson, Wendy and A.E. Safarian, eds., *The People Link: Human Resources Linkages Across the Pacific*, The Hongkong Bank of Canada Papers, Volume 3, 1997.
- Head, Keith and John Ries, "Market-Access Effects of Trade Liberalization: Evidence from the Canada-U.S. Free Trade Agreement," in Feenstra, Robert ed., *Effects of U.S. Trade Protection and Promotion Policies*, NBER Conference Report, Chicago: University of Chicago Press, 1997.
- Head, Keith and John Ries, "Rivalry for Japanese Investment in North America," in Harris, Richard, ed., *The Growing Importance of the Asia Pacific Region in the World Economy: A Canadian Perspective*, The Industry Canada Research Series, Calgary: University of Calgary Press, 1996, pp. 87-114.
- Head, Keith and John Ries, "Canada's Presence in East Asia: Overview and Strategic Options," in Dobson, Wendy and A.E. Safarian, eds., *Benchmarking the Canadian Presence in East Asia*, Centre of International Business (University of Toronto) and the Hongkong Bank of Canada, 1995, pp. 9-40.
- Head, Keith and John Ries, "Competition for Foreign Capital: Recent Evidence from the U.S. and China," in Dobson, Wendy and Frank Flatters, eds., *Pacific Trade and Investment: Options for the 90's*, International and Development Studies Program, John Deutsch Institute, Queen's University, 1995, pp. 255-287.
- Head, Keith and John Ries, "Causes and Consequences of Japanese Direct Investment Abroad", in Globerman, Steven, ed., *Canadian-Based Multinationals*, The Industry Canada Research Series, Calgary: University of Calgary Press, 1994, pp. 303-339.

Other Publications

- Head, Keith, Thierry Mayer, and John Ries, “Service offshoring: Same old trade with a new label?,” policy paper based on “How Remote is the Offshoring Threat?”, published at VoxEU.org, a policy portal set up by the Centre for Economic Policy Research, November 27, 2007.
- Head, Keith and John Ries, “Making Canada the Destination of Choice for Internationally Mobile Resources.” Discussion Paper No. 14, Industry Canada Research Publications, Ottawa, January 2004.
- Head, Keith, “CGE Modeling and Analysis of Multilateral and Regional Negotiating Options: Comment” in Robert M. Stern (ed.), *Issues and Options for U.S.-Japan Trade Policies*, University of Michigan Press, 2002.
- Head, Keith and John Ries, “Can Small Country Manufacturing Survive Trade Liberalization? Evidence from the Canada-U.S. Free Trade Agreement,” *Perspectives on North American Free Trade Series No. 1*. Industry Canada Economic Research Publications, April 1999.
- Head, Keith, “Comparing Wages, Skills, and Productivity between Domestically and Foreign-Owned Manufacturing Establishments in the United States: Comment,” in Baldwin, Robert E., Robert E. Lipsey, and David J. Richardson, eds. *Geography and ownership as bases for economic accounting*. NBER Studies in Income and Wealth, vol. 59. Chicago and London: University of Chicago Press, 1998, pages 255–58.
- Head, Keith and John Ries, “China’s Policy Towards Foreign Investment: Review and Assessment,” conference proceedings, “Canada-China Business Linkages: Growth and Sustainability” a project of the Canadian Federation of Deans of Management and Administrative Studies, Vancouver, December, 4-6, 1994.
- Head, Keith “Review of *Policy Making in the Open Economy* ed. by Rudiger Dornbusch” *Journal of Economic Literature* December, 1994.
- Head, Keith “Review of *Empirical Studies in Commercial Policy* ed. by Robert Baldwin” *Journal of International Economics* 1993.
- Head, Keith and Lars Stole, *Solution Manual for the Theory of Industrial Organization* by Jean Tirole, 1991, MIT Press.

Work Submitted

“The erosion of colonial trade linkages after independence,” (with Thierry Mayer and John Ries)

“Exposure to foreign media and changes in cultural traits: Evidence from naming patterns in France” (with Thierry Mayer and Anne-Celia Disdier) CEPR DP 5674

“Do trade missions increase trade?” (with John Ries)

Work in Progress

“Quality sorting and trade: Firm-level evidence for French wine” (with Matthieu Crozet and Thierry Mayer)

“Exporter prices, quantities, and cross-market sorting: Discriminating evidence from France” (with Matthieu Crozet and Thierry Mayer)