

University of Minnesota - Twin Cities

Department of Economics
4-101 Hanson Hall
1925 Fourth Street South
Minneapolis, Minnesota 55455
U.S.A.

(612) 625-6353
(612) 624-0209 FAX

Placement Director

Fabrizio Perri
(612) 625-7504 or
(612) 204-5526
fperri@umn.edu

Placement Coordinator

Catherine Bach
(612) 625-6859
c-bach@umn.edu

Curriculum Vitae Fall 2009

JOHN T. DALTON

Personal Data

Home Address

410 6th Street SE, Apt. 105
Minneapolis, MN 55414

Citizenship: USA

Telephone Numbers

Cell: (612) 849-6858
Office: (612) 204-5542
E-mail: jtdalton@umn.edu
URL: www.econ.umn.edu/~jtdalton

Major Fields of Concentration

International Trade, Growth and Development, Macroeconomics

Education

| <i>Degree</i> | <i>Field</i> | <i>Institution</i> | <i>Year</i> |
|---------------|-----------------------------------------|---------------------------------------------|-------------|
| Ph.D. | Economics | University of Minnesota (expected) | 2010 |
| M.A. | Economics | University of Minnesota | 2007 |
| B.A. | International Studies German Studies | University of North Carolina at Chapel Hill | 2003 |

Dissertation

Title: "Essays on International Trade"

Dissertation Advisors: Professor Timothy Kehoe and Professor Fabrizio Perri

Expected Completion: Summer 2010

References

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|-----------------------------|-----------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|
| Professor Timothy Kehoe | (612) 625-1589 (612) 204-5533 tkehoe@umn.edu | Department of Economics University of Minnesota 4-101 Hanson Hall 1925 Fourth Street South Minneapolis, MN 55455 |
| Professor Fabrizio Perri | (612) 625-7504 (612) 204-5526 fperri@umn.edu | |
| Professor Cristina Arellano | (612) 625-0511 (612) 204-5276 arellano@econ.umn.edu | |
| Dr. Simran Sahi | (612) 625-6353 ssahi@umn.edu | |

Honors and Awards

- 2009 *Graduate Research Partnership Program Fellowship*, University of Minnesota, Minneapolis, Minnesota.
- 2008 - 2010 *Humane Studies Fellowship*, Institute for Humane Studies.
- 2007 *Distinguished Instructor*, Department of Economics, University of Minnesota, Minneapolis, Minnesota.
- 2006 *Distinguished Teaching Assistant*, Department of Economics, University of Minnesota, Minneapolis, Minnesota.
- 2005 *Distinguished Teaching Assistant*, Department of Economics, University of Minnesota, Minneapolis, Minnesota.
- 2004-2005 *Graduate School Fellowship*, University of Minnesota, Minneapolis, Minnesota.
- 2003-2004 *Fulbright Student Grantee*, Austria, "Economics and European Integration."
- 2003 *Highest Honors and Highest Distinction*, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina.
- 2003 *Order of the Grail-Valkyries*, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina.
- 2002 *Phi Beta Kappa*, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina.
- 2000 *Delta Phi Alpha*, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina.

Teaching Experience

- 2007, *Instructor*, Department of Economics, University of Minnesota, Minneapolis, Minnesota.
- Spring 2010 Taught *Intermediate Macroeconomics* and scheduled to teach *Senior Project Seminar* and *Undergraduate Writing in Economics*.
- 2005 - 2006 *Teaching Assistant*, Department of Economics, University of Minnesota, Minneapolis, Minnesota. Led recitation sections for *Principles of Microeconomics*.
- 2003 - 2004 *Teaching Assistant*, Bundesgymnasium Wenzgasse, Vienna, Austria.
- 2001 - 2003 *Teaching Assistant*, Curriculum in International and Area Studies, University of North Carolina at Chapel Hill. Teaching Assistant for *Foreign Policy Association's Great Decisions*.

Research Experience

- 2006 - *Research Analyst*, Research Department, Federal Reserve Bank of Minneapolis, Minneapolis, Minnesota.
- Present *Research Assistant* for Professor Timothy Kehoe.
- 2001 *Research Assistant*, Department of Economics, University of Mannheim. Research Assistant for Professor Bernd Fitzenberger.

Publications

- Review of *Power and Plenty: Trade, War, and the World Economy in the Second Millennium* by Ronald Findlay and Kevin H. O'Rourke, *Southern Economic Journal*, 2008, 75 (2), 591-592.

Working Papers

- "Explaining the Growth in Manufacturing Trade," (Job Market Paper)
- "Reputation, Learning, and International Trade," with Turkmen Goksel
- "The Evolution of Taxes and Hours Worked in Austria, 1970-2005"

Work in Progress

- "Movie Piracy and Hollywood Exports: A Cross-Country Investigation," with Tin Cheuk Leung

Languages

English (native), German (fluent)

Computer Skills

Matlab, Stata

Dissertation Abstract

“Explaining the Growth in Manufacturing Trade,” (Job Market Paper)

The U.S. trade share of gross output in manufacturing increased by a factor of 4.7 from 1970 to 2005 and grew slower before the early 1980's than after. As documented in Yi (2003), these patterns are difficult to explain by resorting only to observed tariff reductions. This paper argues the widespread adoption of Just-in-Time (JIT) logistics in the early 1980's provides the key to understanding the growth in the trade share. To do so, I first develop a dynamic trade model based on the logistics technology used in a firm's supply chain. Without JIT, a firm faces a *newsvendor* problem of stocking inventory before uncertain final demand is realized. Inventories constrain a firm's ability to respond to demand fluctuations. After adopting JIT, however, no such inventory constraint exists. Firms now respond to all demand fluctuations, as well as charge lower prices due to eliminating inventory costs. Thus, as firms adopt JIT with international suppliers, the volume of trade increases. In the model, firm characteristics, including the cost of airplane transportation, determine whether JIT with international suppliers is adopted. The model's predicted trade dynamics depend on how the set of firms using JIT with international suppliers changes over time. Numerical simulations show the model is capable of capturing the growth in the trade share beginning in the early 1980's. Moreover, I present evidence showing the theory is consistent with aggregate data as well as industry-level panel data.

“Reputation, Learning, and International Trade,” (with Turkmen Goksel)

Asymmetric information impacts the decisions of importers and exporters engaged in international trade; as such, learning and reputation building are some of the key determinants of the dynamics of international trade patterns. This paper incorporates learning and reputation building into a simple stochastic dynamic model of international trade with asymmetric information. We use the model to study two bilateral trade flows influenced significantly by learning and reputation, namely United States imports of Japanese and French cars over the period 1961-2005. Numerical simulations of the model are capable of replicating these events. In addition to matching these events, we explore further implications of our framework for understanding international trade patterns. Since learning and reputation building require time, predicted short run trade patterns can be quite different than those predicted in the long run. Sectorial differences in the speed of learning and reputation building affect predicted trade patterns. The extent of asymmetric information existing between importers and exporters also changes under different trade policies.

“Movie Piracy and Hollywood Exports: A Cross-Country Investigation,” (with Tin Cheuk Leung)

Movie executives fear the collapse of Hollywood exports in the face of rising worldwide piracy rates. Yet box office sales growth remains stable. According to the Motion Picture Association of America, U.S. and international box office sales grew 7% and 17% between 2004 and 2008. The movie industry must be doing something right. This paper empirically analyzes several techniques the movie industry uses to reduce the replacement effect of piracy. We construct a unique data set on box office performance for our empirical analysis. The data covers a five year period, between 2004 and 2008, and 17 different countries with various piracy rates. Initial results show two things. First, Hollywood movies, those distributed by big studios, tend to be released in a foreign country two months earlier than other movies. Second, the release gap, defined to be the lag between the U.S. release date and foreign release date, for Hollywood movies is shorter in countries with higher piracy rates.