

**Curriculum Vitae**  
**J. Bradford Jensen**

**Address:** 521 Hariri Building  
McDonough School of Business  
Georgetown University  
Washington, D.C. 20057

**Telephone:** (202) 687 3767

**E-mail address:** jbj24@georgetown.edu

**Education:** Ph.D. Economics, Stanford University, Stanford, California, 1993  
  
B.A. Economics, Mathematics, Kalamazoo College, Kalamazoo, Michigan, 1985  
Honors: Phi Beta Kappa

**Professional Experience:**

Georgetown University, Washington, DC  
Professor, McDonough School of Business, 2011-present  
Associate Professor, McDonough School of Business, 2007-2011

Peterson Institute for International Economics, Washington, DC  
(previously know as the Institute for International Economics)  
Deputy Director, 2003-2007

U.S. Bureau of the Census, Washington, DC  
Director, Center for Economic Studies, 1999-2003

Carnegie Mellon University, Pittsburgh, PA  
Senior Research Scientist, H. John Heinz III School of Public Policy and Management, 1997-1999  
Executive Director, Carnegie Mellon Census Research Data Center, 1997-1999

U.S. Bureau of the Census, Washington, DC  
Economist, Center for Economic Studies, 1993-1997

Arthur Andersen & Co., Detroit, MI  
Consultant, Management Information Consulting Division, 1985-1987

**Other Affiliations and Professional Activities:**

National Bureau of Economic Research, Cambridge, MA  
Research Associate, 2007-present

Peterson Institute for International Economics, Washington, DC  
Senior Fellow, 2007-present

Georgetown Center for Business and Public Policy, Washington, DC  
Senior Policy Scholar, 2007-present

Tuck School of Business, Dartmouth College, Hanover, NH  
Visiting Associate Professor, Winter 2006 and 2007

Federal Reserve Bank of San Francisco, San Francisco, CA  
Academic Consultant, October 2006

Federal Reserve Board of Governors, Washington, DC  
Academic Consultant, September 2006

Federal Reserve Bank of New York, New York, NY  
Visiting Scholar, June 2005

Conference on Research in Income and Wealth  
Executive Committee Member, 2000-2006

University of Maryland, College Park, MD  
Adjunct Associate Professor, Department of Economics and Joint Program on Survey Methodology, 1999-2003

### **Journal Publications:**

- “Intra-Firm Trade and Product Contractibility,” *American Economic Review* (Papers and Proceedings), 2010, vol. 100, no. 2, pp. 408-13. (with Andrew B. Bernard, Stephen J. Redding, and Peter K. Schott)
- “Wholesalers and Retailers in U.S. Trade,” *American Economic Review* (Papers and Proceedings), 2010, vol. 100, no. 2, pp. 444-48. (with Andrew B. Bernard, Stephen J. Redding, and Peter K. Schott)
- “The Margins of U.S. Trade,” *American Economic Review* (Papers and Proceedings), 2009, vol. 99, no. 2, pp. 487-93. (with Andrew B. Bernard, Stephen J. Redding, and Peter K. Schott)
- “Trade in High-Tech Services,” *Journal of Industry, Competition and Trade*, 2008, vol. 8, no. 3-4, pp. 181-197. (Special Issue on International Trade in Services)
- “Firms in International Trade,” *Journal of Economic Perspectives*, 2007, vol. 21, no. 3, pp. 105-130. (with Andrew B. Bernard, Stephen J. Redding, and Peter K. Schott)
- “Firm Structure, Multinationals, and Manufacturing Plant Deaths,” *Review of Economics and Statistics*, 2007, vol. 89, no. 2, pp. 193-204 (lead article). (with Andrew B. Bernard)
- “Trade Costs, Firms, and Productivity,” *Journal of Monetary Economics*, 2006, vol. 53, no. 5, pp. 917-937. (with Andrew B. Bernard and Peter K. Schott)
- “Survival of the Best Fit: Competition from Low Wage Countries and the (Uneven) Growth of U.S. Manufacturing Plants,” *Journal of International Economics*, 2006, vol. 68, no. 1, pp. 219-237. (with Andrew B. Bernard and Peter K. Schott)
- “How Offshore Work Affects Your Industry,” *Harvard Business Review*, November 1, 2004, p. 24. (with Andrew B. Bernard and Peter K. Schott)
- “Why Some Firms Export,” *Review of Economics and Statistics*, 2004, vol. 86, no. 2, pp. 561-569. (with Andrew B. Bernard)
- “Exporting and Productivity in the US,” *Oxford Review of Economic Policy*, 2004, vol. 20, no. 3, pp. 343-357. (with Andrew B. Bernard)
- “Entry, Expansion, and Intensity in the U.S. Export Boom, 1987-1992” *Review of International Economics*, 2004, vol. 12, no. 4, pp. 662-675. (with Andrew B. Bernard)

- “Plants and Productivity in International Trade,” *American Economic Review*, 2003, vol. 93, no. 4, pp. 1268-1290. (with Andrew B. Bernard, Jonathon Eaton, and Samuel Kortum)
- “The Impact of Vintage and Survival on Productivity: Evidence from Cohorts of U.S. Manufacturing Plants,” *Review of Economics and Statistics*, 2001, vol. 83, no. 2, pp. 323-332. (with Robert H. McGuckin and Kevin J. Stiroh)
- “Entry, Exit, and Ownership Status of Appalachian Manufacturing Plants, 1963-1992,” *Growth and Change: A Journal of Urban and Regional Policy*, 2001, vol. 32, pp. 251-282. (with Amy K. Glasmeier)
- “Exceptional Exporter Performance: Cause, Effect, or Both?” *Journal of International Economics*, 1999, vol. 47, no. 1, pp. 1-25. (with Andrew B. Bernard) (Reprinted in Empirical International Trade, ed. Daniel M. Bernhofen, Edward Elgar Publishing, forthcoming and Globalization and Productivity, ed. D. Greenaway, H Görg, and R. Kneller, Edward Elgar Publishing, 2007.)
- “Transaction Costs, Regulation, and Subcontracting at Nuclear Power Plants,” *Journal of Economic Behavior and Organization*, 1998, vol. 36, pp. 369-81. (with Geoffrey S. Rothwell)
- “Exporters, Skill-Upgrading, and the Wage Gap,” *Journal of International Economics*, 1997, no. 42, lead article. (with Andrew B. Bernard)
- “Firm Performance and Evolution: Empirical Regularities in the U.S. Microdata” *Industrial and Corporate Change*, 1997, vol. 6, no. 1, pp. 25-47. (with Robert McGuckin)
- “Exporters, Jobs, and Wages in U.S. Manufacturing: 1976-87,” *Brookings Papers on Economic Activity: Microeconomics*, 1995, pp. 67-119. (with Andrew B. Bernard)

### **Books and Edited Volumes:**

- Global Trade in Services: Fear, Facts, and Offshoring, Peterson Institute for International Economics Press, 2011.
- Producer Dynamics: New Evidence from Micro Data, University of Chicago Press, 2009. (edited with Timothy Dunne and Mark J. Roberts)

### **Chapters in Books:**

- “Measuring Tradable Services and the Task Content of Offshorable Services Jobs” Labor in the New Economy, ed. Katharine Abraham, Mike Harper and James Spletzer, eds., University of Chicago Press, 2010. (with Lori G. Kletzer)
- “Importers, Exporters, and Multinationals: A Portrait of U.S. Firms that Trade Goods” in Timothy Dunne, J. Bradford Jensen, and Mark J. Roberts, eds., Producer Dynamics: New Evidence from Micro Data, University of Chicago Press, 2009. (with Andrew B. Bernard and Peter K. Schott)
- “Outsourcing/Offshoring,” in Ramkishen S. Rajan and Kenneth A. Reinert, eds., Princeton Encyclopedia of the World Economy, Princeton University Press, 2009. (with Robert C. Feenstra)
- “Tradable Services: Understanding the Scope and Impact of Services Offshoring,” Offshoring White-Collar Work – Issues and Implications, Brookings Trade Forum 2005, ed. Lael Brainard and Susan M. Collins, pp. 75-134. (with Lori G. Kletzer)
- “Business Perceptions of Confidentiality,” Confidentiality, Disclosure, and Data Access: Theory and

Practical Applications for Statistical Agencies, ed. Pat Doyle, Julia I. Lane, Jules J. M. Theeuwes, and Laura V. Zayatz, 2001, New York: Elsevier Science North Holland Press. (with Nick Greenia and Julia Lane)

“Understanding Increasing and Decreasing Wage Inequality,” The Impact of International Trade on Wages, ed. Robert Feenstra, 2000, National Bureau of Economic Research and University of Chicago Press. (with Andrew B. Bernard)

“Increasing Wage Dispersion in U.S. Manufacturing: Plant-Level Evidence on the Role of Trade and Technology,” Growing Apart: The Causes and Consequences of Global Wage Inequality, ed. Albert Fishlow and Karen Parker, 1999, New York: Council on Foreign Relations Press. (with Kenneth R. Troske)

“Comparing Wages, Skills, and Productivity Between Domestic and Foreign Owned Manufacturing Establishments in the United States,” Geography and Ownership as Bases for Economic Accounting, ed. Robert E. Baldwin, Robert E. Lipsey, and J. David Richardson, 1998, National Bureau of Economic Research and University of Chicago Press. (with Mark E. Doms)

“Productivity, Skill, and Wage Effects of Multinational Corporations in the United States” Foreign Ownership and the Consequences of Direct Investment in the United States, ed. Douglas Woodward and Douglas Nigh, 1998, Westport, CT: Greenwood Publishing. (with Mark E. Doms)

“Evaluating Government Technology Programmes: The Case of Manufacturing Extension,” OECD Proceedings: Policy Evaluation in Innovation and Technology: Towards Best Practices, 1997, pp. 281-297, Paris: OECD. (with Ronald S. Jarmin)

“The Good Go Abroad: Evidence from Longitudinal Micro Data on German and U.S. Exporters,” The Evolution of Firms and Industries, ed. Seppo Laaksonen, 1997, pp. 489-500, Helsinki: Statistics Finland. (with Andrew B. Bernard and Joachim Wagner)

### **Other Papers and Publications:**

“Measuring the Impact of Trade in Services: Prospects and Challenges,” prepared for National Academy of Public Administration conference “Measurement Issues Arising from the Growth of Globalization” November 6-7, 2009.

“Evaluating Estimates of Materials Offshoring from U.S. Manufacturing,” prepared for National Academy of Public Administration conference “Measurement Issues Arising from the Growth of Globalization” November 6-7, 2009. (with Robert C. Feenstra)

Comment on “Outsourcing and Imported Services in BEA’s Industry Accounts,” by Robert E. Yuskavage, Erich H. Strassner, and Gabriel W. Medeiros in *International Trade in Services and Intangibles in the Era of Globalization*, ed. Marshal Reinsdorf and Matthew J. Slaughter, 2009, National Bureau of Economic Research and University of Chicago Press.

“‘Fear’ and Offshoring: The Scope and Potential Impact of Imports and Exports of Services” Peterson Institute for International Economics, *Policy Brief* 08-01, 2008. (with Lori G. Kletzer)

“Assessing the Impact of Trade Liberalization on Import-Competing Industries in the Appalachian Region” report prepared for the Appalachian Regional Commission, 2005. (with Andrew B. Bernard and Peter K. Schott)

“Facing the Dragon: Prospects for U.S. Manufacturers in the Coming Decade,” manuscript, 2004. (with Andrew B. Bernard and Peter K. Schott)

- “Measuring the Performance of Government Technology Programs: Lessons from Manufacturing Extension,” mimeo, Center for Economic Studies, U. S. Bureau of the Census, 1998. (with Ronald S. Jarmin)
- “Entry, Exit, and Restructuring in Appalachian Manufacturing 1963-1992: Evidence from the Longitudinal Research Database,” mimeo, prepared for the Appalachian Regional Commission, 1997.
- “Increasing Access to Longitudinal Survey Microdata: The Census Bureau’s Research Data Center Program,” prepared for American Statistical Association Proceedings, 1997. (with Arnold P. Reznick and Joyce M. R. Cooper)
- “Trade, Technology, and Plant Performance,” Working Papers on Industrial and Economic Performance, Office of Policy Development, Economics and Statistics Administration, U.S. Department of Commerce. 1996. (with Nathan Musick)
- “Firm Level Longitudinal Linkages from Establishment Level Data: A Preliminary Appraisal,” Prepared for United Nations Statistical Commission and Economic Commission for Europe Working Party on Electronic Data Processing, February, 1995. (with James L. Monahan)
- “Boundaries of Organizations and the Measurement of Economic Activity,” 1994 Annual Research Conference Proceedings. U.S. Department of Commerce, Washington, D.C. 1994.

#### **Working Papers:**

- “Are Services Tradable? Evidence from U.S. Microdata” with Antoine Gervais, mimeo 2009.
- “Transfer Pricing by U.S.-based Multinational Firms,” with Andrew B. Bernard and Peter K. Schott, National Bureau of Economic Research Working Paper Number 12493, 2006.
- “The Survival of Industrial Plants,” with Michael Gort and Seong-Hoon Lee, Center for Economic Studies Working Paper number 02-25, 2002.
- “Who Dies? International Trade, Market Structure, and Industrial Restructuring,” with Andrew B. Bernard, National Bureau of Economic Research Working Paper Number 8327, 2001.

#### **Grants, Contracts, Awards:**

- U.S. Department of Labor, Bureau of International Labor Affairs. “Analyzing the Impact of Trade in Services on the U.S. Labor Market: The Response of Service Sector Employment to Exchange Rate Changes.” 2008.
- John D. and Catherine T. MacArthur Foundation. “Trade in Services and its Impact on US Firms, Workers, and Regions,” (with Catherine Mann and Lori Kletzer). 2006.
- National Science Foundation. “Measuring the Size, Scope, and Impact of Trade in Services,” (with Catherine Mann and Lori Kletzer). SES-0552029. 2006.
- Alfred P. Sloan Foundation. “The Changing Nature of Globalization and the Impact on American Firms and Workers,” (with Catherine Mann and Lori Kletzer). 2005.
- Appalachian Regional Commission, Contract No. CO-12884S-03 “Assessing Impact of Trade Liberalization on Import Competing Industries.” 2003.
- Appalachian Regional Commission, Contract No. CO-12883. “Proposal to Develop Longitudinal, Establishment Level Data for the Service Sector.” 1998.

Carnegie Mellon University Faculty Development Grant. "Managing Entry into Exporting." 1998.

National Science Foundation, Grant No. DMI-9713749. "MOTI: Innovative Service Delivery Strategies and Customer Segmentation: Integrating Investments in Technology, Work Process Design, and Human Capital," (with Brent R. Keltner, Kenneth J. Girardini, and Carleton R. Ruthling). 1997.

Appalachian Regional Commission, Contract No. CO-12817-97. "Establishment Formation and Attrition in Appalachia." 1997.

## **Media Appearances: Interviews and Research Coverage**

### Radio and Television:

*Fox News* June 28, 2011 "10 Ways to Save the Economy: Boosting Start-ups"

*Fox News* June 27, 2011 "10 Ways to Save the Economy: Long-term Spending Projects"

*On Point* (syndicated on NPR), April 7, 2010, "American Exports: The Solution?"

*To the Point* (syndicated on NPR), October 7, 2009, "Is a 'Jobless Recovery' Not a Recovery after All?"

*Nightly Business Report*, September 30, 2003, "Manufacturing in the Midwest is Getting Weaker"

### Print and Online:

*Chicago Tribune*, June 3, 2011 "The Incredibly Shrinking Dollar" by Meg Handley

*U.S. News and World Report*, May 12, 2011 "What a Weak Dollar Means for Consumer" by Meg Handley

*The Economist*, March 31, 2010 "Export or Die"

*The Economist*, March 31, 2010 "Somewhere to Live"

*Wall Street Journal Online*, October 12, 2009, "Trade Upturn Hints at a Recovery" by Sudeep Reddy, John Miller and Alex Frangos

*BusinessWeek.com*, June 16, 2009, "A Smart Balance of Staff and Contractors," by Rebecca Reisner

*CNN Money.com*, January 19, 2009, "From Broker to Bartender," by Jessica Dickler

*Reuters*, May 20, 2008, "US mulls trade safety for service sector workers," by Doug Palmer

*Wall Street Journal*, January 11, 2008 "Export growth may boost productivity," by Brian Blackstone.

*The Economist*, February 24, 2007 "Moving Pieces: Global Companies Have Plenty of Latitude to Minimise Their Tax Bills"

*The Economist*, September 16, 2006 "More Pain Than Gain: Many Workers Are Missing Out on the Rewards of Globalization"

*New York Times*, August 13, 2006 "Why 'Outsourcing' May Lose Its Power as a Scare Word." by Dan Gross

*Bloomberg News*, March 27, 2006 "Globalization May Aid Bernanke as Productivity Did Greenspan." by Rich Miller

*Washington Post*, March 22, 2006 "Will Your Job Survive?" Editorial, by Harold Meyerson

*BusinessWeek*, August 22, 2005 "Asian Competition: Is the Cup Half Empty – or Half Full?" by Peter Coy

*BusinessWeek Online*, August 22, 2005 "Online Extra: Jobs that Could Swim Offshore"

*Wall Street Journal*, 18 July, 2005, "Manufacturing Sector Displays Unexpected Vigor -- Output Climbs As Payrolls Shrink; Surging Demand For Business Equipment." by Jessica Vascellaro And Jon Hilsenrath (also in the Asian WSJ and WSJ Europe)

*Wall Street Journal*, 17 August, 2004, "Import Prices May Drift Lower As Low-Cost Production Picks Up." By Louise Story (also in the International Editions, Bloomberg.com, Inc.com, *Frankfurter Allgemeine Zeitung*, *De Telegraaf*, *The Globe and Mail*)

*The Economist*, March 25, 2004 "Footloose Firms: Are global companies too mobile for workers' good?"

*Wall Street Journal*, March 3, 2003 "Why Newer Plants are Most Vulnerable"

*BusinessWeek*, November 22, 1999 "Why the Wage Gap Widened – and why it has been narrowing"

*BusinessWeek*, October 14, 1999 "Why Exporting Nations Thrive"

*Fortune*, July 6, 1998 "The Looming Export Slump"

*Wall Street Journal*, April 28, 1998 "Exporters in U.S. Confront a New Reality"

*BusinessWeek*, April 27, 1998 "Will Asian Woes Tar U.S. Profits?"

*Journal of Commerce*, January, 19, 1998 “The Virtue of Exporting”  
*National Journal*, October 4, 1997 “Playing the Numbers Game”  
*Export Today*, September 1997 “Export Today: Washington Watch”  
*Fortune*, August 22, 1994 “Strategies for the New Export Boom”