

## **Martina Lawless**

Curriculum Vitae: September 2018

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### **Education**

B. A. (Economics) 2000 Trinity College Dublin

M.Sc. (Economics) 2001 Katholieke Universiteit Leuven

Ph.D. (Economics) 2005 Trinity College Dublin

### **Positions Held**

2015 - Present: Economic and Social Research Institute  
Associate Research Professor

2017 - Present: Council Member, Irish Fiscal Advisory Council

2014: Secondment to Economic and Social Research Institute

2004 - 2015: Central Bank of Ireland  
Economist and then Senior Economist  
Irish Economic Analysis Department

2002 - 2004: Trinity College Dublin  
Part-time lecturer, Department of Economics

### **Awards**

2017 & 2018 Short-listed for Miriam Hederman-O'Brian prize  
by the Foundation for Fiscal Studies

2011 Czech National Bank Economic Research Award for best CNB working paper.

2009-10 Barrington Prize, Statistical and Social Inquiry Society of Ireland.

2007 Young Economist Award, European Economics Association.

2002-2004 IRCHSS Government of Ireland Scholar.

2001-2002 Postgraduate Award, Centre for Economics of Globalisation TCD.

2000-2001 Marie Curie Scholar (European Commission TMR programme).

### **Journal Articles**

Firm strategies in expanding and diversifying exports (with Iulia Siedschlag and Zuzanna Studnicka), *World Economy*, 2018, forthcoming, doi: 0.1111/twec.12702.

Corporate tax and location choice for multinational firms (with Daire McCoy, Edgar Morgenroth and Conor OToole), *Applied Economics*, 2018, Vol.50, Issue 26, pages 2920-2931.

Identifying rent pressures in your neighbourhood: A new model of Irish regional rent indicators (with Kieran McQuinn and John Walsh), *Economic and Social Review*, 2018, Vol. 49 No.1, pages 73-92.

How Sensitive is Irish Income Tax Revenue to Underlying Economic Activity? (with Yota Deli, Derek Lambert, Kieran McQuinn and Edgar Morgenroth), *Economic and Social Review*, 2017, Vol.48, No.3, pages 317-336.

SME Recovery Following a Financial Crisis: Does Debt Overhang Matter? (with Brian O'Connell and Conor O'Toole), *Journal of Financial Stability*, 2015 Vol. 19, Issue C, pages: 45-59.

Why Firms Avoid Cutting Wages (with Philip du Caju, Theodora Kosma, Julian Messina and Tairi Rõõm), *ILR Review*, 2015, Vol. 68, Issue 4, pages 862-888.

Developments in the Irish Labour Market during the Crisis: What Lessons for Policy? (with Thomas Conefrey and Suzanne Linehan), *Journal of the Statistical and Social Inquiry Society of Ireland*, 2015, Vol.44, pages 18-32.

Financial structure and diversification of European firms (with Brian O'Connell and Conor O'Toole), *Applied Economics*, 2015, Vol. 47, Issue 23, pages 2379-2398.

Non-Bank Financing in Ireland: A Comparative Perspective (with Conor OToole and Derek Lambert), *Economic and Social Review*, 2015, Vol. 46, No. 1, pages 133-161.

Age or Size? Contributions to Job Creation, *Small Business Economics*, 2014, Vol.42, No.4, pages 815-830.

Where Do Firms Export, How Much, and Why? (with Karl Whelan), *World Economy*, 2014, Vol.37, No.8, pages 1027-1050.

Firm credit in Europe: A tale of three crises (with Sarah Holton and Fergal McCann), *Applied Economics* 2014, Vol.46 No.2, pages 190-211.

SMEs in Ireland: Stylised facts from the real economy and credit market (with Fergal McCann and Tara McIndoe-Calder), *Policy Studies*, 2014, Vol. 35, Issue 5, pages 435-457.

Marginal Distance: Does Export Experience Reduce Firm Trade Costs?, *Open Economies Review*, 2013, Vol. 24, No.5, pages 819-841.

Determinants of default: Evidence from a sector-level panel of Irish SME loans (with Fergal McCann), *Economic and Social Review* 2013, Vol 44, No. 4, pages 473-488.

Firm access to credit in Europe (with Sarah Holton and Fergal McCann), *National Institute*

*Economic Review*, 2013, Vol. 225, No.1, pages R52-R67.

Do Complicated Tax Systems Prevent Foreign Direct Investment?, *Economica*, 2013, Vol.80, Issue 319, pages 1-22.

How do European Firms adjust their Labour Costs when Nominal Wages are Rigid? (with Jan Babecký, Philip du Caju, Theodora Kosma, Julian Messina and Tairi Rõõm), *Labour Economics*, 2012, Volume 19, Issue 5, pages 792-801.

Credit Access for Small and Medium Firms: Survey Evidence for Ireland (with Fergal McCann), *Journal of the Statistical and Social Inquiry Society of Ireland*, 2012, Volume XLI, pages 1-23.

Understanding the Dynamics of Labor Shares and Inflation (with Karl Whelan), *Journal of Macroeconomics*, 2011, Volume 33, Issue 2, pages 131-136.

Geography and Firm Exports: New Evidence on Sunk Costs, *Review of World Economics (Weltwirtschaftliches Archiv)*, 2010, Volume 146, Issue 4, pages 691-707.

Downward Nominal and Real Wage Rigidity: Survey Evidence from European Firms (with Jan Babecký, Philip du Caju, Theodora Kosma, Julian Messina and Tairi Rõõm), *Scandinavian Journal of Economics*, 2010, Volume 112, Issue 4, pages 884-910.

Deconstructing Gravity: Trade Costs and Extensive and Intensive Margins, *Canadian Journal of Economics*, 2010, Volume 43, No.4 pages 1149-1172.

Destinations of Irish Exports: A Gravity Model Approach, *Journal of the Statistical and Social Inquiry Society of Ireland*, Vol.39, pages 1-22, 2010.

Firm Export Dynamics and the Geography of Trade, *Journal of International Economics*, Volume 77, No.2, pages 245-254, 2009.

Firm Export Participation: Entry, Spillovers and Tradability, *Applied Economics*, Volume 41, Issue 5, pages 665-675, 2009.

Job Turnover in Irish Manufacturing, 1972-2006 (with Alan Murphy), *Economic and Social Review*, Volume 39, No.3, pages 235-256, 2008.

### **Other Publications**

Export Participation and Performance of Firms on the Island of Ireland, 2018, InterTradeIreland.

Cross-border trade and supply chain linkages report (with Zuzanna Studnicka), 2018, InterTradeIreland.

Brexit and Irish Consumers (with Edgar Morgenroth), Special Article in *ESRI Quarterly*

*Economic Commentary*, Spring 2018.

Scenarios and Distributional Implications of a Household Wealth Tax in Ireland, (with Donal Lynch) 2018, *ifo DICE Report*, Vol. 16 (2), pages 27-31.

Intermediate goods inputs and the UK content of Irish good exports, 2018, Economic and Social Research Institute (ESRI), Department of Business, Enterprise and Employment and Enterprise Ireland.

Potential Impact of WTO tariffs on Cross-Border Trade (with Zuzanna Studnicka), 2017, InterTradeIreland.

Employment transitions among people with a disability in Ireland: an analysis of the Quarterly National Household Survey, 2010-2015, (with Dorothy Watson and Bertrand Maitre, 2017. Research Series, Economic and Social Research Institute (ESRI), number RS58.

Opportunities and Risks for Foreign Direct Investment, (with Edgar Morgenroth) in *Ireland's Economic Outlook: Perspectives and Policy Challenges* Economic and Social Research Institute (ESRI), 2016.

Expanding and Diversifying the Manufactured Exports of Irish-owned Enterprises (with Iulia Siedschlag and Zuzanna Studnicka), 2016, Economic and Social Research Institute (ESRI), Department of Jobs, Enterprise and Employment and Enterprise Ireland.

Services Exports and Exporters of Services (with Zuzanna Studnicka) , 2016, Economic and Social Research Institute (ESRI), Department of Jobs, Enterprise and Employment and Enterprise Ireland.

Taxing Wealth: A Challenge for Policy-makers, in Gary Tobin and Cora OBrian (editors) *Irish Tax Policy in Perspective*, Irish Tax Institute, 2016.

The Financial Position of Irish Households (with Reamonn Lydon and Tara McIndoe-Calder), *Central Bank of Ireland Quarterly Bulletin*, No.1, 2015.

SMEs, Credit constraints and Growth - A Cross-Border Study (with Conor O'Toole and Derek Lambert), InterTradeIreland, 2015.

Financing SMEs in Recovery: Evidence for Irish Policy Options (with Conor O'Toole and Derek Lambert), Department of Finance and ESRI, Dublin, 2014.

Credit Requirements for Irish Firms in the Economic Recovery (with Niall Mc Inerney, Kieran McQuinn and Conor O'Toole), Special Article in *ESRI Quarterly Economic Commentary*, Autumn 2014.

The Irish SME Lending Market: A Snapshot, December 2010 (with Fergal McCann), *Central Bank of Ireland Economics Letters*, Vol.2012, No.3.

Job Creation and Destruction in Recessions, *Central Bank of Ireland Economics Letters*, Vol.2012, No.1.

Wage Adjustment in Europe (with Jan Babecký, Philip Du Caju, Kamil Dybczak, Kamil Galuscak, Mary Keeney, Theodora Kosma, Julian Messina, Daphne Nicolitsas, Tairi Rõõm, Frank Smets and Pawel Strzelecki), *CNB Economic Research Bulletin* Czech National Bank, Edition 2, Volume 8, Number rb08/2, 2010.

Wage Setting and Wage Flexibility in Ireland (with Mary Keeney and Alan Murphy), *Central Bank of Ireland Quarterly Bulletin*, No.4, 2009.

Job Gains and Losses in Ireland (with Alan Murphy), *Central Bank of Ireland Quarterly Bulletin*, No.1, 2008.

Export Activities of Irish-Owned Firms, *Central Bank of Ireland Quarterly Bulletin*, No.1, 2007.

Measurement Issues and International Comparisons of Output and Productivity Growth, *Central Bank of Ireland Quarterly Bulletin*, No.2, 2006.

### **Completed Working Papers**

Irish-UK services trade and Brexit, 2018, Economic and Social Research Institute (ESRI) Working Paper WP595.

Estimating an SME investment gap and the contribution of financing frictions (with Conor O'Toole and Rachel Slaymaker), 2018, Economic and Social Research Institute (ESRI) Working Paper WP589.

Productivity spillovers from multinational activity to indigenous firms in Ireland (with Mattia Di Ubaldo and Iulia Siedschlag) 2018, Economic and Social Research Institute (ESRI) Working Paper WP587.

Old Firms and New Products: Does Experience Increase Survival? (with Zuzanna Studnicka), 2018, Economic and Social Research Institute (ESRI) Working Paper WP584.

Gifts and Inheritance in Ireland (with Donal Lynch), 2017, Economic and Social Research Institute (ESRI) Working Paper WP579.

Ireland's International Trade and Transport Connections (with Edgar Morgenroth), 2017, Economic and Social Research Institute (ESRI) Working Paper WP573.

Investment in knowledge-based capital and its contribution to productivity growth: a review of international and Irish evidence, (with Mattia Di Ubaldo and Iulia Siedschlag) 2017, Economic and Social Research Institute (ESRI) Working Paper WP557.

The Product and Sector Level Impact of a Hard Brexit across the EU (with Edgar Morgenroth) 2016, Economic and Social Research Institute (ESRI) Working Paper WP550.

How do Firms set Prices? Survey Evidence for Ireland (with Mary Keeney and Alan Murphy), Central Bank Technical Paper 7/RT/10, May 2010.

Wage Setting and Wage Flexibility: Evidence from a Firm Level Survey (with Mary Keeney), Central Bank Technical Paper 1/RT/10, February 2010.

A Note on Trade Costs and Distance (with Karl Whelan), Central Bank Technical Paper 7/RT/07, October 2007.

### **Work in Progress**

Products or Markets: What Type of Experience Matters for Survival? (with Zuzanna Studnicka).

Are Firm Imports a Driver of Exports (with Zuzanna Studnicka).

Life-cycle Patterns of Firm Financing Structure (with Conor O'Toole and Maria Martinez-Cillero).

Export Market Entry and Initial Values (with Zuzanna Studnicka).

### **Funded Projects**

Exporting and Cross-Border Enterprises (InterTradeIreland), 2016-2018.

Taxation, the Macroeconomy and Banking (Department of Finance), 2015-2018.

Enterprise Exporting, Innovation and Productivity (Enterprise Ireland and Department of Jobs, Enterprise and Innovation), 2016-2018

Brexit and Consumer Prices (Competition and Consumer Protection Commission), 2017.

Labour Market Flows of People with Disabilities (National Disability Authority), 2016.

Financing SMEs in Recovery (Department of Finance), 2014.

SMEs, Credit Constraints and Growth: A Cross-Border Study (InterTradeIreland), 2014.

Tax Policy and Location Choice of Multinationals (Department of Finance), 2014.

### **International Research Networks**

Competitiveness Network (2012-2014), established to investigate determinants of competitiveness at firm, country and regional levels.

Household Finance and Consumption Network (2007-2014) which coordinates household finance surveys across Euro area, preparation of reports on survey results and methodology and research on related topics.

Wage Dynamics Network (2006-2010 and 2013-2014), involving design and project management of firm-level survey of wage and price setting.

### **Refereeing and Service**

Council Member, *Irish Fiscal Advisory Board*, since 2017.

Managing Editor, *Economic and Social Review*, since 2016.

Council member, Irish Economic Association, since 2016.

Council member, Statistical and Social Inquiry Society of Ireland, since 2012.

Journal refereeing: *American Economic Review*, *Quarterly Journal of Economics*, *Journal of International Economics*, *Review of International Economics*, *Canadian Journal of Economics*, *Small Business Economics*, *Review of World Economics*, *World Economy*, *Empirical Economics*, *World Development*, *Journal of Development Economics*, *Review of Development Economics*, *International Tax and Public Finance*, *Oxford Economic Papers*, *Emerging Markets Finance and Trade*, *Journal of Industry Competition and Trade*, *International Regional Science Review*, *Economic and Social Review*.

### **Teaching**

April 2012-2014	International Trade (Guest lecturer), 3rd year, University College Dublin
March 2011	Ph.D. International Trade (shared module), University College Dublin
Spring 2004	Introduction to Economic Policy, 1st year BESS, Trinity College Dublin
Spring 2004	Introductory Economics, Trinity Access Programme
Spring 2003	Transition Economics, 4th year BESS, Trinity College Dublin

### **Conference and Seminar Presentations**

Are Firm Imports a Driver of Exports?

European Trade Study Group, Warsaw (September 2017).

Export Market Entry and Initial Values

European Trade Study Group, Florence (September 2017).

Old Firms and New Products: Does Experience increase Survival?

European Economics Association, Lisbon (August 2017)

European Trade Study Group, Helsinki (September 2016).

International Study Group on Exporting and Productivity, Pescara (September 2016).  
SMEs, Credit constraints and Growth - A Cross-Border Study  
ESRI Policy Seminar, January 2015.

Financing SMEs in Recovery: Evidence for Irish Policy Options  
Financing SMEs in Economic Recovery Conference, ESRI September 2014.

Importance of Corporation Tax Policy in the Location Choices of Multinational Firms  
Society for International Trade Theory Workshop, November 2014.  
International Taxation and Economic Growth Conference, October 2014.

Age or Size? Contributions to Job Creation.  
Royal Economic Society, Royal Holloway (April 2013).  
Irish Economics Association, Maynooth (April 2013).  
Invited seminar at Queen's University Belfast (September 2012).

Why don't Firms Cut Wages?  
Irish Economics Association, Dublin (April 2012).

Determinants of default: Evidence from a sector-level panel of Irish SME loans.  
Central Bank of Ireland Conference on SME Finance, Dublin (March 2012).

Credit Access for Small and Medium Firms: Survey Evidence for Ireland.  
ECB workshop on Access to Finance of SMEs, Frankfurt (December 2011).  
Statistical and Social Inquiry Society of Ireland (October 2011).

Marginal Distance: Does Export Experience Reduce Firm Trade Costs?  
Invited seminars at London School of Economics, European Central Bank and NUI Maynooth.  
European Trade Study Group, Copenhagen (September 2011).  
Globalization, Finance and Firm Dynamics, Kiel (May 2011).  
Irish Economics Association, Limerick (April 2011).

Tax Complexity and Inward Investment.  
Irish Economics Association, Belfast (April 2010).

Deconstructing Gravity: Trade Costs and Intensive and Extensive Margins.  
Empirical Investigations in International Trade, Slovenia (June 2009).  
Irish Economics Association, Cork (April 2009).  
Dublin Economics Workshop: Topics in International Trade (February 2009).

Where Do Firms Export, How Much and Why?  
European Economics Association, Barcelona (August 2009).  
IVIE Seminar, Valencia (July 2009).  
Irish Economics Association, Westport (April 2008).  
Dynamics of Firm Evolution, Scuola Superiore Sant'Anna, Pisa (October 2008).  
LMDG Conference on Labor Economics and International Trade,  
Sandbjerg Manor, Denmark (October 2008).  
Invited seminar in University College Dublin (January 2009).

Firm Export Dynamics and the Geography of Trade.  
Mid-West Trade Meeting, Ann Arbor, Michigan (November 2007).



European Economics Association, Budapest (August 2007).  
Irish Economics Association, Bunclody (April 2007).  
Invited seminars in University College Dublin and ESRI.  
Geographic Coverage of Firm Exports.  
European Association for Research in Industrial Economics (EARIE),  
Porto (September 2005).  
Sunk Costs and Spillovers in Exporting.  
Spring Meeting of Young Economists, Warsaw (April 2004).