

Please scroll down for the English version

Sehr geehrte AbonnentInnen,

wir freuen uns, Sie per Newsletter über die neuesten Entwicklungen des FIW-Projekts informieren zu dürfen.

Dieses Mal mit folgendem Inhalt:

- FIW-Kurzbericht Nr. 17 (September 2014) veröffentlicht
- Last Minute-Reminder: FIW-Seminar in International Economics am 2.10.2014

FIW-Kurzbericht Nr. 17 (September 2014) veröffentlicht

Das FIW-Projekt veröffentlicht einmal im Quartal einen Kurzbericht über die aktuellen Entwicklungen der internationalen Rahmenbedingungen und des österreichischen Außenhandels.

Der FIW-Kurzbericht Nr. 15 kann unter folgendem Link kostenlos heruntergeladen:
<http://www.fiw.ac.at/index.php?id=637#c12773>

Last-Minute-Reminder: FIW-Seminar in International Economics am 2.10.2014

Das FIW bietet regelmäßig Vorlesungen in Form eines Seminars in "International Economics" an.

Ort: wiiw Wiener Institut für Internationale Wirtschaftsvergleiche, Rahlgasse 3, 1060 Wien

Mittwoch 2. Oktober 2014, 16:00-18:00

wiiw, Rahlgasse 3, 1060 Vienna, lecture hall (entrance from the ground floor)

The ladder of foreign sales: Internationalization modes of European firms

Gábor Békés (with Balázs Muraközy)

Hungarian Academy of Sciences and Central European University

Abstract

While most research in international trade deals with two modes of foreign sales, exports and direct investment, in reality there are several ways firms can sell abroad. Firms may hire intermediaries to help them selling abroad indirectly, export directly to counterparties abroad, set up arm's length contracts to manufacture abroad or invest directly in the foreign market. In this paper, we first extend a heterogeneous firms model and allow firms to choose among N options to serve clients abroad. Second, we allow for firms being different in several aspects of capability, and they will choose

a mode based on their production efficiency and also, the quality of their goods. Using EFIGE, a rich cross section survey of firms in EU countries, we show sorting patterns across six different modes. We highlight the importance of mixed modes as well. Finally, we discuss the relevance of global value chains and the role of business groups.

Keywords: Firm heterogeneity, export, FDI, international trade mode, multinomial logit
JEL Classification: F14, F23

The seminar programme is regularly updated. Please visit our website for the current version of the programme at:

<http://wiiw.ac.at/fiw-wiiw-seminars-in-international-economics-es-6.html>
<http://www.fiw.ac.at/index.php?id=748>

(Papers and Powerpoint presentations, as far as available, are posted on our homepage after the respective seminars.)

Mit freundlichen Grüßen,
Alexander Hudetz
FIW - Projektbüro

Es entspricht nicht unserer Philosophie Ihnen unerwünschte E-Mails zukommen zu lassen. Falls Sie keine weiteren E-Mails vom FIW erhalten möchten, schreiben Sie bitte an das [Projektbüro](#) mit dem Betreff "Abmelden".

Das Kompetenzzentrum FIW (<http://www.fiw.ac.at/>) ist ein Projekt von WIFO, wiiw und WSR im Auftrag des BMWFW. Die Kooperationsvereinbarungen des FIW mit der Wirtschaftsuniversität Wien, der Universität Wien und der Johannes Kepler Universität Linz werden aus Hochschulraumstrukturmitteln gefördert.)

Dear Ladies and Gentlemen!

We are glad to inform you about the latest news on the FIW project.

In this issue:

- FIW Note No. 17 (September 2014) published
- Reminder: FIW-Seminar in International Economics

FIW Note No. 17 (September 2014) published

FIW publishes quarterly FIW Notes. They present an overview of the most important Austrian and international developments regarding International Economics. The 15th issue is now available for free on the FIW-Website:

<http://www.fiw.ac.at/index.php?id=637&L=3#c12774>

Last-Minute-Reminder: FIW-Seminar in International Economics: October 2nd, 2014

The seminar is part of the activities of FIW, the Centre of Competence in International Economics. Regular lecture series on current issues in international economics.

Location: wiiw Wiener Institut für Internationale Wirtschaftsvergleiche, Rahlgasse 3, 1060 Wien

Wednesday, October 2nd, 4-6 pm

wiiw, Rahlgasse 3, 1060 Vienna, lecture hall (entrance from the ground floor)

The ladder of foreign sales: Internationalization modes of European firms

Gábor Békés (with Balázs Muraközy)

Hungarian Academy of Sciences and Central European University

Abstract

While most research in international trade deals with two modes of foreign sales, exports and direct investment, in reality there are several ways firms can sell abroad. Firms may hire intermediaries to help them selling abroad indirectly, export directly to counterparties abroad, set up arm's length contracts to manufacture abroad or invest directly in the foreign market. In this paper, we first extend a heterogeneous firms model and allow firms to choose among N options to serve clients abroad. Second, we allow for firms being different in several aspects of capability, and they will choose a mode based on their production efficiency and also, the quality of their goods. Using EFIGE, a rich cross section survey of firms in EU countries, we show sorting patterns across six different modes. We highlight the importance of mixed modes as well. Finally, we discuss the relevance of global value chains and the role of business groups.

Keywords: Firm heterogeneity, export, FDI, international trade mode, multinomial logit

JEL Classification: F14, F23

The seminar programme is regularly updated. Please visit our website for the current version of the programme at:

<http://wiiw.ac.at/fiw-wiiw-seminars-in-international-economics-es-6.html>

<http://www.fiw.ac.at/index.php?id=748>

Kind regards

Alexander Hudetz
FIW Project Office

The 'center of excellence' FIW (<http://www.fiw.ac.at/>) is a project of WIFO, wiiw and

WSR on behalf of the BMWFW. The FIW cooperation with the Vienna University of Economics and Business (WU), the University Vienna and the Johannes Kepler University Linz is supported by the former Federal Ministry of Science and Research (now integrated in the Federal Ministry of Science, Research and Economy).