

# GUNNAR HEINS

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<https://sites.google.com/site/gunnarheins/gunnar-heins>

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352-392-0113

## Contact Information:

University of Florida

College of Liberal Arts and Sciences, Department of Economics

PO Box 117140, 320 MAT

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## Personal Information:

Date of birth: 09/05/1984

German citizen, Greencard holder, married, 3 children (born '17, '22)

## Academic Positions

2016- : University of Florida, Assistant Professor, Department of Economics

2017- : Research Associate, Robert F. Lanzillotti Public Policy Research Center (PPRC)

## Education:

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Ph.D. in Economics, University of Chicago, 2016

Thesis Title: Essays in International Trade

M.A. in Economics, University of Chicago, 2015

Diplom in Economics, University of Cologne, 2010

## Teaching Experience:

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International Trade, University of Florida, 2017, 2018, 2019, 2020, 2021, 2023 (Evaluations: 4.88/5, 4.79/5, 4.86/5, 4.79/5, 4.76/5 & 4.72/5)

Practical Computing in Economics, University of Florida, 2016-2024 (4.86/5, 5/5, 4.67/5)

International Economic Relations, University of Florida, 2016-2024 (5/5 & 4.47/5)

Best Empirical Practices, University of Florida, 2017 - 2023 (4.78/5, 5/5 & 5/5)

Mathematical Economics, University of Florida, 2022

Elements of Economic Analysis 4, University of Chicago, 2014

Elements of Economic Analysis 4 (TA), University of Chicago, 2013

Pay and Performance (TA), University of Chicago, 2013

Elements of Economic Analysis 1 (TA), University of Chicago, 2011 & 2012

Descriptive and Economic Statistics (TA), University of Cologne, 2009

### **Honors, Scholarships, and Fellowships:**

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2023: Sanford V. Berg Teaching Award

2015: Outstanding Graduate Lecturer for Macroeconomics Award

2015-2016: The Reid Fellowship

2010-2015: University of Chicago Social Sciences Fellowship

2010: Nomination: David-Kopf Prize for best Diploma-/ Master-Thesis in Germany

2008: DAAD Foreign Exchange Fellowship

### **Publications and Working Papers:**

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1. Endogenous Vertical Differentiation, Variety, and the Unequal Gains from Trade (Forthcoming, **Review of Economics and Statistics**)
2. Tariff Wars, Unemployment, and Top Incomes (with Elias Dinopoulos and Bulent Unel) (Reject and Resubmit, **Journal of Monetary Economics**)
3. Effort, Talent, and Income Inequality in a Small Open Economy (with Elias Dinopoulos and Theofanis Tsoulouhas) (Revise and Resubmit, **Journal of Economic Behavior and Organization**)
4. Import and Export Markups, Production Relocation, and the Gains from Trade (with Hamid Firooz, Revise and Resubmit, **Journal of the European Economic Association**)
5. How do Countries Retaliate and how does it Matter? Evidence from the 2018-19 Trade War (with Zachary Jones)
6. Trade Shocks and Attentive Voting: Evidence from U.S. Local Labor Markets
7. Sectoral Linkages and the Costs and Benefits of Negotiating Free-Trade Agreements (with Hamid Firooz and Shubhi Agarwal)
8. An Rcpp Code for the Estimation of Discrete Choice Random Coefficients Models of Consumer Demand
9. Profit Shifting, Endogenous Markups and the Gains and (Losses) from Trade (with Hamid Firooz and Sankalp Mathur)

### **Work in Progress:**

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1. Learning, entry, and exit in new markets: Evidence from Long- Distance Bus Travel in Germany (with Ignacia Mercadal and Xi Zhang)
2. Who gains when? Measuring the unequal gains from globalization over time
3. Immigration and cost-of-living inequality: Measuring spillovers from immigration on local consumption (with Ignacia Mercadal)
4. Deforestation, Tariffs, and Trade Wars (with Angel Gonzalez)

### **Academic Activities:**

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#### **Conference Presentations and Seminars**

2016: Purdue University, Rice University, Universidad Carlos III de Madrid, BI Norwegian Business School, University of Oslo, Einaudi Institute for Economics and Finance, University of Florida; 2017: SEA Annual Meetings; 2019: IIOC, Econometric Society European Meetings, Workshop in Applied and Theoretical Economics, SEA Annual Meetings; 2020: University of Florida, SEA Annual Meetings; 2021: Midwest Association Meetings, WATE, University of Florida, SED Meetings, Midwest International Trade Meetings, Econometric Society European Winter Meetings, 2022: WATE 2022, 2023: SEA Annual Meetings 2023, WATE 2023, 2024: ASSA Annual Meetings, IIOC (scheduled), Midwest International Trade Meetings (scheduled).

**Refereeing:** Review of Economics and Statistics, Journal of International Economics, Economic Journal, Review of World Economics, Journal of Economic Behavior and Organization, Economic Inquiry, Empirical Economics, Review of International Economics

### **References:**

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