

Martina Lawless

Curriculum Vitae: January 2021

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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

2020 - Present: Economic and Social Research Institute
Research Professor

2017 - 2020: Council Member, Irish Fiscal Advisory Council

2015 - 2019: Economic and Social Research Institute
Associate Research Professor

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

Financial frictions and the SME investment gap: new survey evidence for Ireland (with Maria Martinez-Cillero, Conor O'Toole and Rachel Slaymaker), *Venture Capital*, Vol. 22, Issue 3, 2020, pp. 239-259.

Brexit and trade on the island of Ireland, *Revue de l'OFCE*, 167 2020/3.

South-North Trade in Ireland: Gravity and Firms from the Good Friday Agreement to Brexit (with Peter Neary and Zuzanna Studnicka), *Economic and Social Review*, 2019, Vol.50, No.4, pages 751-766.

The Product and Sector Level Impact of a Hard Brexit across the EU (with Edgar Morgenroth), *Contemporary Social Science*, 2019, doi:10.1080/21582041.2018.1558276.

Firm strategies in expanding and diversifying exports (with Iulia Siedschlag and Zuzanna Studnicka), *World Economy*, 2019, Vol.42, Issue 2, pages 349-375.

Corporate tax and location choice for multinational firms (with Daire McCoy, Edgar Morgenroth and Conor O'Toole), *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 O'Toole 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.

Financing Conditions in Europe: Credit Crunch or Fundamentals? (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

SME investment report 2019: Developments between 2016 and 2018, (with Maria Martinez-Cillero, Conor O'Toole, Eric Gargan, Leona Cantillon and Peter McGoldrick), *ESRI Survey and Statistical Series* No.86.

COVID-19 pandemic and SMEs revenues in Ireland: What's the gap?, (with Maria Martinez-Cillero and Conor O'Toole), Special Article in *ESRI Quarterly Economic Commentary*, Autumn 2020.

Northern Ireland inputs to Republic of Ireland EU FTA exports, Report for the Department of the Economy, Northern Ireland, August 2020.

Transitioning to a low-carbon Irish economy: An analysis of regional labour impacts (with Kelly de Bruin, Eoin Monaghan and Aykut Mert Yakut), *ESRI Research Series* No.100, December 2019.

Shock absorption capacity of firms in Ireland and Northern Ireland, 2019, InterTradeIreland.

Exploring SME investment patterns in Ireland: new survey evidence (with Eric Gargan, Maria Martinez-Cillero and Conor O'Toole), Special Article in *ESRI Quarterly Economic Commentary*, Autumn 2018.

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 O'Brian (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

EU-US Trade Structure and Risks (with Luke Daly), ESRI Working Paper No.694, January 2021.

Examination of the sectoral overlap of COVID-19 and Brexit shocks (with Luke Daly), ESRI Working Paper No.677, September 2020.

Productivity dispersion and sectoral labour shares in Europe (with Luke Rehill), ESRI Working Paper No.659, May 2020.

Products or Markets: What Type of Experience Matters for Survival? (with Zuzanna Studnicka), UCD Working Paper WP19/23, October 2019.

The determinants of SME capital structure across the lifecycle (with Maria Martinez Cillero and Conor O'Toole), 2019, Economic and Social Research Institute (ESRI) Working Paper No. 614.

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 and OECD Productivity Working Paper No. 16.

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.

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.

Major Research Programmes and Funded Projects

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

Productivity and the All-island Economy (InterTradeIreland), 2020-2021.

Exporting and Cross-Border Enterprises (InterTradeIreland), 2016-2019.

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 man-

agement of firm-level survey of wage and price setting.

Refereeing and Service

Council member, Irish Economic Association, since 2016.

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

Council Member, *Irish Fiscal Advisory Board*, 2017-2020.

Chair of Audit and Risk Committee, *Irish Fiscal Advisory Board*, 2020.

Managing Editor, *Economic and Social Review*, 2016-2019.

Multiple appearances at Oireachtas Committees, primarily relating to the on effects of Brexit on Irish economy and general fiscal and budgetary matters.

Panel discussant at policy conferences organised by Irish Taxation Institute, Bankers and Payments Federation of Ireland, ESRI Budget Perspectives, Agenda NI, PwC and others.

Briefings to delegations from agencies such as the European Commission, OECD, IMF, European Parliament EcoFin Committee, US Treasury, Bundestag, World Bank and embassies of United Kingdom, Netherlands, Slovenia and Australia.

Contributor to UCD “Women@Econ” outreach events to encourage more women in economics.

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*.

Media coverage

RTÉ: Morning Ireland, Week in Politics, The Business, News at One, Live on Facebook

NewsTalk Radio: Breakfast Show

BBC: Radio 1 Today programme

Local Radio stations: East Coast FM, Kfm

Irish Times business podcast

Selected print coverage of research: New York Times, Irish Times, Irish Independent, Bloomberg, BBC News online, Irish Examiner, La Croix, De Tijd, El País and The Economist.

Teaching

November 2019	MBA Economics (Guest lecturer), Trinity College Dublin
October 2019	Financial Economics (Guest lecturer), 3rd year, Trinity College Dublin
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

Brexit and Trade on the Island of Ireland

Longfield Lecture, University College Cork (February 2020).

Guest lecture, Galway-Mayo Institute of Technology (February 2020).

Conference On the Brink of Brexit, Dublin (October 2019).

EUROFRAME Conference, Dublin (June 2019).

Whitaker Lecture, National University of Ireland, Galway (May 2019).

Globalisation, Productivity and the Decline of the Labour Share

Department of Finance Annual Policy Conference, Dublin (April 2019).

Firms and Trade on the Island of Ireland

SSISI Symposium on The Economies on the Island of Ireland, Dublin (April 2019).

Are Firm Imports a Driver of Exports?

European Trade Study Group, Warsaw (September 2018).

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).