

Danske eksportdebutanter - opruster de på kvalifikationer?

Formål:

Det overordnede formål er at belyse eksportdebuterende virksomheders beslutninger om at ændre sammensætningen af deres ansattes kvalifikationer i tiden før, under og efter, de debuterer.

I produktionen af varer og tjenester til eksport spiller kvaliteten af arbejdskraften en vigtig rolle. Vi ved fra korrelationsstudier, at eksportvirksomheder har en højere andel af medarbejdere med videregående uddannelse end andre virksomheder, men vi kender ikke den kausale sammenhæng. Skyldes det blot, at de eksporterende virksomheder er en anden "breed" end ikke-eksporterende virksomheder (jf. Melitz, 2003) og derfor generelt anvender flere ansatte med videregående uddannelse, eller er det mere direkte en konsekvens af, at virksomhederne begynder at eksportere? Og hvis det er det sidste, sker denne oprustning da før virksomhederne debuterer som eksportører eller efter, de er begyndt at eksportere? Med andre ord, opstår behovet for højtuddannet arbejdskraft i forberedelserne til eksportdebuten eller i den efterfølgende produktion? Svarene på disse spørgsmål er helt centrale, hvis man skal forstå eksportvirksomheders efterspørgsel på arbejdskraft og kvalifikationer, og dermed også konsekvenserne af en ændret uddannelsesmæssig sammensætning af arbejdsstyrken.

Vores ide er derfor at undersøge, hvorvidt danske eksportdebuterende virksomheder opruster sammensætningen af deres ansattes kvalifikationer, og om dette sker før, under eller efter de indtræder på eksportmarkeder. Dermed ønsker vi at klarlægge en kausal sammenhæng mellem uddannelsesintensivering og eksportaktivitet.

Vi søger om støtte for 251.280 kr. til at gennemføre projektet med henblik på at kunne indsende en artikel til et tidsskrift i kategori A som fx *Journal of International Economics* eller *Journal of Labor Economics*. Arbejdet vil blive påbegyndt 13. februar og vare frem til sommer 2014.

Undersøgende spørgsmål og policy-relevans:

Danmark har et lille indenlandsk marked, og derfor ligger virksomhedernes muligheder for vækst ofte uden for landets grænser. Vi ved, at danske eksportvirksomheder i højere grad end andre virksomheder anvender arbejdskraft med videregående uddannelse (Fosse, Malchow-Møller, Munch & Sørensen, 2013), men om virksomhederne er blevet videnintensive før eller efter eksportdebuten, ved vi ikke.

Dette studie vil tilføre ny viden om, hvordan danske virksomheder opruster kvalifikationsmikset blandt deres ansatte i forbindelse med deres debut på eksportmarkeder. Vi har ikke kendskab til lignende analyser på danske data. Derfor vil studiet bidrage med ny viden om de forskellige uddannelsesgruppers anvendelse og anvendelighed i disse særlige virksomheder, som gennemgår en transition, hvor de skal til at konkurrere på udenlandske markeder, men også skal øge produktionskapaciteten for at kunne servicere et større marked. Modsat effekterne af outsourcing, som er relativt velbelyste i litteraturen, så ved vi meget lidt om, hvordan den relative fordeling af arbejdskraftressourcerne udvikler sig, og timingen for udviklingen i disse, i eksportdebuterende virksomheder.

Baggrund

Hvorfor eksporterer relativt få virksomheder, og hvorfor står ganske få eksportører for en stor del af et lands samlede eksport? Det er to spørgsmål, som har optaget forskningen i international økonomi i årtier. I den nyeste generation af teorier (*new-new trade theory*) argumenteres (og her refereres især til Melitz, 2003) for en forklaring, hvor virksomhederne har nogle faste omkostninger forbundet med at få et produkt på markedet (fx marketing). Disse omkostninger er højere, hvis virksomheden skal på eksportmarkeder (fx juridiske udfordringer samt sprog- og kulturbarrierer), end hvis den kun skal sælge sit produkt på det danske marked. Desuden må de forventes at være forskellige for forskellige virksomheder. Som en konsekvens heraf vil kun nogle af virksomhederne blive eksportører.

Men hvad dækker disse faste omkostninger over? Vores hypotese er, at en del af dem skyldes investeringer i opkvalificering af arbejdsstyrken, og hvis eksportvirksomheder skal have videnbasen på plads for at konkurrere internationalt, så skal de have opbygget formelle kompetencer før eksportdebuten. I en nyere model viser Costantini & Melitz (2007) således, at forventninger om fremtidige bedringer i mulighederne for

indtræden på nye eksportmarkeder, får virksomhederne til at innovere på forhånd for at være klar til eksportdebut. En øget innovationsaktivitet kræver flere videnmedarbejdere. Spørgsmålet er naturligvis, om det også er tilfældet, at danske virksomheder forudser fremtidige eksportmuligheder og opkvalificerer på forhånd i håb om at blive mere konkurrencedygtige for at kunne klare sig på eksportmarkeder.

Metode og data:

I Fosse et al (2013) for Rockwoolfondens Forskningsenhed anvender vi et panel fra 1999 til 2010 (som i nærværende projekt skal udvides med 2011) med kohorter af eksportdebutanter. Da der er forholdsvis få virksomheder hvert år, som skifter status fra ikke-eksportører til eksportører, er det essentielt at have et langt panel.

Vi har i Fosse et al (2013) anvendt en matchingmetode, hvor vi matcher hver eksportdebutant med en sammenlignelig, ikke-eksporterende virksomhed. Derudfra sammenligner vi udviklingen i uddannelsesintensiteter mellem de to typer virksomheder og tilskriver eksportbeslutningen forklaringen på forskellen i udviklingerne. Der er imidlertid visse udfordringer med metoden. Timingen i matchingen af virksomhederne og observationen af udviklingen gør, at vi behøver strenge antagelser for at kunne konkludere på udviklingen i årene frem mod en virksomheds eksportdebut. Det vi mangler er en (eller flere) variable, som påvirker virksomhedens beslutning om at eksportere, men som virksomheden ikke har indflydelse på. Med andre ord: Vi skal instrumentere virksomhedens forventede beslutning om i fremtiden at eksportdebutere og dermed håndtere eventuelle selektionsproblemer i tolkningen af forskelle mellem eksportdebutanter og kontrolvirksomheder.

Molina & Muendler (2013) ser i en beslægtet analyse på, om eksportdebutanter opkvalificerer medarbejderstaben, hvis de finder det sandsynligt, at de i nær fremtid eksportdebuterer. Instrumenterne, de anvender, vedrører information om forhold på udenlandske markeder. Vi har tænkt at forfølge en lignende strategi. Fordelen ved deres instrumenter er, at modsat gængse instrumenter (som fx store valutakursudsving), fungerer deres instrument godt i mere normale tider, og en stor del af stikprøveperioden var normal.

Hvor Molina & Muendler (2013) ser på væksten i antal ansatte med særlige kompetencer (eksportererfaring) under kontrol for øvrig beskæftigelsesvækst, så anlægger vi en indgangsvinkel, som belyser differentierede formelle kompetencer i virksomhederne. Vi ser både på relative forskydninger (som Molina & Muendler, 2013), men også på underliggende vækstrater for de enkelte kompetencegrupper, som trods ikke-mærkbare ændringer i uddannelsesandelene kan gemme på markante forskelle.

Litteraturliste:

- Costantini, James A., and Marc J. Melitz. 2007. "The Dynamics of Firm-Level Adjustment to Trade Liberalization." In *The Organization of Firms in a Global Economy*, ed. Elhanan Helpman, Dalia Marin and Thierry Verdier, Chapter 4, 107–141. Cambridge, Mass.:Harvard University Press.
- Fosse, Malchow-Møller, Munch & Sørensen (2013), "Kvalifikationer i eksportvirksomheder", CEBR for RFF, ikke udkommet, 2013
- Marc J. Melitz, 2003. "The Impact of Trade on Intra-Industry Reallocations and Aggregate Industry Productivity," *Econometrica*, Econometric Society, vol. 71(6), pages 1695-1725, November
- Molina, Danielken, Muendler, Marc-Andreas, 2013: *Preparing to Export*, NBER Working Paper 18962

Deltagere

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Budget

Løn, Henrik Barslund Fosse – 4 måneder i 2014	DKK 180.000
Løn, forskningsassistent	DKK 14.400
Rejser (konferencer etc.)	DKK 15.000
<hr/>	
Total, ekskl. overhead:	DKK 209.400
Overhead (20%)	DKK 41.880
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Total, inkl. overhead:	DKK 251.280

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Curriculum Vitæ

Personlig data

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Uddannelse

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| 2008 - 2012 | PhD, Økonomisk Institut, Copenhagen Business School
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Forskningsophold ved Columbia University i 2010
Stor undervisningserfaring og erfaring som censor |
| 2004 - 2007 | Cand. polit , Københavns Universitet
Kandidatafhandling: <i>Developing Countries in The Global Trading System</i> (indstillet til Zeuthen-prisen) |
| 2005 - 2006 | Udvekslingsstudent, Graduate Program, Department of Economics, University of Western Ontario |
| 2000 - 2004 | Bachelor, økonomi, Københavns Universitet |
| 1998 - 1999 | Sergent, Hærens Sergentskole, Sønderborg |
| 1995 - 1998 | Matematisk student, Tårnby Gymnasium |

Erfaring

- | | |
|-------------|---|
| 03.2012 | Seniorrådgiver, Centre for Economic and Business Research ved CBS
Forskningsbaseret rådgivningsvirksomhed.
Erfaring: Effektmålinger, produktivitetsanalyser, uddannelsesanalyser, konsekvensberegninger, generel registeranalyse, modelarbejde og sensitivitetsanalyser |
| 2007 - 2010 | Konsulentopgaver for offentlige og private kunder (som underleverandør for rådgivningsvirksomhed)
Erfaring: Konsekvensberegninger, kalibrering af økonomiske modeller, investeringsprojekter og -kalkuler for offentlige virksomheder. |
| 2007 - 2008 | Fuldmægtig, Danish Rational Economic Agents Model (DREAM). Ansat som modeludvikler/økonom på hovedmodellen (strukturel, makroøkonomisk model). Kortere opgaver: Adskillige strukturelle modeller/eksperimenter med hovedmodellen samt formidling for DREAMs kunder.
Længerevarende projekter: Omstrukturering af kalibreringsprocessen, modeludvidelse med energisektorer. |
| 2006 - 2007 | Forskningsassistent, Copenhagen Economics. Hovedsagelig ansat til et stort momsstudie for DG TAX/EU-kommissionen. Kalibrering og kørsel af eksperimenter med GTAP-modellen. |
| 2003 - 2006 | Analyst, operations, IBM. Programmeringsmæssigt og analytisk arbejde på flere niveauer indenfor IBM's operations-gren. Intensiv opbygning af kundskaber inden for VBA-script i, og avanceret brug af, Excel. |
| 2002 - 2003 | Researcher, Dagbladet Børsen. Klummeskribent (udenlandske aktier og forex), databehandling. |
| 2000 - 2002 | Diverse deltidsjob. |
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Undervisning

2009, 2011: Instruktør/forelæser, *Macroeconomics*, 1. år på *International Business* og *International Business and Politics*, Copenhagen Business School

2010: Instruktør, *Mikroøkonomi*, 1. år HA(jur), Copenhagen Business School

2007-2012: Instruktør, *Anvendte generelle ligevægtsmodeller*, kandidatfag, Københavns Universitet

Publicering og artikler

Peer review:

Reducing Tariffs According to WTO Accession Rules: the Case of Vietnam, (med Pascalis Raimondos-Møller), maj 2012, *Review of Development Economics*

Bogbidrag:

Udviklingslande og handelspolitik: En langvarig reform af GATT (med Pascalis Raimondos-Møller) i *Design og styring af institutioner – økonomiske essays til ære for Niels Blomgren-Hansen*, red. Svend E. Hougaard Jensen & Peter Mølgaard, Handelshøjskolens Forlag, København, 2009

Rapporter:

Effekt på boligmarkedet af politiske, strukturelle reformer af dansk økonomi, 2012, for Boligøkonomisk Videncenter
Emne: Sammenligning af ADAM og DREAM-modellerne og simulering af økonomiske politikforslag.

ICT, Innovation and Productivity Growth, 2013, for Erhvervsstyrelsen

Emne: Rapporten undersøger betydningen af IKT-drevne innovationsaktiviteter på produktivitetsvæksten

IKT, innovation og produktivitetsvækst - en supplerende deskriptiv brancheanalyse, 2013, for Erhvervsstyrelsen

Emne: Deskriptiv analyse på detaljeret brancheniveau og indenfor regeringens styrkepositioner af virksomheders innovationsaktiviteter og IKT-udgifter

Branchernes innovationsaktiviteter og forskelle i arbejdskraftsproduktivitet, 2013, CEBR

Emne: Estimation af arbejdskraftsproduktivitetsforskelle mellem innovations- og ikke-innovationsaktive virksomheder.
Bagrundsnotat til rapport i samarbejde med DJØF

Produktivitets effekter af uddannelse og generelt uddannelsesløft - En analyse på baggrund af en detaljeret uddannelsesopdeling i den private sektor

Emne: Regneøvelser på baggrund af Junge & Skaksen (2010)

Kvalifikationer i eksportvirksomheder, for Rockwoolfondens Forskningsenhed, 2013

Emne: Registeranalyse af den intensive anvendelse af ansatte med videregående uddannelser i forskellige eksportvirksomheder samt matchinganalyse af eksportdebuterende virksomheder.

Under udarbejdelse: Effektmåling af multiple erhvervsstøtteordninger (offentlig kunde)

Phd-afhandling:

Empirical Essays in International Trade, Copenhagen Business School, ISBN 978-87-92842-90-9, Oktober 2012

Arbejdsrapporter:

Import, Offshoring and Wages: Rent Sharing or Composition?, (med Madhura Maitra), 2012

Exporter Price Response to Exchange Rate Changes, 2012

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Præsentationer

CESifo workshop, Global Economy, CESifo, 2009 (München)
ETSG Conference, 2009 (Rom), 2010 (Lausanne), 2011 (Frederiksberg)
PhD-workshop, CBS/SDU, 2009 (Odense og Frederiksberg), 2010 (Frederiksberg), 2011 (Odense og Frederiksberg)
International Trade Seminar, Columbia University, 2010
Asia Development Conference, KU, 2010 (København)
PhD-forsvar, CBS, 2012 (Frederiksberg)
FI workshop, 2013 (København)
Small Nations' Initiative, for FI, Dublin (2013)

IT (udvalgt)

Office og Scientific Workplace (stor erfaring)

Statistik/matematik

Stata, SAS, R, Matlab, RATS, CATS in RATS

CGE modellering (ekspert, underviser)

GAMS

Database (bruger)

Brio, Hyperion Essbase, Lotus Notes, Microsoft Access

Finansiel information (stor erfaring)

Reuters, Bloomberg

Script (variende erfaring)

VBA (ekspert), GAMS (ekspert), SAS (ekspert), Matlab (bruger), RATS (bruger), Stata (ekspert), SQL (bruger)

Sprog

Dansk (modersmål)

Engelsk (flydende)

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Tysk (meget rustent)

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Work Experience

Director, Centre for Economic and Business Research (CEBR), (October 2010-present)

Professor of Empirical Economics, Copenhagen Business School, Department of Economics (October 2010-present)

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Associate Professor of Economics, Copenhagen Business School, Department of Economics (September 2004-December 2005)

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CEBR Core Member, Centre for Economic and Business Research (CEBR), Denmark (September 2002 - October 2010)

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Special Advisor, Ministry of Trade and Industry, Denmark (September 1998 - September 1999)

Economist, COWI, Consulting Engineers and Planners, Denmark (January 1997 - August 1998)

Visiting Assistant Professor, Department of Economics, University of Iceland, Iceland (November - December 1996)

Awards

FUHU Communication Prize, 2008.

Statoil Research Prize in Economics, 2005.

Grundfos Prize, Poul Due Jensen's Foundation, 2003.

Publications

Articles in peer-reviewed journals:

1. “The Fiscal Trilemma in a Danish Perspective”, with Rasmus Højbjerg Jacobsen and Søren Bo Nielsen, *Public Finance Review*, 2013 (*forthcoming*)
2. “The Widening Productivity Gap between the EU and US: An Introduction into the Conference on Productivity and Competitiveness”, with Jakob Madsen, *Nordic Economic Policy Review*, 2011, Nr 2, 7-25
3. “The Returns to Education in Entrepreneurship: Heterogeneity and Non-Linearities”, with Jens Iversen and Nikolaj Malchow-Møller, *Entrepreneurship Research Journal*, 2011, Vol. 1: Iss. 3, Article 5. (<http://www.bepress.com/erj/vol1/iss3/5>)
4. “ICT and Productivity Growth in the 1990's: The European Evidence”, with Hans Christian Kongsted and Christian Dahl, *Empirical Economics*, 2011, 40(1), 141-164
5. “Entrepreneurship, Job Creation, and Wage Growth”, with Nikolaj Malchow-Møller and Bertel Schjerning, *Small Business Economics*, 2011, 36(1), 15-32
6. “Returns to Schooling in Self-Employment”, with Jens Iversen and Nikolaj Malchow-Møller, *Economics Letters*, 109, 179-182, 2010
7. “Optimal Policy under Restricted Government Spending”, *Problems and Perspectives in Management*, issue 2 (8), 2010, 35-52
8. “Skill-Upgrading and Internationalization: Country-of-Origin or End-Use of Products”, *Economics Letters*, Vol. 101 (1), 9-12, 2008
9. “Productivity Measurement in Manufacturing and the Expenditure Approach”, with Bertel Schjerning, *Review of International Economics*, Vol. 16, Issue 2, 327-340, 2008
10. “Inter-industry Wage Differentials and Allocative Inefficiency”, *International Economic Journal*, Vol. 21, No. 1, 1–26, March 2007
11. “R&D Subsidies and the Surplus Appropriability Problem”, *The B.E. Journals in Macroeconomics, Topics in Macroeconomics*, Vol. 6; Issue 2, Article 3, 2006
<http://www.bepress.com/bejm/topics/vol6/iss2/art3>
12. “Capital-Skill Complementarity and Rigid Relative Wages: Inference from the Business Cycle”, with Jan Rose Skaksen, *The B.E. Journals in Macroeconomics, Contributions to Macroeconomics*, Vol. 5: No. 1, Article 7, 2005.
<http://www.bepress.com/bejm/contributions/vol5/iss1/art7>
13. “On the Measurement of Relative Demand Shifts for Educated Labor”, with Svend E. Hougaard Jensen, *Economics Letters*, 83(2), 245-249, 2004
14. “R&D, Public Innovation Policy, and Productivity: The Case of Danish Manufacturing”, with Hans Christian Kongsted and Mats Marcusson, *Economics of Innovation and New Technology*, 12(2), 163-178, 2003
15. “Measuring Educational Heterogeneity and Labor Quality: A Note”, with Mogens Fosgerau and Svend E. Hougaard Jensen, *Review of Income and Wealth*, 48(2), 251-259, 2002
16. “Education, Employment and Economic Growth”, *Nationaløkonomisk Tidsskrift*, 140, 1-17, 2002, with Svend E. Hougaard Jensen
17. “Comparing Apples to Oranges: Productivity Convergence and Measurement Across Industries and Countries: Comment”, *American Economic Review*, September, 1160-67, 2001
18. “R&D, Learning, and Phases of Economic Growth”, *Journal of Economic Growth* 4(4), 429-45, 1999
19. “Policy Rules for Exploitation of Renewable Resources: A Macroeconomic Perspective”, *Environmental and Resource Economics* 12(1), 53-76, 1998, with Tryggvi T. Herberstsson

Articles in proceedings:

20. “Relative Demand for Labour with Different Type and Length of Education: Evidence from Denmark and the USA”, with Svend E. Hougaard Jensen, *Symposium i Anvendt Statistik*, 233-260, 2005
21. “A Model for Freight Transport Crossing Storebælt”. *Trafikdage på Aalborg Universitet, Suppleringsrapport*, 297-306, 1997

Articles in Danish:

22. "Denmark and the Information Society: Challenges for Research and Education Policy", *Samfundsøkonomen*, 2003, with Svend Erik Hougaard Jensen, Ulrich Kaiser, Nikolaj Malchow-Møller, and Jan Rose Skaksen
23. "New Economy – IT and Economic Growth", *Samfundsøkonomen*, 10-16, 2001:4, with Svend E. Hougaard Jensen

Publications – cont.

Books:

Monographs

24. "Productivity and Competitiveness", Nr 2, 2011, *Nordic Economic Policy Review*, Guest Editor with Jakob Madsen
25. "Denmark and the Information Society: Challenges for Research and Education Policy", with Svend Erik Hougaard Jensen, Ulrich Kaiser, Nikolaj Malchow-Møller, and Jan Rose Skaksen DJØF forlag 2003. Awarded the Grundfos Prize 2003
26. "Growth, R&D, and Education", (Ph.D. dissertation), Copenhagen Business School, 1997

Chapters

27. "Information Technology and Productivity Growth in the Danish Economy", in Jensen, S.H., and P Møllgaard (Ed), "*Design og styring af institutioner – økonomiske essays til ære for Niels Blomgren-Hansen*", *Handelshøjskolens Forlag*, 139-58, 2009
28. "Changing Characteristics of Growth-Generating Processes: R&D and Learning", (2005) in "*Economic Growth Issues*", L.A. Finley (Ed.) Nova Science: Hauppauge, New York.
29. "Productivity and R&D: The Case of Danish Manufacturing", Jensen, S.H. (Ed.), Økonomi og Erhvervspolitik, *Handelshøjskolens Forlag*, 257-74, 2000, with Svend E. Hougaard Jensen and Torsten Sløk
30. "Is There a Productivity Problem in the Danish Economy?", Jensen, S.H. (Ed.), Økonomi og Erhvervspolitik, *Handelshøjskolens Forlag*, 147-70, 2000, with Svend E. Hougaard Jensen and Thomas V. Pedersen
31. "Productivity Growth in Denmark - 1966 to 1998", Jensen, S.H. (Ed.), Økonomi og Erhvervspolitik, *Handelshøjskolens Forlag*, s. 115-46, 2000, with Mogens Fosgerau
32. "Growth-Enhancing Policies in a Small Open Economy", J. Fagerberg, P. Hansson, L. Lundberg, and A. Melchior (ed.), *Technology and International Trade*, Edward Elgar, 158-76, 1997

Working Papers:

Submitted

33. "Success in Entrepreneurship: Complementarity between Education and Wage-work Experience", with Jens Iversen and Nikolaj Malchow-Møller [*Submitted*]
34. "Do Human Arts Really Offer a Lower Return to Education?", with Carl-Johan Dalgaard and Esben A. Schultz [*Submitted*]
35. "Product-Marketing Innovation, Skills and Firm Productivity Growth", with Martin Junge and Battista Severgnini [*Submitted*]
36. "Education as Determinant for Innovation and Productivity", with Martin Junge and Battista Severgnini

Work-in-Progress

37. "Productivity, Demand, and Innovation", with Cedric Schneider
38. "The relationship between R&D and international outsourcing", with Martin Junge
39. "Digital Business and Firm Productivity", with Joannes Jacobsen and Jan Rose Skaksen
40. "Organizational Changes and IT-investments", with Henrik Fosse and Joannes Jacobsen
41. "Automation and Productivity – A Cross-country, Cross-industry Comparison", with Lene Kromann and Jan Rose Skaksen

Research Management:

Qualifications:

- Research Management Course – Course for Research Managers, by. Søren Barlebo Rasmussen
Copenhagen Business School, The Center for Continuing Education
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External Financing, Research manager:

- Rockwool, DKK 3.0 million (Project: “CO2-footprint”), 2012
- Rockwool, DKK 1.2 million (“Private and Social costs of ADHD”), 2011
- Rockwool, DKK 1.2 million (“Effects on employment of entrepreneurship”), 2011
- EPRN, DKK 300.000 (“Productivity, Demand and Innovation”), 2011
- EPRN, DKK 146.715 (“R&D and International Outsourcing”), 2011
- Industriens fond: DKK 6.5 million (Project: “Advanced Technology, Management and Organization”), 2010
- EPRN, DKK 200,000 (“Labor Demand in Europe”), 2007
- EPRN, DKK 441,600 (“The Impact of ICT on Productivity Growth”), 2006
- Tuborgfondet: DKK 5.7 million (Project: "The Future Demand for Educated Labour in Denmark"), 2005
- European Commission within the Sixth Framework Programme with Contract No. 502049 (SCS8) European Union: (Project: “EUKLEMS-2003. Productivity in the European Union: A Comparative Industry Approach”). Research manager of Danish part of the project, 2003

External Financing, Participant:

- EPRN, DKK 200.000 (“Entrepreneurship, Human Capital and the Labor Market”), 2004
- Danish Agency for Enterprise and Construction (EBST): DKK 3.0 million. (“Entrepreneurship, Human Capital and the Labor Market”), 2003.
- EPRN, DKK 48.201 (“Globalization and the Danish Labor Market”), 2002

Organizer of conferences/workshops:

- Organizer of NEPR conference on “Productivity and Competitiveness”, Nordic Council of Ministers, Helsinki, Finland, April 29, 2011
- Organizer of CBS/CEBR Conference on “Success in Entrepreneurship”, Copenhagen, Denmark, February 11, 2010
- Organizer of CBS/CEBR Conference on “Future Demand for Educated Labor”, Copenhagen, Denmark, December 4, 2008
- Organizer of CEBR Workshop on “Growth, ICT, and Human Capital”, Copenhagen, Denmark, May 30, 2007
- Organizer of CEBR Workshop on “Entrepreneurship”, Copenhagen, Denmark, October 10, 2004
- Organizer of CEBR Workshop on “Trade, Growth and Multinationals”, Copenhagen, Denmark, May 21, 2001

Professional Activities

Refereeing:

American Economic Review, The B.E. Journal of Macroeconomics, Canadian Public Policy/Analyse de Politiques, Danish Economic Journal (Nationaløkonomisk tidsskrift), Economic Inquiry, Economics of Education Review, Economics of Innovation and New Technology, European Economic Review, Environment and Development Economics, FinanzArchiv, International Tax and Public Finance, Journal of Business Venturing, Journal of Economic Growth, Journal of International Economics, Journal of Productivity Analysis, Labour Economics, Oxford Economic Papers, Review of Economic Dynamics, Review of Income and Wealth, Scandinavian Economic History Review, Scandinavian Journal of Economics

Research visits:

Economist Visitors Programme, European Commission, DG Enterprise and Industry, June 6-10, 2011

Board and Committee work:

Member, The Danish Productivity Commission, April 2012-December 2013
Board member, Centre for Survey and Survey/Register Data, April 2012- present
Board member, Economic Policy Research Network, October 2010-present

Committee Work:

- Assessment Committee: Professorships in Economics (any field), University of Southern Denmark, Department of Business and Economics, 2012
- Assessment Committee: Assistant Professorships in Economics (any field), Copenhagen Business School, Department of Economics, 2011
- Assessment Committee: Assistant Professorships in Economics, University of Southern Denmark, Department of Business and Economics, 2010
- Assessment Committee: Associate Professorships in Economics, University of Southern Denmark, Department of Business and Economics, 2010
- Assessment Committee: Full Professorships in International Economics (MSO), University of Southern Denmark, Department of Business and Economics, 2009
- Assessment Committee: Associate Professorships in International Economics, University of Copenhagen, Faculty of Life Sciences, 2009
- Assessment Committee: Assistant Professorships in Economics (any field), Copenhagen Business School, Department of Economics, 2009
- Assessment Committee: Associate Professorships in Economics (any field), University of Copenhagen, Department of Economics, 2007
- Assessment Committee: Associate Professorships in Applied Econometrics, University of Copenhagen, Department of Economics, 2007
- Member of steering Group of the VEKSTFORSK Programme for research, innovation and economic growth, The Research Council of Norway, 2007 –2010
- PhD committee: Pontus Hansson (Lund University, 2002), Lena Jany (Aarhus School of Business, 2008)

Dissemination

Agency Reports/Selected Consultancy Work

1. “Innovation, ICT and Productivity Growth”, 2013 CEBR-report prepared for the Danish Business Authority (with Henrik Fosse and Joannes Jacobsen)
2. “The Effect of Education on Productivity”, 2012, CEBR-report prepared for the Danish Ministry of Science, Innovation and Higher Education (with Jan Rose Skaksen)
3. “Digitalization and Productivity”, 2011, CEBR-report prepared for the Danish National IT and Telecom Agency (with Joannes Jacobsen and Martin Junge)
4. “On the relationship between research, innovation and outsourcing – Estimation Results”, 2011, CEBR-report prepared for the Danish Council for Strategic Research and the Danish Council for Technology and Innovation (with Martin Junge)
5. “On the relationship between research, innovation and outsourcing – Descriptive Statistics”, 2010, CEBR-report prepared for the Danish Council for Strategic Research and the Danish Council for Technology and Innovation (with Martin Junge)
6. “Innovation and Productivity”, 2010, CEBR-report prepared for the Danish Ministry of Economics and Business Affairs (with Martin Junge)
7. “Development in the Skill Structure and in the Demand for Skills”, 2009, *intellectual services relative to 2009 Economic Survey of Denmark, Organisation for Economic Co-operation and Development (OECD), Paris*
8. “Entrepreneurship, Human Capital and the Labour Market”, 2007, *report prepared for the National Agency for Enterprise and Construction, Danish Ministry of Economics and Business Affairs* (with Nikolaj Malchow-Møller)
9. “Videninvesteringer, produktivitet og velstand”, 2006, *report prepared for Dansk Industri* (with Svend Erik Hougaard Jensen and Nikolaj Malchow-Møller).
10. “IKT, vækst og produktivitet: Et litteraturstudie”, 2005, *report prepared for Ministeriet for videnskab, teknologi og udvikling* (with Svend Erik Hougaard Jensen)
11. “Designing Aid Programmes for Transition Economies – Executive Summary and Report”, 2001, *report prepared for the Ministry of Trade and Industry* (with Morten Lau)
12. “Urban water and wastewater resources strategy for Sichuan Province - China”, 1997-98, *World Bank*
13. “Tariff Structure for Using State Owned Infrastructure, Lithuania ”, 1997, *European Union*
14. “A Model for Freight Transport Crossing Storebælt”, 1997, *A/S Storebælt*
15. “Future Structure for State Owned Ports”, 1997, *Danish Ministry of Transport*

Op-eds

16. “How strong is Danish innovation ability?” [”Hvor stærk er dansk innovationsevne?”], Berlingske Nyhedsmagasin, (March 30, 2011)

DR P1, Orientering

17. “Banks no longer trust each other” [”Banker tror ikke længere på hinanden”] (September 18, 2007)
18. “Environmental Treaty between Denmark and China” [”Danmark og Kina har indgået miljøaftale”] (September 11, 2007)
19. “A New Growth Model for China” [”Ny vækstmodel i Kina”] (September 3, 2007)
20. “Fast Development in China and India” [”Kina og Indien stormer frem”] (August 27, 2007)
21. “The Internal Market with Restrictions” [”Indre marked med begrænsninger”] (August 10, 2007)
22. “Problems with Child Labor is not Tackled Properly” [”Børnearbejde bliver taklet forkert”] (Juli 16, 2007)
23. “US corporations are more effective than European” [”Amerikanske virksomheder mere effektive end europæiske”] (Juli 3, 2007)
24. “Europe Should Invest more in IT” [”Europa bør investere mere i IT”] (Juni 4, 2007)
25. “Pirate Copying up for Discussion” [”Piratkopiering oppe til diskussion”] (Maj 21, 2007)
26. “The Cotonou treaty can destroy African Manufacturing” [”Cotonou-aftale kan ødelægge Afrikas industri”] (Maj 9, 2007)

Other

27. Dissemination of the results found in “Do Human Arts Really Offer a Lower Return to Education?” (Working Paper #1 above) and “Entrepreneurial Human Capital” (Working Paper #2 above) by using an extremely simple “Pixi”-booklet format. Resulted in newspaper articles in “Børsen” (2 pieces), “Jyllandsposten” (2 pieces), “Politiken” and “Ingeniøren”. Moreover, the results were communicated in the radio programs “P1 morgen” and “Godmorgen P3”
28. “Challenges for Research Policy”, feature article (Kronik), Jyllandsposten, May 20, 2003, with Svend Erik Hougaard Jensen, Ulrich Kaiser, Nikolaj Malchow-Møller, and Jan Rose Skaksen

Teaching Experience

Courses Taught:

'International Economics', International Business and Politics Programme, Copenhagen Business School
Fall 2008, Fall 2007

(Student evaluation: overall evaluation of instructor: 4.3 of a 5 point Scale, 5 being best)

'International Economics', International Business Programme, Copenhagen Business School
Spring 2009, Spring 2008

(Student evaluation: overall evaluation of instructor: 4.2 of a 5 point scale, 5 being best)

'Macro Economics', Copenhagen Business School
Spring 2005, Fall 2004

(Student evaluation: overall evaluation of instructor: Spring 2005: 4.2 of a 5-point scale, 5 being best)

'Industrial Organization', Copenhagen Business School

(Student evaluation: overall evaluation of instructor: 4.2 of a 5-point scale, 5 being best)

Fall 2004

'International Trade Theory', Johns Hopkins University-SAIS

Spring 2004, 2 classes Fall 2003, Spring 2003, 2 classes Fall 2002.

(Student evaluation: overall evaluation of instructor Spring 2004: 1.3 of a 5-point scale, 1 being best)

'Applied Econometrics', Johns Hopkins University-SAIS

Spring 2004, Spring 2003

(Student evaluation: overall evaluation of instructor: Spring 2004: 1.1 of a 5-point scale, 1 being best)

'New Economy', University of Copenhagen, Denmark

Fall 2000

(Student evaluation: overall evaluation of instructor: 4.4 of a 5-point scale, 5 being best)

'International Economics', University of Iceland

Fall 1996

Macro- and Microeconomics (TA), University of Aarhus and Copenhagen Business School.

Spring 1991-Fall 1996

Ph.D. Supervision

- Marie Kruse Skibsted 2012 to present, Department of Economics, Copenhagen Business School
- Alexandre Narciso, 2009 to present, Department of Economics, Copenhagen Business School
- Henrik Fosse, 2009 to 2012, Department of Economics, Copenhagen Business School
[Present employment: Centre for Economic and Business Research]
- Esben Anton Schultz, 2006 to 2011, Department of Economics, Copenhagen Business School
[Present employment: Danish Council of Economic Advisors]
- Christian Scheuer, 2005 to 2009, Department of Economics, Copenhagen Business School
[Present employment: Bain & Company]

Miscellaneous

Supervision of numerous MSc students and BA students at University of Copenhagen and Copenhagen Business School

Courses in Economics at Mærsk International Shipping Education (MISE)

Curriculum Vitae

June 2013

Personal Data:

Name: Nikolaj Malchow-Møller
Private Address: Westermansvej 2, DK-5230 Odense M., Phone: (+45) 4373 4440.
Date of Birth: September 1, 1973.
Marital Status: Married to: Cand. Psych. Aut. Tina Jellesmark Malchow-Møller.
Children: Joachim (born 1998), Valdemar (born 2003) and Arthur (born 2010)

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University of Southern Denmark (SDU)
Campusvej 55, DK-5230 Odense M.
Phone: (+45) 6550 2109
Mobile: (+45) 2058 5123
e-mail: nmm@sam.sdu.dk
web: <http://www.sdu.dk/staff/nmm.aspx>

Education:

- Ph.D., University of Aarhus, Department of Economics, 2002.
Thesis: “Dynamic Behaviour and Agricultural Households in Nicaragua”.
Visitor, Universidad Nacional Autónoma de Nicaragua (UNAN), January-May 2001.
Visitor, University of Oxford, Centre for the Study of African Economies, June-July 2000.
Visitor, University of Copenhagen, Institute of Economics, October 2001-February 2002.
- MSc in Economics and Econometrics with distinction, University of Southampton, 1998.
- B.A. in Economics, University of Aarhus, 1996.
- Matematisk studentereksamen (upper secondary school), Svendborg Gymnasium, 1992.

Employments:

- Head of Department, Department of Business and Economics, University of Southern Denmark, August 2009 – present
- Professor, Department of Business and Economics, University of Southern Denmark, February 2012 - present.
- Professor (mso), Department of Business and Economics, University of Southern Denmark, June 2009 – January 2012.
- Director of Research, Centre for Economic and Business Research (CEBR), January 2005 – December 2009.
- Associate Professor, Department of Business and Economics, University of Southern Denmark, September 2004 – May 2009.
- Deputy Director of Research, Centre for Economic and Business Research (CEBR), November 2003 – December 2004.
- Research Fellow, Centre for Economic and Business Research (CEBR), August 2002 – November 2003.
- External Associate Professor, Institute of Economics, University of Copenhagen, September 2002 - January 2003 and September 2003 - January 2004.
- Research Assistant, Institute of Economics, University of Copenhagen, February 2002 – July 2002.
- Ph.D. Student, Department of Economics, University of Aarhus, July 1998 – February 2002.
- Military service, September 1992 - June 1993.

Awards:

- Best Paper Prize 2010 for papers published in the Journal of International Trade and Economic Development in 2010.
- Grundfos Prize, Poul Due Jensen's Foundation, 2003
- McKinsey Award, for top BA degree, University of Aarhus, 1996
- Schrumbske Mindelegat for top high school degree, Svendborg Gymnasium, 1992

Research Management:

A. Employment and education:

- Head of Department, Department of Business and Economics, University of Southern Denmark, since August 2009.
- Director of Research at CEBR, January 2005-December 2009.
- Research Management Course, Copenhagen Business School, September 2006-February 2007.

B. Research grants (> DKK 0.5 million):

- Danish Development Research Council (RUF): DKK 1.3 million (Ph.D Project: "Microeconomic Imperfections and Structural Factors in Nicaraguan Agriculture"), 1998.
- Danish Agency for Enterprise and Construction (EBST): DKK 3.0 million. (Project: "Entrepreneurship, Human Capital and the Labour Market"), 2003.
- The Rockwool Foundation Research Unit: DKK 3.6 million (Project: "The EU Enlargement and the Danish Labour Market"), 2005.
- The Rockwool Foundation Research Unit: DKK 2.5 million (Project: "The Danish Balance of Qualifications (Danmarks Kvalifikationsbalance)", 2009.
- The Industry Foundation: DKK 12 million (Project: "Advanced Automation Investment Model").
- The Rockwool Foundation Research Unit: DKK 1.2 million (Project: "Employment Effects of Entrepreneurship (Beskæftigelseeffekter af iværksættere)", 2011.
- The Danish Council for Strategic Research: DKK 18.3 million (Project: "CARMEN: Center for Advanced Robotic Manufacturing Engineering"), 2012.

C. Organizer of conferences/workshops:

- Organiser of CEBR conference on "Success in Entrepreneurship", February 11, 2010.
- Organiser of CEBR conference on "Entrepreneurship: Occupational Choice and Financing", Copenhagen, June 6-7, 2006.
- Organiser of CEBR workshop on "Governance and Development in the Middle East and North Africa", Copenhagen, January 17, 2006.
- Organiser of CEBR workshop on "Entrepreneurship", Copenhagen, October 10-11, 2004.

Research Areas:

- International economics: Trade, FDI and immigration
- Development economics
- Entrepreneurship

Teaching and Supervision:

A. Courses:

- Advanced Development Economics, fall 2002, University of Copenhagen.
- Advanced Development Economics, fall 2003, University of Copenhagen.
- Økonomi (Analytical and Descriptive Economics), fall 2004, University of Southern Denmark.

- Advanced Econometrics, spring 2005, University of Southern Denmark
- Økonomi (Analytical and Descriptive Economics), fall 2005, University of Southern Denmark.
- Økonomi (Analytical and Descriptive Economics), fall 2006, University of Southern Denmark.
- Økonomi (Analytical and Descriptive Economics), fall 2007, University of Southern Denmark.
- Microeconometrics, spring 2008, University of Southern Denmark
- Development Economics, spring 2008, University of Southern Denmark.
- Economics of Globalization, spring 2008, University of Southern Denmark.
- Microeconometrics, spring 2009, University of Southern Denmark
- Development Economics, spring 2009, University of Southern Denmark.
- Økonomisk vækst (Economic Growth), spring 2010, University of Southern Denmark.
- Development Economics, spring 2010, University of Southern Denmark.
- Konkurrence og markeder (Industrial Organization), fall 2012, University of Southern Denmark.

B. Supervision of Ph.D. students:

- Bertel Schjerning (co-supervisor), University of Copenhagen, 2003-2007
- Sanne Schroll (main supervisor), University of Southern Denmark, 2005-2009
- Claus Aastrup Jensen (main supervisor), University of Southern Denmark, 2006-2010
- Jannick Damgaard (co-supervisor), University of Southern Denmark, 2007-2011
- Andreas Kuchler (main supervisor), University of Southern Denmark, 2008-2011
- Jonas Helth Lønborg (main supervisor), University of Southern Denmark, 2009-2013
- Ole Dahl Rasmussen (main supervisor), University of Southern Denmark, 2010-2013

C. Miscellaneous

- Supervision of MSc students and BA students at the University of Copenhagen and the University of Southern Denmark
- Courses in Economics at Mærsk International Shipping Education (MISE)

Refereeing:

Agricultural Economics; BE Journals in Macroeconomics; CESifo Economic Studies; European Economic Review; Financial Review, FinansArchiv; Growth and Change; Journal of Agricultural Economics; Journal of Applied Econometrics; Journal of Business Venturing, Journal of Common Market Studies, Journal of Economic Dynamics and Control; Journal of Forest Products Business Research; Journal of Income Distribution; Journal of Economic Behavior & Organization; Nationaløkonomisk Tidsskrift; Regional Science and Urban Economics; Scandinavian Journal of Economics; Small Business Economics; Southern Economic Journal; The World Economy

Membership of Evaluation Committees

- Juan Edgar Ponce C. (PhD dissertation), Royal Veterinary and Agricultural University, Denmark, 2006.
- Arun Rijal (PhD dissertation), University of Copenhagen, 2007.
- Position as Assistant Professor, Centre for Forest Landscape and Planning, University of Copenhagen, 2007.
- Position as Post doc, Centre for Forest Landscape and Planning, University of Copenhagen, 2008.
- Position as Assistant Professor, Institute of Food and Resource Economics, University of Copenhagen, 2008.
- Position as Senior Researcher, Institute of Food and Resource Economics, University of Copenhagen, 2008.

- Eduardo Sandoval Hurtado (PhD dissertation), University of Copenhagen, 2009.
- Øystein Juul Nielsen (PhD dissertation), University of Copenhagen, 2010.
- Position as Professor with special responsibilities in development microeconomics, Institute of Food and Resource Economics, University of Copenhagen, 2010.
- Firew Bekele Woldeyes (PhD dissertation), University of Aarhus, 2011.
- Position as Assistant Professor in Microeconomics, Department of Economics, Copenhagen Business School, 2012.

Language Proficiencies:

- Speaks/writes fluently: Danish and English.
- Speaks/writes: Spanish.
- Understands: French and German.

Publication List:

A. Theses, Books, and Monographs:

1. Danmarks Kvalifikationsbalance, 2011, Gyldendal (with Jakob Roland Munch og Jan Rose Skaksen).
2. Indblik i statistik – for samfundsvidenskab, 2010, Academica (with Allan Würtz)
3. Det danske arbejdsmarked og EU-udvidelsen mod øst, 2009, Gyldendal (with Jakob Roland Munch og Jan Rose Skaksen).
4. Denmark and the Information Society: Challenges for Research and Education Policy, 2003, DJOEF Publishing, Copenhagen (with Svend E. Hougaard Jensen, Ulrich Kaiser, Jan Rose Skaksen and Anders Sørensen).
5. Indblik i statistik – en grundbog for videregående uddannelser, 2003, Gyldendal Undervisning, Copenhagen (with Allan Würtz).
6. Dynamic Behaviour and Agricultural Households in Nicaragua, 2002, Ph.D. thesis, University of Aarhus.
7. Matematik og økonomi, 2001, Gyldendal Undervisning, Copenhagen (with Jens Jakob Nordvig-Rasmussen).

B. Articles in English in Peer-Reviewed International Journals/Books:

8. “Immigrant Workers and Farm Performance – Evidence from Matched Employer-Employee Data”, *American Journal of Agricultural Economics*, forthcoming (with Jakob Roland Munch, Claus Aastrup Seidelin and Jan Rose Skaksen)
9. “The Welfare Effects of Business-Cycle Induced Immigration”, *Journal of International Trade and Economic Development*, forthcoming (with Jan Rose Skaksen).
10. “Foreign Firms, Domestic Wages”, *Scandinavian Journal of Economics*, 115, 292-325 (with James R. Markusen and Bertel Schjerning).
11. “Do Immigrants Affect Firm-Specific Wages?” *Scandinavian Journal of Economics*, 114, 1267-1295, 2012 (with Jakob Roland Munch and Jan Rose Skaksen).
12. “Walking the Talk: The Need for a Trial Register for Development Interventions”, *Journal of Development Effectiveness*, 3, 502-519, 2011 (with Thomas Barnebeck Andersen and Ole Dahl Rasmussen).

13. “Is Self-Employment Really a Bad Experience? The effects of Previous Self-Employment on Subsequent Wage-Employment Wages”, *Journal of Business Venturing*, 26, 572-588, 2011 (with Ulrich Kaiser).
14. “Taxes, Tuition Fees and Education for Pleasure”, *Journal of Public Economic Theory*, 13, 189-215, 2011 (with Søren Bo Nielsen and Jan Rose Skaksen).
15. “The Returns to Education in Entrepreneurship: Heterogeneity and Non-Linearities”, *Entrepreneurship Research Journal*, 1 (3), Article 5, 2011 (with Jens Iversen and Anders Sørensen).
16. “Entrepreneurship, Job Creation, and Wage Growth”, *Small Business Economics*, 36, 15-32, 2011 (with Anders Sørensen and Bertel Schjerning).
17. “Returns to Schooling in Self-Employment”, *Economics Letters*, 109, 179-182, 2010 (with Jens Iversen and Anders Sørensen).
18. “Does Coordination of Immigration Policies among Destination Countries Increase Immigration?”, *Journal of International Trade and Economic Development*, 19, 357-384, 2010 (with Claus Aastrup Jensen and Jan Rose Skaksen).
19. “International Trade in Services: Evidence from Danish Micro Data” *Nationaløkonomisk Tidsskrift (Danish Economic Journal)*, 148, 86-107, 2010 (with Vibeke Borchsenius, Jakob Roland Munch and Jan Rose Skaksen).
20. “Labour Market Institutions, Learning, and Self-Employment”, *Small Business Economics*, 35, 35-52, 2010 (with James R. Markusen and Jan Rose Skaksen).
21. “Explaining Cross-Country Differences in Attitudes towards Immigration in the EU-15”, *Social Indicators Research*, 91, 371-390, 2009 (with Jakob Roland Munch, Sanne Schroll and Jan Rose Skaksen).
22. “Attitudes towards Immigration - Perceived Consequences and Economic Self-Interest”, *Economics Letters*, 100, 254-257, 2008 (with Jakob Roland Munch, Sanne Schroll and Jan Rose Skaksen).
23. “Defining and Measuring Entrepreneurship”, *Foundations and Trends in Entrepreneurship*, 4(1), 1-63, 2008 (with Jens Iversen and Rasmus Jørgensen).
24. “Strategic Interaction in Undeveloped Credit Markets”, *Journal of Development Economics*, 86, 275-298, 2006 (with Thomas Barnebeck Andersen).
25. “The Buffer-Stock Consumption Model with Endogenous Income Shifts”, *Contributions to Macroeconomics*, 5 (1), Article 6, 2005 (with Bo Jellesmark Thorsen).
26. “Wage-Labour Activities by Agricultural Households in Nicaragua”, *Journal of Development Studies*, 41, 1221-1245, 2005 (with Michael Svarer).
27. “Repeated Real Options: Optimal Investment Behaviour and a Good Rule of Thumb”, *Journal of Economic Dynamics and Control*, 29, 1025-1041, 2005 (with Bo Jellesmark Thorsen).
28. “Changes in Demand for Skilled Labour in Denmark - A Disaggregate Perspective”, *Nationaløkonomisk Tidsskrift (Danish Economic Journal)*, 142, 2004, 67-80 (with Jan Rose Skaksen).
29. “Real-Options Aspects of Adjacency Constraints”, *Forest Policy and Economics*, 6, 261-270, 2004 (with Niels Strange and Bo Jellesmark Thorsen).

30. “Estimation of the Multinomial Logit Model with Random Effects”, *Applied Economics Letters*, 10, 389-392, 2003 (with Michael Svarer).
31. “Afforestation as a Real Option: Choosing among Options”, in Helles, F., N. Strange, and L. Wichmann (eds.): *Recent Accomplishments in Applied Forest Economics Research*, pp. 73-80, 2003, Kluwer (with Bo Jellesmark Thorsen).

C. Articles in Danish in Nordic Journals/Books:

32. “Indvandringen til Danmark – har det kostet danskere deres arbejde? ” in *Søkelys på Arbejdslivet*, 26, 135-146, 2009 (with Jakob Roland Munch and Jan Rose Skaksen).
33. “De økonomiske konsekvenser af indvandring – er danskerne klar over, hvad de er? ”, in S.E.H. Jensen (ed.): *Design og styring af institutioner – økonomiske essays til ære for Niels Blomgren-Hansen*, Handelshøjskolens Forlag, 99-122, 2009 (with Jan Rose Skaksen).
34. “Udenlandsk arbejdskraft i Danmark”, *Økonomi & Politik*, 81, 18-32, 2008 (with Jakob Roland Munch and Jan Rose Skaksen).
35. “Mobilitet af håndværksydelse i Danmark”, *Nationaløkonomisk Tidsskrift*, 145, 113-143, 2007 (with Jakob Roland Munch and Jan Rose Skaksen).
36. “Holdninger til immigration - Er danskerne specielle? ”, *Nationaløkonomisk Tidsskrift*, 145, 59-82, 2007 (with Jakob Roland Munch, Sanne Schroll and Jan Rose Skaksen).
37. “Danmark i videnssamfundet – udfordringer for forsknings- og uddannelsespolitikken”, *Samfundsøkonomen*, 7, 2003, 4-11 (with Svend E. Hougaard Jensen, Ulrich Kaiser, Jan Rose Skaksen and Anders Sørensen).

D. Feature Articles:

38. “Køn er afgørende for iværksætterlyst”, *Analyse, Berlingske Politiko*, October 1, 2012 (with Martin Junge).
39. “Stor ståhej om mikroskopiske lån i bistandsarbejdet”, kronik, *Kristeligt Dagblad*, February 1, 2011 (with Thomas Barnebeck Andersen og Ole Dahl Rasmussen).
40. “Hvad skaber en succesfuld iværksætter? ”, *Alumnebladet*, University of Southern Denmark , March, 2009.
41. “Udfordringer for forskningspolitikken”, kronik, *Jyllands-Posten*, May 20, 2003 (with Svend E. Hougaard Jensen, Ulrich Kaiser, Jan Rose Skaksen and Anders Sørensen).
42. “Skræddersy uddannelserne”, kronik, *Politiken*, August 12, 2003 (with Svend E. Hougaard Jensen).

E. Agency Reports:

43. “Forskningsreview om international rekruttering”, 2013, *report prepared for the Danish Agency for Labour Retention and International Recruitment*.
44. “Forhøjet tobaksafgift – påvirkning af tobaksforbrug, grænsehandel samt statens afgiftsprovener”, 2012, *report prepared for Vidensråd for Forebyggelse* (with Mickael Bech, Gintautas Bloze and Amra Rizvanovic).
45. “Entrepreneurship, Human Capital and the Labour Market”, 2007, *report prepared for the National Agency for Enterprise and Construction, Danish Ministry of Economics and Business Affairs* (with Anders Sørensen).

46. “Equality of Opportunity in EU Law and Economic Implications of Human Rights Phase II”, 2005, *report prepared for the World Bank* (with Peter Hjertholm, Thomas B. Andersen, Morten Bennedsen and Jens Kovsted).
47. “Videninvesteringer, produktivitet og velstand”, 2005, *report prepared for Dansk Industri* (with Svend Erik Hougaard Jensen and Anders Sørensen).
48. “Debt Sustainability in Mozambique”, 2005, report prepared for the Danish International Development Agency, *DANIDA*.
49. “Institutions and Growth – a Literature Survey”, 2005, report prepared for DANIDA (with Morten Bennedsen and Frederik Vinten).
50. “Appraisal: Proposal for Danish Multi-Year Budget Support to Mozambique”, 2004, report prepared for DANIDA, Danish Ministry of Foreign Affairs (with Morten Elkjær).
51. “Globalisering og ulighed på det danske arbejdsmarked”, 2003, report prepared for the Danish Ministry of Economics and Business Affairs (with Jan Rose Skaksen).
52. “Pre-Appraisal: Danish Budget Support to Bolivia”, 2003, report prepared for DANIDA, Danish Ministry of Foreign Affairs (with Ole Winckler Andersen and Trine Mønsted).

F. Recent Working Papers

53. “Do Foreign Experts Increase the Productivity of Danish Firms?” (with Jakob Roland Munch and Jan Rose Skaksen)
54. “Success in Entrepreneurship: A Complementarity between Schooling and Wage-work Experience” (with Jens Iversen and Anders Sørensen).
55. “Running in the Family: Parental Role Models in Entrepreneurship” (with Anders Hoffmann and Martin Junge)
56. “Services Trade, Goods Trade and Productivity Growth: Evidence from a Population of Private Sector Firms” (with Jakob Roland Munch and Jan Rose Skaksen).