

## Firms in international trade

**In the last two decades the international trade literature has shifted its focus from countries and sectors to firms and the main unit of analysis. Looking at firms has proven an extremely fruitful approach to understand the effects of trade liberalization and globalization on economic systems. Many new stylized facts have emerged that challenge traditional trade theories and new explanations have been proposed. Advances in theoretical modeling and empirical investigations have moved hand-in-hand to shed light on the existence of large and persistent heterogeneity across firms, and on the role that these differences play in shaping aggregate outcomes. Yet, several interesting questions remain open, and this area of research continues to be very active.**

Exploiting firm-level datasets that combine balance-sheet information with detailed data on the values and the quantities involved in export and import transactions and using cutting-edge empirical tools, the research will deal with issues that have been attracting a lot of attention in recent years.

Possible research topics concern the analysis of multi-product firms; the dynamics and determinants of firms' mark-ups and pricing to market strategies; the relevance of quality and innovation activities in shaping a firm's international competitiveness; the interplay between credit access and a firm's international activities. Other potential topics can be identified by looking at the publications and research interests of the faculty members active in this field.

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