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Philippine Center for
Economic Development

present a seminar on

Firm Export Survival: The Case of the Philippines

by

Jean-Marie Viaene

**10 December 2015, Thursday
4:00 - 5:00 p.m. - Room 303**

Abstract:

This paper explores the firms export dynamics in emerging economies where local firms face stiff foreign competition, both at home and abroad, and thus compelled to choose the level of quality in which to export. We develop and test a model of vertical product differentiation where the link between export performance and product quality is central. The impact of other governmental decisions are investigated as well. A rich and new firm-level data base is employed, which matches the firm-coded trade transactions data (7-digit) of Philippine manufacturing firms, with their corresponding firm survey data from 1996-2007. Using discrete survival analysis, we delve into the determinants of exporting resilience. Market uncertainties, particularly those linked to exchange rates and transport costs increase the probability of firm exit as expected. Export survival rates are highest among firms that select a product quality contained in the interval between the median and mean of the international distribution of product quality. In contrast, those choosing a quality located at both ends of this distribution have the least chance of survival.

About the speaker:

JEAN-MARIE VIAENE is Professor of Economics at the Erasmus School of Economics, Erasmus University Rotterdam, the Netherlands. He is also Research Fellow at CESifo (Munich) and at the Tinbergen Institute. His research in the area of international economics has been published in many leading academic journals including *International Economic Review*, *Journal of International Economics*, *European Economic Review*, *Journal of Economic Dynamics and Control*, and the *Journal of International Money and Finance*.



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