Andrea Ariu

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Personal

Born on 16/06/1984 in Sassari, Italy
Gender: male
Marital Status: married, 3 children
Nationality: Italian

Current Positions

2022-now	Associate Professor, University of Milan, Italy
2019-now	CEPR Research Affiliate
2017-now	CESifo Research Fellow
2019-now	Research Fellow, Centro Luca d'Agliano, Italy
2018-now	FREIT Editorial Board Member
2014-now	Research Associate, CRENOS, Italy

Past Positions

2019-2022	Assistant Professor (RTDB), University of Milan, Italy
2017-2020	Research Fellow, ifo Institut, Germany
2017-2019	Assistant Professor, LMU Munich, Germany
2015-2017	Post-Doc, Department of Economics, University of Geneva.
2014-2015	Robert M. Solow Post-Doctoral Fellow, McDonough Business School, Georgetown University, USA
2011-2014	Research Fellow Fond National Recherche Scientifique, Belgium
2010-11	Researcher, National Bank of Belgium
2009-2014	Doctoral Researcher IRES, Université catholique de Louvain, Belgium

Education

04/2014	Ph.D. in Economics, Université catholique de Louvain, Belgium.
09/2008	M.Sc. in Economics and Social Sciences UCLouvain, and Bocconi University.
07/2006	BA in Economics of International Markets & New Technologies, Bocconi University.

Research Interests

International Trade, International Migration.

Publications

"Immigration and the Slope of the Labor Demand Curve: The Role of Firm Heterogeneity in a Model of Regional Labor Markets" (with T. Müller and T. Nguyen) CEPR DP18091.
The Economic Journal, 2026, ueag130.

"Service Imports, Workforce Composition, and Firm Performance: Evidence from Finnish Microdata", ***European Economic Review***, 2026, Vol. 188, 105381. (with J. B. Jensen, K. Nilsson-Hakkala and S. Tamminen)
- *Featured in VoxEU.org*

"Trade in Services" Forthcoming in Elgar ***Encyclopedia of International Trade***. Jha Priyaranjan and Devashish Mitra, editors. Edward Elgar, Northampton, Mass. (with Anca Cristea).

"GVCs, Digitalisation and Services in Africa: What We Know and What We Would Like to Know" in Ferracane and Nordås ed. "Digital Trade in Africa: A Research Agenda", European University Institute, 2026, 102 117. (with J. de Melo and J.-M. Solleder)

"Trade in Business Services' Booms: The Case of Ghana"
International Economics, 2025, Vol. 183, 100598.

"Services' Trade in Africa: Structure and Growth", ***The World Economy***, 2023, Vol. 46(11), 3345 3366. (with Laura Ogliari) Special Issue on "Global Value Chains in Africa"

"Foreign Workers, Product Quality and Trade: Evidence from a Natural Experiment", ***Journal of International Economics***, 2022, Vol. 139(C).
- *Featured in Faculti* and VOXEU.

"One Way to the Top: How Services Boost the Demand for Goods", ***Journal of International Economics***, 2020, Vol. 123 (with Florian Mayneris and Mathieu Parenti)

"Interconnections Between Services and Goods Trade" ***Journal of International Economics***, 2019, Vol. 116, 173-188. (with Holger Breinlich, Gregory Corcos and Giordano Mion)

"Crisis-Proof Services: Why Trade in Services Did Not Suffer During the 2008-2009 Collapse" ***Journal of International Economics***, 2016, Vol 98, 138-149.
- *Winner of the "2015 Geneva International Award" (from the Swiss Network for International Studies)*
- *Featured in VoxEU.org and GEP*

"Governance Quality and Net Migration Flows" ***Regional Science and Urban Economics***, 2016, Vol. 60, 238-248. (with Frederic Docquier and Mara P. Squicciarini)

"Services Versus Goods Trade: A Firm Level Comparison" ***Review of World Economics***, 2016, Vol. 152(1), 19-41.
- *Featured in VoxEU.org*

"Firm Heterogeneity and Aggregate Business Services Exports: Micro Evidence from Belgium, France, Germany and Spain", ***The World Economy***, 2019, Vol. 42(2), 564-589, (with E. Biewen, S. Blank, G. Gaulier, M.J. González, P. Meinen, D. Mirza, C. Martín, P. Tello)

"Trade in Services and Occupational Tasks: An Empirical Investigation" ***The World Economy***, 2017 Vol.40(9), 1866-1899. (with Giordano Mion)
➢ *Featured in VoxEU.org*

"The Balance of Brains: Corruption and High-Skilled Migration" ***EMBO Reports*** 2013 Vol. 14, Pages 502-504 (with Mara P. Squicciarini)
➢ *Featured in ElPais*

"Determinants and Consequences of International Migration" in Biagi, Faggian, Rajbhandari and Venhorst ed. *"New Frontiers in Interregional Migration Research"* Springer, 2018.

Working Papers

"The Micro and Macro of a Large and Sudden Devaluation" (with G. Rivolta), Working Paper 146, Department of Economics and Finance, Università Cattolica del Sacro Cuore, 2025.

"The Language of Services Trade: English Proficiency and Export Success in Emerging Asia" (with K. Nilsson-Hakkala), SSRN Working Paper.
R&R at ***Journal of International Economics***

Work in Progress

"Trade Miracles? Services Take-offs and the New Escalator of Development"

"Labor Unrest and Political Polarization: Evidence from 19th Century France" (with M. Morelli, U. Platini, and M.P. Squicciarini)

"On the Mystery of the Missing Trade in Services"

Research Visits

2026-2027	Paris School of Economics, France (sabbatical leave)
2022-2023	Department of Economics, Harvard University
2016	Center for Economic Performance, London School of Economics, UK
2012	Department of Economics, Stanford University, California, USA.
2011	Center for Economic Performance, London School of Economics, UK
2010	Department of Economics, London School of Economics, UK.

Teaching

2026	International Economics and Policy (BA), University of Milan
	Business, Governments and the Global Economy (BA), UniCatt Milan
	Economia Internazionale (BA), University of Milan
	Governments and the Global Economy (BA), University of Milan
2025	International Economics and Policy (BA), University of Milan

	Business, Governments and the Global Economy (BA), UniCatt Milan
	International Monetary Economics (BA) ISPI
	Economia Internazionale (BA), University of Milan
	Governments and the Global Economy (BA), University of Milan
2024	International Economics and Policy (BA), University of Milan
	Business, Governments and the Global Economy (BA), UniCatt Milan
	Governments and the Global Economy (BA), University of Milan
2023	International Economics and Policy (BA), University of Milan
	International Macroeconomics (BA), University of Milan
	Statistics (BA), University of Milan
	Governments and the Global Economy (BA), University of Milan
2022	Business, Governments and the Global Economy (BA), UniCatt Milan
	International Economics and Policy (BA), University of Milan
	Governments and the Global Economy (BA), University of Milan
2021	Business, Governments and the Global Economy (BA), UniCatt Milan
	International Economics and Policy (BA), University of Milan
	International Trade (PhD), The Graduate Institute
2020	Business, Governments and the Global Economy (BA), UniCatt Milan
	International Economics and Policy (BA), University of Milan
	International Trade (PhD), The Graduate Institute
2018	International Trade (PhD), LMU Munich
2017	International Trade (BA), Sciences Po Dijon
2016	International Trade (PhD), The Graduate Institute.
2014	International Trade (BA), Georgetown University.

Supervision

2023-2025	Supervisor of a post-doctoral researcher, PRIN "The Sustainability of Global Value Chains", University of Milan
2024-2025	External member, PhD evaluation committee, University of Vienna
2023-2024	External member, PhD evaluation committee, Estonian Business School

Editorial and Evaluation Activity

2023-2025	Special Issue Editor "Technology and Trade: Micro/Macro Heterogeneity", International Economics
2025	Evaluator, Swiss National Science Foundation (funding projects)
2021	Evaluator, ANVUR, VQR 2015-19 (research outputs)

Refereeing Activity

American Economic Journal: Economic Policy, American Economic Review: Insights, Canadian Journal of Economics, Economic Journal, Economica, European Economic Review, Industrial and Corporate Change, International Economics, International Review of Economics and Finance, Labour, Labor Economics, Journal of Economic Geography, Journal of Evolutionary Economics, Journal of International Economics, Journal of International Trade & Economic Development, Journal of Political Economy, Journal of Population Economics, Journal of the European Economic Association, Portuguese Economic Journal, Review of

Economics and Statistics, Review of International Economics, Review of World Economics, Scandinavian Journal of Economics, The World Economy.

Conferences and Seminars

2026 STEP Seminar, Sciences Po; Université Paris Dauphine; Université Paris 1 Panthéon-Sorbonne; Banque de France; CEPR Symposium

2025 The Sustainability of Global Value Chains Workshop, Parthenope University Naples; European Trade Study Group, Politecnico di Milano,

2024 Economics Seminar University of Nuremberg-IAB; Trade in Services Workshop Nairobi, Kenya; Trade in Services Data Workshop, Central Bank of Uruguay; US International Trade Commission Seminar, Economics Seminar, OECD Conference on Trade in Services; Tübingen University, CEPR Symposium, Bank of France.

2023 Economics Department Seminar, Indiana University; Economics Department Seminar, University of Oregon. Economics Seminar, Federal Reserve Board (Washington DC), Trade Day, Boston University.

2022 Migration and the Macroeconomy, Bocconi University; AERC Workshop. Sardinian Empirical Trade Conference, University of Cagliari; Harvard-MIT International Trade Lunch Seminar, Harvard University; International Trade Seminar, Boston College.

2021 DEMM Brownbag Seminar (webinar), International Economics Seminar, University College Dublin (webinar), ETOS (webinar) ETSG, Ghent University (online), Trade Policy Research Seminar Series, Inter-American Development Bank (webinar), Euro-Latin Network on Integration and Trade (ELSNIT) Conference (online), Inter-American Development Bank (online), Paris International Economics Seminar, Sciences Po.

2020 Alp-Pop Conference, LaThuile. Economics Seminar University of Salento (webinar), Migration, Globalization and the Knowledge Economy, Bocconi University (web-workshop), Munich International Economics Seminar, LMU (webinar), Brock University Economics Seminar (webinar).

2019 International Economics Workshop, Göttinghen University; Economics Seminar, Catholic University of Milan; CESifo Global area conference, ifo; Workshop on International Economics Networks, ETSG Bern, 60th Italian Economic Association Meeting, University of Palermo, ECB/CEPR Conference on Labour Markets.

2018 International Economics Workshop, Göttinghen University; CRC Workshop Humboldt University Berlin; Economics Seminar, University of Cagliari. Trade Policy, Inclusiveness and the Rise of the Service Economy, WTO; Io and Trade Seminar, LMU; TIGN conference Pontificia Universidad Catolica de Peru. CESifo Global area conference, ifo. CEMIR Seminar, ifo. SETC, University of Cagliari. ETSG Warsaw University; CRC retreat Olhstadt; Departmental Seminar, University of Milan; Junior Faculty Retreat, Ammersee; Research Seminar, IMF; EIIT Conference, Purdue University; OECD Migration Conference, Paris; Departmental Seminar, University of Lugano.

2017 Departmental Seminar, Ecole Polytechnique; Departmental Seminar, Haifa University; Departmental Seminar, Aarhus University; Departmental Seminar,

	Aix-Marseille School of Economics; International Economics Seminar, National Bank of Belgium; Departmental Seminar, Ludwing Maximillian University Munich; Economics Seminar, Bank of Italy; Departmental Seminar, IMT Lucca; Departmental Seminar, Trinity College; DG Growth, European Commission; ITSG University of Bergamo. Petralia Conference, Italy. ETSG, University of Florence. Jonior Professors Retreat, LMU Munich; Economics Seminar, Bank of England; Torcuato di Tella, Argentina; RedIbero Conference.
2016	Brownbag seminar, University of Geneva; Departmental Seminar, Graduate Institute; Australasian Trade Workshop, University of Adelaide; Departmental Seminar, Singapore Management University. FREIT, University of Ljubljana. EIIT, European University Institute. EEA Meeting, University of Geneva. DEGIT, Nottingham University. EGI, University of Bari. ETSG, Aalto University. Economics Seminar, Université Cergy Pontoise; SAEe, Bilbao Spain; Econometric Society Winter Meeting, University of Edinbrough, University of Tübingen.
2015	Trade Study Group Washington DC; Australasian Trade Workshop, University of Sydney; Trade Seminar, Georgetown University; Trade Study Group Washington DC; Université Sorbonne, Paris; CAED Conference, Istanbul.
2014	Brownbag seminar, Erasmus University; CompNet Conference, Bank of Italy; EIST Conference, TED University, Turkey;
2013	Doctoral Workshop, UCLouvain, Belgium; XIII RIEF Conference, Université Sorbonne; FREIT Conference, University of Ljubljana; ITSG, University of Ancona; CompNet Meeting, ECB; ETSG, Birmingham University; Midwest International Trade Conference, Michigan University; InterAmerican Development Bank; SAE Meetings, Universidad de Santander.
2012	Midwest International Economics Conference, Indiana University; GIST Conference, University of Sassari; EGI, University of Bari; ETSG, Leuven.
2011	ETSG, Copenhagen Business School; 26th European Economic Association Conference, University of Oslo; APTS, University of Hawaii at Manoa; 3rd GIST Conference, University of Stockholm; LEITC, University of Ljubljana; Royal Economic Society, Royal Holloway University of London; ITSG University of Milan; EDP Jamboree, Bonn; Doctoral Workshop, UCLouvain.
2010	FIW University of Vienna; NBB Bi-annual Conference; ETSG Lausanne; EGI, University of Bari; GIST, University of Ljubljana; EDP, UPF.

Conferences and Seminars Organization

2025	Italian Trade Study Group, Milan, Italy
2025	Workshop on the Sustainability of GVCs, Milan, Italy
2024	Naples Trade and Development Workshop, Naples, Italy
2017-2026	Sardinian Empirical Trade Conference (SETC), Cagliari, Italy.
2017	High-Skilled Migration Workshop, Geneva.
2013	Doctoral Workshop, Louvain la Neuve, Belgium.
2012	Globalization, Investment and Services Trade Conference (GIST), Italy.

Institutional Responsibilities

2025-	Director of the Students-Professor Committee, IPLE, University of Milan
2024-	Member of the teaching board, BA in International and European Studies, University of Milan and University of Pavia
2023-	Space Committee, University of Milan
2023-2025	Post-Docs (RTD-A) evaluation committee, University of Milan
2022-2026	Editor of the Working Paper series, DEMM, University of Milan
2021-2022	Organizer of the DEMM Seminar Series in Economics, University of Milan
2019-	Member of the PhD teaching board in Economics, University of Milan and University of Pavia
2019-	Member of the teaching board, BA in International Politics, Law and Economics, University of Milan and University of Pavia
2019-	Reference professor (docente di riferimento), BA in International Politics, Law and Economics, University of Milan
2017-2019	Organizer of the Munich International Economics Seminar, LMU University
2017-2019	Recruiting Committee, LMU University Munich
2017-2019	Placement Committee, LMU University Munich
2016-2017	Organizer of the Economics Departmental Seminar, University of Geneva

Outreach and Third Mission

2026	Speaker, "Training of Trainers for Trade in Services", UNECA, Nairobi, Kenya (delegations of Tanzania, Nigeria, Mauritania and Ghana)
2025	Speaker, "International Multi-Stakeholder Conference on Promoting Trade in Services and Strengthening Financial Services Value Chains in Africa", UNECA, Addis Ababa, Ethiopia
2025	Expert guest, talk show "L'ora della Verità", Byoblu TV
2024	Speaker, "Training of Trainers for Trade in Services", UNECA, Nairobi, Kenya
2020	Co-editor of the quarterly report on Lombardy firms, Unioncamere Lombardia

Languages

Italian:	Mother Tongue.
English:	Advanced, CAE, "Certificate in Advanced English", 2008.
French:	Advanced, DALF, "Diplome Approfondi de Langue Française", 2008.

Fellowships and Awards

2020-2021	VisitINPS Scholar for the project "Worker and Firm Level Consequences of International Labor Mobility: Evidence from a Natural Experiment"
2019-2022	Rita Levi-Montalcini Fellowship, University of Milan, Italy (EUR 204,873)
2017-2018	LMU Excellence Fellowship, Ludwig-Maximilians-Universität München (EUR 5,000)
2015	Geneva International Award from Swiss Network for International Studies
2014-2015	Robert Solow Postdoctoral Fellowship (EUR 24,000)
2011-2014	FNRS "Fond National Recherche Scientifique" Fellowship (EUR 141,667)
2009-2011	Globalization, Investments and Service Trade Fellowship, EU Commission
2008-2009	Homo Sapiens Sapiens Prize, Italian Ministry for Education
2001, 2002	Athletics, Bronze Medal in the 4x100m relay, Italian Championships for Clubs

Grants and Qualifications

2026	PRIN "QUARTS Quantum Reservoir Computing for Time Series", Ministry for Education, Italy. Interdisciplinary project; responsible for the social sciences and humanities research. Consortium funding €1,323,772, of which €186,145 to the University of Milan (Departments of Economics and Physics)
2025	Abilitazione Nazionale Settore 13/A2 (Politica Economica), Prima fascia
2025	Abilitazione Nazionale Settore 13/A1 (Economia Politica), Prima fascia
2023	PRIN "The Sustainability of Global Value Chains", Ministry for Education, Italy (together with Davide del Prete and Jan Bakker) (total EUR 265,494, of which EUR 100,000 to the Milan unit I coordinated)
2023	"Trade in Business Services' Booms: The Case of Ghana", African Economic Research Consortium (AERC), Kenya (US$10,000)
2022	"Services' GVCs and Trade in Africa: Structure and Growth", African Economic Research Consortium (AERC), Kenya (together with Laura Ogliari) (US$20,000)
2022	Abilitazione Nazionale Settore 13/A1 (Economia Politica), Italy
2021	Linea 4 Research Funds "Disentangling Globalization", University of Milan
2018	CRC Research grant for Junior Faculty, LMU University Munich, Germany
2018	Abilitazione Nazionale Settore 13/A2 (Politica Economica), Italy

Interests and Activities

Member of the Sardinian Cultural Association, Photography, Rowing, Athletics.