

Pinelopi (Penny) Koujianou Goldberg is the Elihu Professor of Economics at Yale University. She was Chief Economist of the World Bank Group between November 2018 and March 2020. Goldberg was President of the Econometric Society in 2021 and has previously served as Vice-President of the American Economic Association. From 2011-2017 she was Editor-in-Chief of the American Economic Review. She is a member of the National Academy of Sciences and the American Academy of Arts and Sciences, recipient of Guggenheim Memorial Foundation and Sloan Research Fellowships, and recipient of the Bodossaki Prize in Social Sciences. She is also a research associate at the National Bureau of Economic Research (NBER), Distinguished Fellow of the Centre for Economic Policy Research (CEPR), and Executive Committee member of the Bureau of Research and Economic Analysis of Development (BREAD). She holds a Ph.D. in Economics from Stanford University and a Diplom in Economics from the University of Freiburg, Germany.

Goldberg is an applied microeconomist drawn to policy-relevant questions in trade and development. She has exploited a broad set of methodological approaches -- ranging from estimation of structural industry equilibrium models typical of the Industrial Organization literature to reduced form techniques -- to provide insights into such diverse topics as the determinants and effects of trade policies, trade and inequality, intellectual property rights protection in developing countries, exchange rate passthrough, pricing to market, and international price discrimination.

Goldberg has studied extensively the large liberalization waves of developing countries. In joint work with several coauthors (De Loecker, Khandelwal, Pavcnik, and Topalova), she showed that the massive trade liberalization in India in the early 1990s resulted in product innovation and large welfare gains, primarily through the reduction of tariffs on imported intermediates (*QJE 2010*). The removal of tariffs on intermediate goods benefited firms in the form of substantial cost reductions. However, these cost reductions were not passed through to consumers in the form of lower prices, so that firm profits increased as a result of the trade liberalization (*Econometrica 2016*). In other work on Latin America, joint with Pavcnik, she documented limited labor reallocation across industries and/or regions following major trade reforms and empirically investigated several mechanisms through which the integration of developing countries in global markets has impacted the income distribution and poverty in these countries (*JDE 2003, 2004; JIE 2005; JEL 2007*). In joint work with Maggi, she empirically assessed the Grossman-Helpman political economy theory of "Protection for Sale" (*AER 1999*). One of the study's main findings, that the weight of welfare in the U.S. government's objective function is many times larger than the weight of lobby contributions, has received a lot of attention and inspired subsequent work.

In her work on trade-related intellectual property rights protection (TRIPS), joint with Chaudhuri and Jia (*AER 2006*), Goldberg argued that the main effect of TRIPS enforcement in

pharmaceuticals in developing countries would be to restrict availability of new drugs in these countries rather than to raise prices. She made the case that there is no justification, either on theoretical or on empirical grounds, for harmonization of intellectual property rights protection across developed and developing countries (*JEEA 2010*).

Goldberg has exploited industry equilibrium models to examine the effects of strategic trade policies as well as the reasons for incomplete exchange rate pass-through and pricing-to-market. Her 1995 *Econometrica* paper “*Product Differentiation and Oligopoly in International Markets: The Case of the U.S. Automobile Industry*” introduced micro-level consumer data to the estimation of industry equilibrium models and was the first work to empirically examine the role of consumer heterogeneity, firm heterogeneity, and variable markups in explaining why consumer prices often respond little to exchange rate fluctuations. In joint work with various coauthors (Hellerstein, Knetter, Verboven), she extended the approach used in her *Econometrica* paper to other product markets (e.g., beer) or data from multiple countries (e.g., several European markets) to analyze pricing-to-market, international price discrimination and market integration (*ReStud 2013*; *ReStud 2001*). She showed how a combination of variable markups and local non-traded goods can explain why the prices of the same, internationally traded, products are often significantly different across countries (for example, the prices of the same automobile models were significantly different across European countries in the 1990s). Goldberg has argued that variable markups, while present, are insufficient to explain the international pricing patterns in the data. Imported intermediate inputs and local non-trade goods play an important role.

In other work, Goldberg has investigated third-degree price discrimination in automobile purchases (*JPE 1996*) and the effect of the CAFE regulation (*JIE 1998*).

Her most recent research examines the resurgence of protectionism in the U.S. (*QJE 2020*); trade, poverty and inequality; discrimination against women in developing countries (*AER: Insights 2020*); and the interplay between informality and trade liberalization in the presence of labor market frictions, specifically the role that informal markets in developing countries play in smoothing transitions to a more open economic environment when labor markets are highly regulated. During her tenure at the World Bank, she supervised the *World Development Report 2020: Trading for Development in the Age of Global Value Chains*. She was also involved in the Bank’s efforts to improve the measurement of human capital in developing countries as well the measurement of legal discrimination against women.