

**Curriculum Vitae**

February 2011

**THOMAS A. PUGEL**

Vice Dean for Executive Programs  
Professor of Economics and Global Business

Stern School of Business  
New York University  
44 West 4th Street  
New York, NY 10012

Telephone: 212-998-0918, 212-998-0424

FAX: 212-995-4212

E-mail: [tpugel@stern.nyu.edu](mailto:tpugel@stern.nyu.edu)

**EDUCATION:**

Ph.D., Economics, Harvard University, 1978. Fields of specialization: industrial organization and international economics. Dissertation: "International Market Linkages and Domestic Market Performance: The United States."

B.A., Economics, Michigan State University, 1974.

**PROFESSIONAL EXPERIENCE:**

Professor of Economics and Global Business, Stern School of Business, New York University, 1990-present.

Vice Dean for Executive Programs, 2009-present.

Fellow, Teaching Excellence Program, Stern School of Business, New York University, 1998-present.

Faculty Director, Executive MBA Programs, Stern School of Business, New York University, 2007-2009.

Academic Director, Langone Part-Time MBA Program for Working Professionals, Stern School of Business, New York University, 2004-2008.

Faculty Director, Center for Innovation in Teaching and Learning, Stern School of Business, New York University, 2006-2007.

Interim Director, Center for Japan-U.S. Business and Economic Studies, Stern School of Business, New York University, 2005-2006.

Editorial Review Board, Journal of International Business Studies, 1982-1985, 1993-1994, 2002-2007.

Chairperson, International Business Area, Stern School of Business, New York University, 1990-1994 and 1998-2003.

Board of Directors, International Schools of Business Management, a consortium of nine business schools located in Europe and the United States, 1994-2003.

NYU Stern School Coordinator, MBA Enterprise Corps, 1990-1992, 1996-2003.

Co-coordinator, International Teachers Program, Stern School of Business, New York University, 1998-2001.

Board of Directors, Consortium for the MBA Enterprise Corps, 1990-1992, 1996-2000.

Chief Economist, National Council on Economic Education, 1997-2000.

Vice Dean, Faculty. Stern School of Business, New York University, 1994-1998.

Acting Chairperson, Department of Accounting, Taxation and Business Law, Stern School of Business, New York University, 1997-1998.

Acting Chairperson, Operations Management Area, Stern School of Business, New York University, 1996-1997.

Deputy Chairman, International Business Area, Stern School of Business, New York University, 1988-1990.

Associate Professor of Economics and International Business, Stern School of Business, New York University, 1982-1990.

Visiting Professor and Research Associate, School of International Politics, Economics and Business, Aoyama Gakuin University, Japan, 1985-1986.

Associate Director, Center for Japan-U.S. Business and Economic Studies, New York University, 1984-1985.

Member of U.S. Faculty, National Center for Industrial Science and Technology Management Development at Dalian, Peoples Republic of China, 1983.

Assistant Professor of Economics and International Business, Graduate School of Business Administration, New York University, 1978-1982.

Visiting Scholar, Board of Governors of the Federal Reserve System, 1980.

#### BOOKS AND MONOGRAPHS:

International Economics, fourteenth edition, Irwin McGraw-Hill, 2009. Also the author of the thirteenth edition, 2007, and the twelfth edition, 2004, and the co-author of the eleventh edition, 2000, and the tenth edition, 1996, both with Peter H. Lindert. (Twelfth edition translated into Spanish and Chinese. Eleventh edition translated into Chinese and Russian.)

Microelectronics: An Industry in Transition, George Allen & Unwin, Boston, 1988. Co-authors Richard N. Langlois, Carmela S. Haklisch, Richard R. Nelson, and William G. Egelhoff.

International Trade, Employment and Structural Adjustment: The United States, International Labour Office, Geneva, 1986. Co-authors H. Peter Gray and Ingo Walter. Also published in Spanish.

Intraindustry Differences in Conduct and Performance: Viable Strategies in U. S. Manufacturing Industries, New York University Graduate School of Business Administration, Salomon Brothers Center Monograph Series in Finance and Economics, 1980-2. Co-author Richard E. Caves.

International Market Linkages and U.S. Manufacturing: Prices, Profits and Patterns, Ballinger Publishing Co., Cambridge, Massachusetts, 1978.

#### BOOK EDITED:

Fragile Interdependence: Economic Issues in U.S.-Japanese Trade and Investment, Lexington Books, Lexington, Massachusetts, 1986. With Robert G. Hawkins.

#### ARTICLES AND COMMENTS:

“Getting and Giving Feedback,” in Pär Mårtensson, Magnus Bild, and Kristina Nilsson, eds., Teaching and Learning at Business Schools: Transforming Business Education, Gower, 2008. Co-author Jan Shubert.

“Product Dumping,” in William A. Darity, ed. in chief, International Encyclopedia of the Social Sciences, second edition, Macmillan Reference USA, 2007.

“Crisis Will Hit China in the Next Decade,” Banker, July 2004.

“Preface,” in Michiko Miyamoto and Tadahiko Kawai, eds., Business School and Management Studies: Another MBA Style, Which Yui Kimura Pursued. Scientist Company, Tokyo, 2004.

“Competitive and Comparative Advantages: The Determinants of Japanese Foreign Direct Investment Activity in Manufacturing,” in R. Narula, ed., Trade and Investment in a Globalizing World: Essays in Honour of H. Peter Gray. Pergamon Press, 2001. Co-author Yui Kimura.

“An Investigation of the Performance of the U.S. Property-Casualty Insurance Industry,” Journal of Risk and Insurance, 1997. Co-authors N.K. Chidambaram and Anthony Saunders.

“International Competitiveness in High-Technology Industries,” in R. Sato, R.V. Ramachandran, and M. Aranson, eds., Trade and Investment in the 1990s: Experts Debate on Japan-U.S. Issues. New York University Press, 1996.

“The U.S. Property-Casualty Insurance Industry: Competition and Performance Issues,” in E.I. Altman and I.T. Vanderhoof, eds., Strategic Dynamics of the Insurance Industry: Asset/Liability Management Issues. Irwin Professional Publishing, 1996.

“Further Evidence on Japanese Direct Investment in U.S. Manufacturing.” Review of Economics and Statistics, 1996. Co-authors Erik S. Kragas and Yui Kimura.

“Keiretsu and Japanese Direct Investment in U.S. Manufacturing,” Japan and the World Economy, 1995. Co-author Yui Kimura.

“The Structure and Performance of the Japanese Securities Industry,” in I. Walter and T. Hiraki, eds., Restructuring Japan's Financial Markets, Business One/Irwin, 1993. Co-author Yui Kimura.

“A Comparative Analysis of Industrial Restructuring in Europe, the U.S., and Japan,” in K. Cool, D. Neven, and I. Walter, eds., European Industrial Restructuring in the 1990s, MacMillan Press, London, 1992.

“Internal Rent Capture and the Profit-Concentration Relationship.” Review of Economics and Statistics, 1991. Co-authors Ralph Bradburd and Katrina Pugh.

“The Responses of Japanese and U.S. Firms to Semiconductor Trade Friction,” in T. Agmon and C.R. Hekman, eds., Trade Policy and Corporate Business Decisions, Oxford University Press, New York, 1989.

"The Implementation of Industrial Policy in the United States and Japan: Tax Reform and Corporate Taxation," in K. Hayashi, ed., The U.S.-Japanese Economic Relationship: Can It Be Improved?, New York University Press, New York, 1989.

"An Empirical Analysis of the Underwriting Spreads on Initial Public Offerings," Quarterly Review of Economics and Business, 1988. Co-author Lawrence J. White.

"The Fundamentals of International Trade and Investment," in I. Walter and T. Murray, eds., Handbook of International Business, Second Edition, John Wiley and Sons, New York, 1988.

"Limits of Trade Policy Toward High Technology Industries: The Case of Semiconductors," in R. Sato and P. Wachtel, eds., Trade Friction and Economic Policy: Problems and Prospects for Japan and the United States, Cambridge University Press, New York, 1987.

"U.S.-Japan Trade Friction in the Semiconductor Industry," Harvard International Review, 1987.

"Industrial Policy in Japan: Implications for Technological Catch-up and Leadership," in T.A. Pugel with R.G. Hawkins, eds., Fragile Interdependence: Economic Issues in U.S.-Japanese Trade and Investment, Lexington Books, Lexington, Massachusetts, 1986.

"Introduction," in T.A. Pugel with R.G. Hawkins, eds., Fragile Interdependence: Economic Issues in U.S.-Japanese Trade and Investment, Lexington Books, Lexington, Massachusetts, 1986.

"Foreign Direct Investment in the United States: The Electronics Industries," in H.P. Gray, ed., Uncle Sam as Host, JAI Press, Greenwich, Connecticut, 1986. Co-author Frederick A. Moses.

"U.S. Corporate Interests and the Political Economy of Trade Policy," Review of Economics and Statistics, 1985. Co-author Ingo Walter.

"The United States," in J.H. Dunning, ed., Multinational Enterprises, Economic Structure and International Competitiveness, John Wiley and Sons, New York, 1985.

"An Analysis of the Competitive Effects of Allowing Commercial Bank Affiliates to Underwrite Corporate Securities," in Ingo Walter, ed., Deregulating Wall Street: Commercial Bank Penetration of the Corporate Securities Market, John Wiley and Sons, New York, 1985. Co-author Lawrence J. White.

"Japanese Industrial Policy: Instruments, Trends, and Effects," Journal of Comparative Economics, 1984. Reprinted in David B. Audretsch, ed., Industrial Policy and Competitive Advantage, Edward Elgar, London, 1997.

"Semiconductors and Computers: Emerging International Competitive Battlegrounds," in R.W. Moxon, T.W. Roehl, and J.F. Truitt, eds., International Business Strategies in the Asia-Pacific Region, JAI Press, Greenwich, Connecticut, 1984. Co-authors Yui Kimura and Robert G. Hawkins.

"Technology Transfer to Developing Countries: The Agricultural Machinery Industry," in W.D. Boyer and R.K.D.N. Singh, eds., Technology: Management and Acquisition, Vol. III, International Law Institute, Washington, D.C., 1984. Co-author Robert G. Hawkins.

"Foreign Investment in the U.S. Food-Marketing System: Discussion," American Journal of Agricultural Economics, 1983. Reprinted (in Japanese) in Nobiyuku Shokuhin, No. 77, Agricultural Policy Research Committee, Japan.

"Endogenous Technological Change and International Technology Transfer in a Ricardian Trade Model," Journal of International Economics, 1982.

"New Evidence on Competition in the Grain Trade," Food Research Institute Studies, 1982. Co-author Richard E. Caves.

"Comment on `Transfer Prices and Profit Maximization in Multinational Enterprise Operations,'" Journal of International Business Studies, 1982. Co-author Judith L. Ugelow.

"Toxic Substances and TNC Involvement in the Chemical and Pharmaceutical Industries: Parts I, II, and III," Toxic Substances Journal, 1981-82. Co-author Ingo Walter.

"Technology Transfer and the Neoclassical Theory of International Trade," in R.G. Hawkins and A.K. Prasad, eds., Technology Transfer and Economic Development, JAI Press, Greenwich, Connecticut, 1981.

"The Determinants of Foreign Direct Investment: An Analysis of U.S. Manufacturing Industries," Managerial and Decision Economics, 1981.

"Profitability, Concentration, and the Interindustry Variation in Wages," Review of Economics and Statistics, 1980.

"Foreign Trade and U.S. Market Performance," Journal of Industrial Economics, 1980.

"Mixed Blessings for the Third World in Codes on Non-tariff Measures," World Economy, 1980. Co-authors Peter J. Ginman and Ingo Walter. Reprinted in H.W. Singer, N. Hatti, and R. Tandon, eds., New Protectionism and Restructuring, Ashish Publishing House, New Delhi, 1988.

"Tokyo Round Tariff Concession and Exports from Developing Countries." Trade and Development, 1980. Co-authors Peter J. Ginman and Ingo Walter.

"The Changing Position of U.S. Industries in the Global Pattern of Industrial Production," in Special Study on Economic Change, Volume 9, The International Economy: U.S. Role in a World Market, Joint Economic Committee, Congress of the United States, 1980.

"Commentary on `Capital Formation and Investment Policy'" in I. Leveson and J.W. Wheeler, eds., Structural Changes and Adjustment Policies in Industrial Countries, Westview Press, Boulder, Colorado, 1980.

"Market Access for Exports from Developing Countries," in Industry 2000-New Perspectives, Collected Background Papers, Volume 4, International Trade and Industrial Products, UNIDO, 1979. Co-author Ingo Walter.

"The Impact of DISC on the Prices and Profitability of U.S. Exports," Journal of Public Economics, 1977. Co-author Thomas Horst.

"The Impact of Domestic International Sales Corporations (DISC's) on the Cost, Earnings, and Value of United States Exports," in Task Force on Tax Policy and Tax Expenditures of the Committee on the Budget, United States Senate, Seminar DISC: An Evaluation of the Costs and Benefits, 1975. Co-Author Thomas Horst.

#### BOOK REVIEWS:

Trade Protection in the United States: 31 Case Studies, by G.C. Hufbauer, D.T. Berliner, and K.A. Elliott, reviewed in Journal of Economic Literature, 1988.

International Joint Ventures: An Economic Analysis of U.S. Foreign Business Partnerships, by K.J. Hladik, reviewed in Journal of International Economics, 1987.

Japan's Reluctant Multinationals, by M. Trevor, reviewed in Journal of Comparative Economics, 1985.

#### WORKING PAPERS:

"The Industry Determinants of Foreign Direct Investment into the United States," 1986.

"Firm Size, Financial Structure, and Market Structure: A Study Based on Intraindustry Differences," Harvard Institute of Economic Research Discussion Paper No. 1129, Harvard University, 1985. Co-author Richard E. Caves.

"Changing Patterns in Production and R&D: The Semiconductor Industry," 1982.

"Comparative Industry Growth Rates in the U.S. and Japan: The Role of Technological Change and Technology Transfer," 1982.

"Stationary State Model of New Product Introduction," 1981.

"U.S. Promotion of Manufactured Goods Exports," New York University Faculty of Business Administration Working Paper #79-37, 1979.

"International Technology Transfer and Neoclassical Theory: A Survey," New York University Faculty of Business Administration Working Paper #78-96, 1978.

"Quota Imposition, Output, and Monopoly," New York University Faculty of Business Administration Working Paper #78-83, 1978.

#### SPONSORED RESEARCH:

Contract research studies for U.S. Department of Labor (1976-77), Charles River Associates (1978), North American Export Grain Association (1978-82), United Nations (UNCTAD, UNIDO, and UNCTC, 1978-81), Joint Economic Committee of the United States Congress, Special Study on Economic Change (1979), Morgan Newman Associates, Inc., of Washington, D.C. (1979), Federal Trade Commission (1980), International Labor Office (1981-82), Chrysler Corporation (1983-84), Morgan Guaranty Trust Company (1983-84), Citicorp (1990-91), Hogan & Hartson L.L.P. (1999-2003), Analysis Group (2000-2001), and International Trade Resources, LLC (2005), on topics including international market linkages, the U.S. grain exporting industry, market access for developing country exports, the global agricultural machinery industry, the control of toxic substances, the changing pattern of industrial production, structural adjustment, Japanese industrial policy, the structure and performance of the U.S. investment banking and insurance industries, foreign sales corporations, mutual recognition agreements, and fabless semiconductor firms.

#### RELATED ACTIVITIES:

Involvement in executive development programs for Cisco Systems, G.X. Clarke & Company, J.P. Morgan & Company, Chase Manhattan Bank, Smith Barney, British Petroleum, Credit Suisse, General Electric, Yamaichi Securities, INSEAD, Center for Executive Development (University of Hawaii), Federation of Korean Industries, Singapore Institute of Management, National Productivity Board of Singapore, Executive Training Centre of Slovenia, IBM, Chemical Bank, Bankers Trust Company, Kidder, Peabody and Company, Tenneco, Arden House (Columbia University), International Business and Banking Institute (University of Miami), and the International Law Institute.

Expert work on legal cases for the U.S. government and private firms.

#### AWARDS:

Excellence in Teaching Award, Executive MBA Program, Stern School of Business, New York University, 2006.

Best Teacher Award, Executive MBA Program, Stern School of Business, New York University, 1995.



Young Leaders Conference, Council for the United States and Italy, 1994.

Distinguished Teaching Award, New York University, 1992.

Young Leaders Conference, American-Swiss Association, 1992.

Professor of the Year, Graduate Division, Stern School of Business, New York University, 1990-91.

NEC Faculty Fellowship, Graduate School of Business Administration, New York University, 1988-89.

Excellence in Teaching Award, Schools of Business, New York University, 1988.

Fulbright Program Grant, Japan, 1986.

GBA Teacher of the Year, Graduate School of Business Administration, New York University, 1985.

Jules Backman Faculty Fellowship in Business Economics, New York University, 1982-83.

Esmee Fairbairn Research Fellow, Reading University, 1983.

Allyn Young Teaching Prize, Harvard University, 1978.

Danielian Award in International Economics, Harvard University, 1975.

#### PRESENTATIONS:

International Teachers Program, "Giving and Getting Feedback" (with Janelle Shubert), 2000, 2001, 2002, 2003, 2004, 2005.

Japan-U.S. Symposium on "The Future of Electronic Communications: Globalization and Integration," 1997.

Japan-U.S. Symposium on "Cooperation and Competition: The Japan-U.S. Experience," 1994.

Technical Symposium on "Trade and Industrial Organization," 1994.

Conference on "The Japanese Financial Market and Corporate Managerial Behavior -- Toward a Transparent and Level Playing Field," 1992.

Conference on "European Industrial Restructuring in the 1990s," INSEAD, 1990.

Pacific Asia Lecture Series, Pacific Asian Management Institute, College of Business Administration, University of Hawaii, 1985, 1987.

Conference on "United States and Japanese Socio-Economic Systems: Are They Complementary or Adversarial?" 1987.

Conference on "Trade Policy and Corporate Business Decisions," University of Southern California, 1987.

Colloquium on "Technology Policy in a Market Economy: The Dutch Case Discussed," 1987.

"International Conference on Trade Friction and Economic Policy," 1986.

Annual Meetings of the Academy of International Business, 1980, 1982, 1984, 1986.

Conference on "Economic Issues in the Japan-U.S. Relationship," 1984.

International Studies Program Meeting on Direct Investment and Trade, National Bureau of Economic Research, 1984.

Annual Conference of the European Association for Research in Industrial Economics, 1984.

Annual Meetings of the American Economic Association, 1983.

Conference on "Multinational Enterprises, Economic Structure and Industrial Competitiveness," 1983.

Seminar Series on "Factors Affecting the Growth of the U.S. Microelectronics Industry," 1982.

Conference on "International Transfer of Resources: Strategic Company Responses in the Dynamic Asia Pacific Environment," 1981.

Northeastern Regional Meeting of the Academy of International Business, 1980.

Eastern Economic Association Meetings, 1979.

#### MEMBERSHIPS:

American Economic Association  
Academy of International Business