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Sehr geehrte Abonentinnen und Abonenten,

wir freuen uns, Sie per Newsletter über die neuesten Entwicklungen des FIW-Projekts informieren zu dürfen.

Dieses Mal mit folgendem Inhalt:

- FIW Policy Brief: Nr. 27 „Smart Diversification“ im Außenhandel“
- Einladung zur 17. AW-Vorlesung am 11.6.2015
- Last-Minute-Reminder: FIW-Seminar in International Economics am 12.5.2015

FIW Policy Brief: Nr. 27 „Smart Diversification“ im Außenhandel“ veröffentlicht

FIW-Policy Briefs informieren über aktuelle und politikrelevante außenwirtschaftliche Themen unter besonderer Berücksichtigung der österreichischen Interessenslage. Der FIW-Policy Brief Nr. 27 von Andreas Reinstaller zum Thema „Smart Diversification“ im Außenhandel“ wurde veröffentlicht und steht unter folgendem Link zum kostenlosen Download zur Verfügung: <http://www.fiw.ac.at/index.php?id=462#c13612>

Einladung zur 17. AW-Vorlesung am 11.6.2015

E I N L A D U N G

17. AW-Vorlesung

Donnerstag, 11. Juni 2015
Dr. Andreas Reinstaller (WIFO)

"Smart Diversification" im Außenhandel

Begrüßung: Sektionschefin Mag. Bernadette Gierlinger (BMWFW)

Kommentare: Univ.-Prof. i.R. Dr. Gunther Tichy (WIFO)

Diskussionsleitung: Dr. Manfred Schekulin (BMWFW)

Literatur: [FIW-Policy Brief Nr. 27](#) (Mai 2015)

Zeit: 9:15 Uhr (pünktlich) bis 10:30 Uhr

Ort: Wirtschaftsministerium, Stubenring 1, 1010 Wien, 5. Stock, Pressezentrum

AW-Vorlesungen ist eine Veranstaltungsreihe, bei der politikrelevante aktuelle Forschungsergebnisse aus dem Bereich internationale Wirtschaft praxisnah präsentiert und diskutiert werden. Für Kaffee ist gesorgt

Anmeldung erforderlich unter: <http://www.fiw.ac.at/index.php?id=821#13622>

FIW-Seminar in International Economics am 12.5.2015

Das FIW bietet regelmäßig Vorlesungen in Form eines Seminars in "International Economics" an.

Ort: wiw Wiener Institut für Internationale Wirtschaftsvergleiche, Rahlgasse 3, 1060 Wien

Dienstag, 12. Mai 2015, 16 Uh

wiwi, Rahlgasse 3, 1060 Vienna, lecture hall (Eingang im Erdgeschoss)

Europe's Export Superstars – it's the Organization!

Dalia Marin (mit Jan Schymik und Jan Tscheke)

LMU München

Abstract

What explains Germany's superb export performance? Is Germany's export behaviour very distinct compared to other European countries? In this paper, we explore the organizational responses to competition of 14,000 exporting firms in 7 European countries. We examine the export business model of the median exporter in each country as well as of the top 1 % of exporters in each country accounting for 20 % to 55 % of total exports. What do these firms do to become superstars? We find, first, that the export market share of the median exporter in each of the countries to the world are more than tripled (in some cases the export market share increases 10 fold) for firms which combine decentralized management with offshoring production to low wage countries. Exporters which abstain from any organizational adjustment do very badly. Decentralized management provides incentives for workers for product improvements allowing exporters to compete on quality. Offshoring production to low wage countries reduces costs allowing exporters to compete on prices. Second, we find that Germany is the leading quality exporter in Europe followed by Austria and Spain. Among the top 10 % percent of exporters there is no single firm with low quality in Germany and Austria which suggest that decentralized management has provided incentives for quality in these countries. Third, Germany's exports are the least vulnerable to price increases, while exports in France and Italy respond strongly to price changes and thus reducing costs via offshoring benefit these countries most.

Keywords: Exports, firm organization, offshoring, productivity, product quality.

JEL Codes: F14, D23, L22

Mit freundlichen Grüßen
Alexander Hudetz
(FIW – Projektbüro)

Es entspricht nicht unserer Philosophie Ihnen unerwünschte E-Mails zukommen zu lassen. Falls Sie keine weiteren E-Mails vom FIW erhalten möchten, schreiben Sie bitte an das [Projektbüro](#) mit dem Betreff "Abmelden".

Das Kompetenzzentrum FIW (<http://www.fiw.ac.at/>) ist ein Projekt von WIFO, wiiw und WSR im Auftrag des BMWFW. Die Kooperationsvereinbarungen des FIW mit der Wirtschaftsuniversität Wien, der Universität Wien und der Johannes Kepler Universität Linz werden aus Hochschulraumstrukturmitteln gefördert.

Dear Sir or Madam,

we are pleased to inform you about the latest news of the FIW project.

In this issue:

- FIW Policy Brief: No. 27 „Smart Diversification“ im Außenhandel"
- Invitation: 17th AW-Lecture on June 11th, 2015
- Last-Minute-Reminder: FIW-Seminar in International Economics on May 12th, 2015

FIW Policy Brief: No. 27 „Smart Diversification“ im Außenhandel" published

FIW Policy Briefs provide information on current and policy-relevant issues in International Economics with a special focus on the Austrian economy. The FIW-Policy Brief No. 27 „Smart Diversification“ im Außenhandel" has been published and is available online for free: <http://www.fiw.ac.at/index.php?id=462&L=3#c13611>

Invitation: 17th AW-Lecture on June 11th, 2015

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FIW-Seminar in International Economics on May 12th, 2015

The seminar is part of the activities of FIW, the Centre of Competence in International Economics. The FIW-Seminars is a regular lecture series on current issues in international economics.

Ort: wiiw Wiener Institut für Internationale Wirtschaftsvergleiche, Rahlgasse 3, 1060 Wien

Tuesday, May 12th, 2015, 4pm

wiiw, Rahlgasse 3, 1060 Vienna, lecture hall (entrance from the ground floor)

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Kind regards,
Alexander Hudetz
(FIW Project Office)

The 'center of excellence' FIW (<http://www.fiw.ac.at/>) is a project of WIFO, wiiw and WSR on behalf of the BMWFW. The FIW cooperation with the Vienna University of Economics and Business (WU), the University Vienna and the Johannes Kepler University Linz is supported by the former Federal Ministry of Science and Research (now integrated in the Federal Ministry of Science, Research and Economy).