LEARNING OUTCOMES

• Students will understand key international trade and finance indicators, and be able to find and critically interpret international economic data from primary sources.
• Students will be able to use statistical methods to analyze, find patterns in, and test hypotheses about international trade data.
• Students will be able to effectively present international trade analysis in written and oral form to policymakers.

TEXTBOOKS AND SOURCES

• Other documents (articles, case studies, reports, blog posts etc.) as assigned.
• Students are encouraged to regularly read:
  o Martin Wolf’s *Financial Times* column: https://www.ft.com/comment/columnists/martin-wolf

GRADING

20% Class presentations, negotiation exercise, and participation

Students will give short presentations on course topics, participate in a negotiation exercise, and be responsible for contributing to class discussions. Effective class participation requires that you read the assigned readings.

20% Problem sets

The first two problem sets will cover economic indicators and data sources. The third and fourth will cover statistical analysis. There will be no credit for late assignments.
20% Midterm exam and NAFTA memo

A written in-class exam will cover the first half of the course material. Students will write short persuasive memos about the North American Free Trade Agreement.

40% Final memos and presentations

Students, collaborating in small groups, will produce analytical memos focusing on a single country involved in current trade negotiations. Final memos will incorporate comments from initial memo drafts. Students will present their analysis in class. Both the memos and the presentations should be substantive yet concise: the target audience is busy policymakers with some quantitative background.

CLASS SCHEDULE (this outline is preliminary and subject to change)

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Readings</th>
<th>Assignments due</th>
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<td>● Economist, “The Good and Bad in Germany’s Economic Model are Strongly Linked,” Jul 8, 2017.</td>
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<td>Date</td>
<td>Topic</td>
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| Oct 4 | Trade and labor              | ● Autor, Dorn, and Hanson, *"Untangling Trade and Technology,"* NBER Working Paper, 2013.  
● Autor, Dorn, and Hanson, *"The China Shock,"* Jan 2016.  
● Brynjolfsson and McAfee, *"Why Workers are Losing the War Against Machines,"* *Atlantic*, 2011.  
● Krugman, *"In Praise of Cheap Labor,"* *Slate*, Mar 21, 1997. | NAFTA memo             |
| Oct 11|                               |                                                                          | **MIDTERM EXAM**       |
| Oct 18| Descriptive statistics       | ● DBC 1.2-1.3  
● Morris, *"The Case for Dennis Rodman, Part 1/4(a),"* 2010.  
● *Numbers Guide*, Chapters 1, 3, 7 |                       |
| Oct 25| Statistical inference        | ● DBC 4.1-4.2  
● *Numbers Guide*, Chapter 5  
● Silver chapters 1-2 | Problem set 3            |
| Nov 1 | Regression analysis 1        | ● DBC 7.1-7.2  
● Silver chapters 3-4 |                       |
| Nov 8 | Regression analysis 2        | ● DBC 8.1  
● Head, *"Gravity for Beginners,"* 2000.  
● Silver chapters 5-6 | Problem set 4            |
| Nov 15| Negotiation exercise        |                                                                          | Initial memos          |
| Nov 22|                               |                                                                          | **NO CLASS – THANKSGIVING BREAK** |
● Klein, *"What the Most Controversial Part of Obama’s Trade Deal Really Does,"* *Vox*, Nov 2015.  
● Planet Money, *"Trade Deal Confidential,"* Jun 2015 (audio).  
● USITC, *"Trans-Pacific Partnership – Financial Services,"* pg. 358-367, May 2016. |                       |
● Pritchett and Werker, *"Developing the Guts of a GUT,"* 2012. | Final memos             |
| Dec 13|                               |                                                                          | **STUDENT PRESENTATIONS** |
DATA SOURCES

- Bureau of Economic Analysis: http://www.bea.gov/international/
- Eurostat: http://ec.europa.eu/eurostat
- Observatory of Economic Complexity: http://atlas.cid.harvard.edu/
- United Nation’s COMTRADE: http://comtrade.un.org/
- USITC’s DataWeb: http://dataweb.usitc.gov/scripts/user_set.asp
- World Trade Organization’s Trade and Tariff Data: http://www.wto.org/english/res_e/statis_e/statis_e.htm

ADDITIONAL INFORMATION

This course requires familiarity with Microsoft Excel. Some helpful resources for using Excel:

https://support.office.com/en-us/article/Excel-training-9bc05390-e94c-46af-a5b3-d7c22f6990bb

ACADEMIC ACCOMMODATION FOR A DISABILITY

If you are a student with a disability and you need academic accommodations, please see me and contact the Office of Disability Services (ODS) at 703-993-2474. All academic accommodations must be arranged through the ODS.

SPGIA POLICY ON PLAGIARISM

The profession of scholarship and the intellectual life of a university as well as the field of public policy inquiry depend fundamentally on a foundation of trust. Thus any act of plagiarism strikes at the heart of the meaning of the university and the purpose of the School of Policy, Government, and International Affairs. It constitutes a serious breach of professional ethics and it is unacceptable.

Plagiarism is the use of another’s words or ideas presented as one’s own. It includes, among other things, the use of specific words, ideas, or frameworks that are the product of another’s work. Honesty and thoroughness in citing sources are essential to professional accountability and personal responsibility. Appropriate citation is necessary so that arguments, evidence, and claims can be critically examined.

Plagiarism is wrong because of the injustice it does to the person whose ideas are stolen. But it is also wrong because it constitutes lying to one’s professional colleagues. From a prudential perspective, it is shortsighted and self-defeating, and it can ruin a professional career.
The faculty of the School of Policy, Government, and International Affairs takes plagiarism seriously and has adopted a zero tolerance policy. Any plagiarized assignment will receive an automatic grade of “F.” This may lead to failure for the course, resulting in dismissal from the university. This dismissal will be noted on the student’s transcript. For foreign students who are on a university-sponsored visa (e.g. F-1, J-1 or J-2), dismissal also results in the revocation of their visa.

To help enforce the SPGIA policy on plagiarism, all written work submitted in partial fulfillment of course or degree requirements must be available in electronic form so that it can be compared with electronic databases, as well as submitted to commercial services to which the School subscribes. Faculty may at any time submit a student’s work without prior permission from the student. Individual instructors may require that written work be submitted in electronic as well as printed form. The SPGIA policy on plagiarism is supplementary to the George Mason University Honor Code; it is not intended to replace it or substitute for it.