

# Mohammad Arzaghi

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## Office Address (US)

National Bureau of Economic Research  
1050 Massachusetts Ave.  
Cambridge, MA 02138  
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## EDUCATION

### **Brown University**, Providence, RI

Ph.D. in Economics July 2005

A.M. in Economics May 2001

### **Virginia Polytechnic Institute and State University (VPI)**, Blacksburg, VA

M.A. in Economics May 1998

### **University of Tehran**, Tehran, Iran

B.S. in Telecommunication Engineering August 1991

## AREAS OF INTEREST

Urban Economics, Industrial Organization, Economics of Advertising and Marketing, Applied Microeconomics, Discrete Choice Models, Location Decisions, Migration

## TEACHING EXPERIENCE

- Intermediate Microeconomics Fall 2006–Spring 2011
- Real Estate Market Analysis and Urban Economics Spring 2007 and 2010
- Principles of Microeconomics 2005–2011
- Principles of Macroeconomics Spring 2006
- Graduate Econometrics, Teaching Assistant for Prof. Jinyong Hann Spring 2001
- Graduate Econometrics, Teaching Assistant for Prof. Tony Lancaster Fall 2000
- Urban Economics, Teaching Assistant for Prof. Vernon Henderson Spring 2000
- Graduate Microeconomics (at Virginia Tech), Teaching Assistant Fall 1997–Spring 1998

## WORK EXPERIENCE

- Assistant Professor, Department of Economics, American University of Sharjah Aug 2005–Present
- Researcher at U.S. Census Bureau, Boston Census Research Data Center (BRDC), conducting academic research with Economic Census microdata, such as SSEL, BES, ASM, LRD, LBD May 2000–Present
- Research Scholar at National Bureau of Economic Research (NBER), Cambridge, MA May 2007–Present

- Visiting Scholar at Harvard University, Kennedy School of Government, Belfer Center, Dubai Initiative, Cambridge, MA Aug 2007–Aug 2008
- Visiting Assistant Professor, Brown University, Population Studies and Training Center, Providence, RI May 2006–Aug 2006
- Visiting Assistant Professor, Brown University, Population Studies and Training Center, Providence, RI Dec 2005–Feb 2006
- Research consultant for the World Bank project on China, Brown University, Providence, RI Jan 2000–Feb 2000
- Long-term research consultant for project investigating corruption in Pakistan at OCER The World Bank, Washington, DC Jun 1998–Sep 1999
- Long-term research consultant and core team member of World Development Report 1999/2000, The World Bank, Washington, DC May 1998–Jun 1999
- Economic advisor in the Investment Services Department of Qeshm Free Trade Zone, Iran 1995–1996
- Researcher, Iranian household data, IRPD, Tehran, Iran July 1995–Aug 1995
- Computer programmer, Microsoft affiliate company (Seftwar), Tehran, Iran 1991–1994

#### RESEARCH PROJECTS

- Principal Investigator of the U.S. Census Bureau, CES Project 607, “Scale and Scope Economies and the Organization of the U.S. Advertising and Marketing Services Industry,” , with Alvin Silk (Harvard) and Ernst Berndt (MIT), Boston Census Research Data Center, Cambridge, MA, 2007-2012
- Principal Investigator of the U.S. Census Bureau, CES project 361, “Outsourcing, Firm Structure, and Headquarter Location,” with Yukako Ono (Chicago Fed) and Vernon Henderson (Brown) at Chicago Census Research Data Center, Chicago, IL and Boston Census Research Data Center, Cambridge, MA, 2006-2010
- Principal Investigator of the U.S. Census Bureau, CES project 189, “Location, growth, and productivity in the manufacturing and service sectors” with Yukako Ono (Chicago Fed) and Vernon Henderson (Brown) at Boston Census Research Data Center, Cambridge, MA, 2001-2005

#### PUBLICATIONS

“Networking off Madison Avenue,” with Vernon Henderson, *Review of Economic Studies*, 75(4), October 2008, pp. 1011-1038.

“Why Countries Are Fiscally Decentralizing,” with Vernon Henderson, *Journal of Public Economics*, 89(7), July 2005, pp. 1157-1189.

“Economic Factors Underlying the Unbundling of Advertising Agency Services,” with Ernst Berndt, James Davis, and Alvin Silk, NBER Working Paper No. 14345, Issued in September 2008.

“A Confidence Interval Test For The Detection Of Structural Breaks,” with Ismail Genc, 2011, forthcoming at the Journal of The Franklin Institute-Engineering and Applied Mathematics.

#### Non-Refereed

“Topics in Urban Economics,” (in Persian based on the presentation at Sharif University, Tehran, Iran, Jan 7, 2007), Special Issues for Urban Economics, *Municipal Association Journal*, Mar 2007.

#### WORKS UNDER REVIEW, WORKING PAPERS, AND WORKS IN PROGRESS

- The Economic Factors Underlying the Unbundling of Advertising Agency Services, with Ernst Berndt, James Davis, and Alvin Silk, September 2010 (under review at *Quantitative Marketing and Economics*)

- Port City Growth, April 2009
- Migration as a Way to Diversify: Evidence from Rural-Urban Migration in the United States, with Anil Rupasingha, February 2008
- Urban Resurgence, with James Davis, November 2007
- Quality Sorting and Networking: Evidence from the Advertising Agency Industry, October 2007
- Spatial Mobility and Geographic Concentration, with James Davis, April 2005
- A Model of Knowledge Sharing and Network Formation among Advertising Agencies, February 2004

#### PROFESSIONAL SERVICES

- Member of the Editorial Board of the Lahore Journal of Economics (listed in JEL) 2007–Present
- Reviewer of two proposals for the U.S. Census Bureau, Center for Economic Research 2005–Present
- Reviewer of a paper for Journal of Development Economics 2011
- Reviewer of a paper for Journal of Urban Economics 2008

#### PROFESSIONAL ASSOCIATIONS MEMBERSHIPS

- American Economic Association 2001–Present
- Regional Science Association International 2003–Present
- Economic Research Forum 2005–Present
- Urban Economics Association 2005–Present
- Western Regional Science Association 2007–2009
- Visiting Researcher at National Bureau of Economic Research (NBER) 2007–Present
- **Researcher at U.S. Census Bureau, Center for Economic Studies** 2000–Present
- Econometric Society 2004–2005

#### HONORS AND AWARDS

- **Ranked 54 in the IDEAS ranking of the top young economist** 2009
- Research Fellowship, Harvard University, Kennedy School of Government, Belfer Center, Dubai Initiative 2007–2008
- Invitation to the NBER Summer Sessions Summers 2006–2011
- Brown University Graduate School W. Randolph Burgess in International Affairs Dissertation Fellowship 2003–2004
- Compton Foundation Fellowship, Population Studies & Training Center, Brown University 2001–2003
- Brown University Graduate School Teaching Fellowship 2000–2001
- Brown University Graduate School Teaching Assistantship 1999–2000
- Virginia Tech Graduate School Teaching Assistantship 1996–1998
- IRPD Fellowship Award for the Best Graduate Student 1995–1996
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## PRESENTATIONS

- "Port City Growth," with Ismail Genc,  
3<sup>rd</sup> Research Symposium in Business and Economics, Abu Dhabi University Feb 24, 2011
- "Migration as a Way to Diversity," with Anil Rupasingha, EBES 2010  
Conference, Istanbul, Turkey May 26-28, 2010
- "The Economics Underlying the Unbundling of Advertising Agency Services,"  
with Ernest Berndt, James Davis, and Alvin Silk,  
U.S. Census Bureau, Center for Economic Studies Seminar Series,  
Washington, DC Jun 3, 2009
- "Port City Growth," with Ismail Genc,  
American University of Sharjah, Department of Economics Seminar Series Apr 28, 2009
- "The Economics Underlying the Unbundling of Advertising Agency Services,"  
with Ernest Berndt, James Davis, and Alvin Silk,  
American University of Sharjah, Department of Economics Seminar Series Oct 28, 2008
- "Migration as a Way to Diversity," with Anil Rupasingha,  
Brown University, Providence, RI Apr 15, 2008
- "The Economics Underlying the Unbundling of Advertising Agency Services,"  
with Ernest Berndt, James Davis, and Alvin Silk,  
NBER Productivity Seminar Series, National Bureau of Economic Research,  
Cambridge, MA Apr 8, 2008
- "Urban Resurgence," with Davis, James C.,  
Western Regional Science Association 47th Annual Meeting  
The Big Island of Hawaii, HI, USA Feb 2008
- "Is Dubai a Deviant?," with Jeffery Williamson,  
Port Cities Workshop, Harvard University and Dubai Initiative  
Cambridge, MA, USA Feb 2008
- "Migration as a Way to Diversity," with Anil Rupasingha,  
54<sup>th</sup> Annual North American Meeting of the Regional Science  
Association International, Savannah, GA Nov 2007
- "Urban Resurgence," with Davis, James C.,  
53<sup>rd</sup> Annual North American Meeting of the Regional Science  
Association International, Toronto Ontario, Canada Nov 2006
- "Networking Off Madison Avenue," with Vernon Henderson,  
NBER Summer Session on Real Estate Jul 2006
- "Quality Sorting and Networking: Evidence from the Advertising Agency  
Industry," U.S. Census Bureau, Center for Economic Studies Seminar Series,  
Washington DC Jun 2006
- "Spatial Mobility and Geographic Concentration," NBER-CRIW Conference on  
Producer Dynamics: New Evidence from Micro Data, Bethesda, MD Apr 2005
- "Quality Sorting and Networking: Evidence from the Advertising Agency  
Industry," 51<sup>st</sup> Annual North American Meetings of the Regional Science  
Association International, Seattle, WA Nov 2004
- "Knowledge Spillovers vs. Knowledge Sharing: Advertising Agencies in  
Manhattan," 50<sup>th</sup> Annual North American Meetings of the Regional Science  
Association International, Philadelphia, PA Nov 2003

- “Knowledge Sharing: The Case of Advertising Agencies in New York,” New York State Economics Association, Annual Meeting, New York, NY

Oct 2003