

Senior Economist in the Economic Research Division**Key Responsibilities**✓ **Project Coordinator of Enterprise Competitiveness Measurement Program**

This was a project to understand the drivers of competitiveness of Brazilian businesses and how public policy decisions may impact on their competitiveness by using firm level data. One policy derived from this project was, for instance, firms where EBITDA is equal to their Fixed Asset Level are those where credit is scarcer.

✓ **Editor of *BNDES Setorial*, a publication designed to provide research papers on industrial development**

This review is published twice a year and a special 60th anniversary edition was launched in 2012 (two volumes and more than 700 pages), which I was the solely editor. This special edition provided perspectives on the main sectors of the Brazilian economy, more information [here](#).

✓ **Board Advisory Experience**

My duties included: writing briefings to directors for meetings, especially for those to approve projects analyzed by BNDES staff; preparing speeches for BNDES president and directors; representing the bank with other government institutions; guiding foreign delegations to Brazilian organizations (private and government institutions).

ACADEMIC EXPERIENCE

Feb/10 – Present	Fluminense Federal University – Economic Department (on leave) Lecturer Areas: Microeconomics and Econometrics Courses: Microeconomics, Game Theory, Panel Data and Impact Evaluation Techniques	Niterói / Brazil
Sept/07-Ago/08	London School of Economics and Political Science Teacher's Assistant - Professor Paul Mitchell Course: Statistics and Econometrics for Master's Students	London / UK
Sept/05-Ago/06	London School of Economics and Political Science Teacher's Assistant - Professor Frederic Robert-Nicoud Course: International Trade and Regional Economics	London / UK
Sept/01-Aug/03	Fluminense Federal University – Economic Department Part-time Lecturer Courses: Linear Algebra, Statistics, Econometrics and Special Topics in Econometrics	Niterói / Brazil

RECENT PUBLICATIONS

Blogs

Lage de Sousa, F. (2017) "Do exports mitigate market failures in Brazil?" Beyond Borders, IDB, August 22nd.

Website: <https://blogs.iadb.org/integration-trade/2017/08/22/do-exports-mitigate-market-failures-in-brazil/>

Lage de Sousa, F. and Ottaviano, G. (2014) "Does government support lead to productivity growth?" Vox Lacea Blog, September 9th.

Website: <http://vox.lacea.org/?q=blog/lead-productivity-growth>

Books

Lage de Sousa, F., Reyes, J. D. and Taglioni, D. (2017) "Trade Competitiveness Diagnostic Toolkit: The Firm-level Dimension" World Bank, Washington DC, forthcoming.

Lage de Sousa, F. – Organizer (2012) "BNDES 60 Anos: Perspectivas Setoriais", First Edition, Volumes I and II (736 pages), October 2012, Rio de Janeiro, Brazil

Website:

http://www.bndes.gov.br/SiteBNDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/livro60anos_perspectivas_setoriais/BNDES60anos_PerspectivasSetoriais_livro.pdf

Academic Papers and Book Chapters

- Lage de Sousa, F. and Zhang, F. (2018) "Blackout and Productivity: An empirical investigation for Bangladesh and Pakistan" mimeo.
- Lage de Sousa, F. and Ottaviano, G. (2017) "Relaxing Credit Constraints in Emerging Economies: The impact of public loans on the performance of Brazilian firms" *International Economics*, forthcoming
- Ambrozio, A. H. P., Faleiros, J. P., Lage de Sousa, F. and Sant'Anna, A. (2017) "Credit Scarcity in Developing Countries: An Empirical Investigation Using Brazilian Firm-Level Data" *EconomiA Review*, Vol. 18, No. 1, pp. 73-87.
Website: <http://www.sciencedirect.com/science/article/pii/S1517758016301412>
- Ambrozio, A. H. P. and Lage de Sousa, F. (2017) "Competition and Innovation in the Caribbean Region" in "Exploring Firm Level Innovation and Productivity in Developing Countries: The Perspective of Caribbean Small States" organized by Silvia Dohnert, Gustavo Crespi and Alessandro Maffioli, Chapter 4, pages 45-62, IDB, Washington DC.
Website: <https://publications.iadb.org/bitstream/handle/11319/8138/Exploring-Firm-Level-Innovation-and-Productivity-in-Developing-Countries-The-Perspective-of-Caribbean-Small-States.pdf?sequence=1>
- Lage de Sousa, F. and Moreira, M. M. (2017) "Política Comercial em 2019: Retomando a abertura interrompida?" in "Depois da Transição: Diagnóstico e propostas – Retomada do Crescimento e Recuperação de Perspectivas" organized by Fabio Giambiagi and Mansueto de Almeida, June 2017, Rio de Janeiro, Brasil.
- Lage de Sousa, F. (2016) "Obstacles to Productivity in Asia and Pacific Region: Finance Reigns" MPFD Working Paper, No. WP/16/05. Bangkok: ESCAP
http://www.unescap.org/sites/default/files/WP_16_05_obstacle%20to%20productivity_final.pdf
- Cirera, X., Lage de Sousa, F. and Sabbeti, L. (2016) "ICT use, innovation, and productivity: evidence from Sub-Saharan Africa" World Bank Policy Research Working Paper No. 7868 (background paper for WDR 2016).
<https://openknowledge.worldbank.org/bitstream/handle/10986/25313/WPS7868.pdf?sequence=1>
- Koskas, D., Lage de Sousa, F. and Mendiola Ramirez (2016) "Business Environment Challenges Continue to Weigh on Firm Performance" in "South Asia's Turn: Policies to Boost Competitiveness and Create the Next Export Powerhouse" organized by Denis Medvedev, Vincent Palmade and Gladys Lopez-Acevedo, Chapter 3, pages 36-48, WB, Washington DC.
<http://hdl.handle.net/10986/25094>
- Koskas, D. and Lage de Sousa, F. (2016) "Productivity-Boosting Agglomeration Economies are Underleveraged" in "South Asia's Turn: Policies to Boost Competitiveness and Create the Next Export Powerhouse" organized by Denis Medvedev, Vincent Palmade and Gladys Lopez-Acevedo, Chapter 4, pages 49-65, WB, Washington DC.
<http://hdl.handle.net/10986/25094>
- Ambrozio, A. H. P. and Lage de Sousa, F. (2016) "Innovation and Productivity in the Caribbean Region: Firm-Level Approach" IADB Working Papers Series, forthcoming
- Lage de Sousa, F. (2015) "Internet and Wage Premium in Brazil" mimeo (background paper for WDR 2016), accepted for the "10th IZA/World Bank Conference on Employment and Development: Technological Change and Jobs" to be held on June 4-5, 2015 in Bonn Germany as well as for LACEA 2015.
- Cirera, X., Lage de Sousa, F. and Oliveira, J. M. (2015) "Productivity and E-commerce in Brazil", mimeo (background paper for WDR 2016).
- Lage de Sousa, F. and Ottaviano, G. (2014) "Relaxing Credit Constraints in Emerging Economies: The impact of public loans on the performance of Brazilian firms" Centre for Economic Performance Discussion Paper, No. 1309 (ISSN 2042-2695), LSE.
Website: <http://cep.lse.ac.uk/pubs/download/dp1309.pdf>
- Lage de Sousa, F. (2014) "Does Crime Affect Migration Flows?" *Papers in Regional Science*, Volume 93, Issue Supplement S1, pages S99-S111, November.
Website: <http://onlinelibrary.wiley.com/doi/10.1111/pirs.12047/pdf>
- Lage de Sousa, F. (2013) "How Can Development Banks Boost Firms' Productivity?" in "Development Evaluation in Times of Turbulence: Dealing with Crises that Endanger our Future" organized by Ray Rist, Marie-Hélène Boily and Frederic Martin, Chapter 9, pages 115-142, World Bank, Washington DC.
Website: <http://elibrary.worldbank.org/doi/pdf/10.1596/978-0-8213-9879-1>

Ambrozio, A. H. P. and Lage de Sousa, F. (2012) “Decompondo a produtividade brasileira entre 1995 e 2008” (*Decomposing the Brazilian Productivity from 1995 to 2008*) Visão do Desenvolvimento, nº 101, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/visao/Visao_101.pdf

Ambrozio, A. H. P., Cruz, A. I. G., Lage de Sousa, F., Nascimento, M. M. and Puga, F. P. (2012) “A economia brasileira: Conquistas dos últimos dez anos e perspectivas para o futuro” (*The Brazilian Economy: Conquers in the last ten years and future perspectives*) in “BNDDES 60 Anos: Perspectivas Setoriais” organized by Filipe Lage de Sousa, Vol. I, pages 12-40, BNDDES, Rio de Janeiro.

Website:

http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/livro60anos_perspectivas_setoriais/Setorial60anos_VOL1EconomiaBrasileira.pdf

Ambrozio, A. H. P. and Lage de Sousa, F. (2011) “Os Desafios do Apoio Público à Inovação no Brasil” (*Government Support Challenges for Innovation in Brazil*) Visão do Desenvolvimento, nº 98, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/visao/Visao_98.pdf

Lage de Sousa, F. (2011) “O potencial inovador das empresas brasileiras” (*Innovation Potential of Brazilian Firms*) Visão do Desenvolvimento, nº 94, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/visao/Visao_94.pdf

Lage de Sousa, F. And Puga, F. P. (2011) “O comércio entre os BRICS e suas oportunidades de crescimento” (*Trade between BRICS and Growth Opportunities*) Visão do Desenvolvimento, nº 93, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/visao/Visao_93.pdf

Coelho, D. and Lage de Sousa, F. (2010) “Os Efeitos dos Financiamentos do BNDDES sobre o Desempenho das Empresas Industriais Brasileiras” (*A Survey on BNDDES Effects on Manufacturing Firms' Performance*) in: De Negri, Fernanda; Almeida, Mansueto. (Org.). ‘Estrutura Produtiva Avançada e Integrada: Desafios do Desenvolvimento Produtivo Brasileiro’ 5th Edition, Vol. I, pages 267-292. IPEA, Brasília, Brazil.

Website: http://www.ipea.gov.br/portal/images/stories/PDFs/livros/livros/livro05_estruturaproductiva_vol1.pdf

Lage de Sousa, F. (2010) “Regional Manufacturing Wages: Dancing to the Tune of Trade Shocks” Spatial Economics Research Center Discussion Papers, n. 46, London, UK

Website: <http://www.spataleconomics.ac.uk/textonly/SERC/publications/download/sercdp0046.pdf>

Lage de Sousa, F. (2010) “BNDDES, Custos e Produtividade” (*BNDDES, Costs and Productivity*) Honour Mention at the 5th DEST Award in 2010 and also available at Textos para Discussão nº 267, Departamento de Economia, Universidade Federal Fluminense, Niterói, Brazil.

Website: http://www.uff.br/econ/download/tds/UFF_TD267.pdf

Lage de Sousa, F. (2010) “Migration and Amenities” 4th Place in the Medal Award for Research on Development in the Theme *Urban Externalities and Urban Poverty* at 13th Annual Global Development Conference held at Budapest, Hungary (2012) and also available at Textos para Discussão nº 262, Departamento de Economia, Universidade Federal Fluminense, Niterói, Brazil.

Website: http://www.uff.br/econ/download/tds/UFF_TD262.pdf

Ferraz, J. C. and Lage de Sousa, F. (2009) “Uma Oportunidade Única: Petróleo e Gás e Desenvolvimento Industrial e Tecnológico” (*A Unique Opportunity: Oil and Gas for Technological Development*) em Estudos e Pesquisas Nº 296, Instituto Nacional de Altos Estudos, Rio de Janeiro.

Website: <http://www.forumnacional.org.br/pub/ep/EP0296.pdf>

Lage de Sousa, F. and Ottaviano, G. (2008) “O Efeito do BNDDES na Produtividade das Empresas Brasileiras” (*BNDDES Effects in Brazilian Firms' Productivity*) em Política de Incentivo à Inovação Tecnológica no Brasil, org. De Negri, J. e Kubota, L., pages 361-386, Rio de Janeiro, IPEA.

Website: <http://www.ipea.gov.br/sites/000/2/livros/inovacaotecnologica/capitulo09.pdf>

Lage de Sousa, F. (2003) “O Papel do BNDDES na Distribuicao Geografica da Industria de Transformacao” (*The Role of BNDDES in the Geographical Distribution of the Brazilian Manufacturing Industry*), BNDDES, Review, v.10, nº 19, pages 3-20, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/td/td-95.pdf

Lage de Sousa, F. (2003) “As Estruturas Industriais dos Estados Brasileiros nas Ultimas Tres Decadas” (*Manufacturing Industry Structures in the Brazilian States in the Last Three Decades*), Discussion Paper BNDDES, nº 100, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/td/td-95.pdf

Lage de Sousa, F. (2002) “A Localizacao da Industria de Transformacao Brasileira nas Ultimas Tres Decadas” (*Location of the Brazilian Manufacturing Industry in the Last Three Decades*), Discussion Paper BNDES, nº 95, Rio de Janeiro, Brazil.

Website: http://www.bndes.gov.br/SiteBNDES/export/sites/default/bndes_pt/Galerias/Arquivos/conhecimento/td/td-95.pdf

ADDITIONAL INFORMATION

- Presented papers at the following Conferences and Institutions: International Atlantic Economic Association (IAES – Vienna 2013); Annual Global Development Conference (GDN – Budapest 2012); European Network on Industrial Policy International (EUNIP – Florence 2011); Micro Evidence on Innovation in Developing Economies (MEIDE – Costa Rica 2011); International Development Evaluation Association (IDEAS – Jordan 2011); Latin American and Caribbean Economic Association (LACEA – Paris 2006; Bogotá 2008; Mexico City 2013); Regional Science Association International (RSAI – Sao Paulo 2008); Goodenough College (London 2008); European Regional Science Association (ERSA – Volos 2006); London School of Economics (LSE – London 2005 to 2008); European Bank for Reconstruction and Development (ERDB – London 2007); Associação Nacional dos Centros de Pós-Graduação em Economia (ANPEC); ANPEC-Sul; ANPEC-Nordeste; Instituto de Pesquisa Econômica e Aplicada (IPEA); Banco Regional de Desenvolvimento do Extremo-Sul (BRDE); Fundação Getúlio Vargas (FGV); Associação Brasileira de Estudos Regionais (ABER); and Banco Nacional de Desenvolvimento Econômico e Social (BNDES).
- Selected as a finalist of an international award on the theme “Urban Externalities and Urban Poverty” organized by Global Development Network with a paper title “Urban Externalities and Migration Flows”. Final was held in Budapest, 2012.
- Selected by the Japanese Foreign Affairs Ministry to participate in the program Young Leaders in Tokyo, Kyoto and Yokohama, whose topic was “How to improve international trade between Brazil and Japan” (January / 2004). Five Japanese Consulates in Brazil (São Paulo, Rio, Recife, Curitiba and Belém) have selected one participant in each region for this program. Selection process was by an essay on how to improve trade between those two countries. Four candidates were chosen to participate in this program which includes visiting public and private institutions in Japan, such as Mitsui, Panasonic, Japan Bank for International Cooperation, and others.
- Participated in the organization of the seminar “Managing Migration: the neglected face of globalization?” organized by Goodenough College and 21st Century in London, UK. Among those participants, 21st Century selected group of specialists from a diverse range of nationalities, including myself, to participate in an International Workshop on Migration at Merton College - Oxford University/UK, where discussions were focus on future perspectives of international migration (April/2008).
- One of the key organizers of the Latin American Cultural Week at Goodenough College 2007 and 2008 (twice), where I was able to get sponsorship from two Brazilian Companies (AMBEV in 2007 and Sagatiba 2008), London/UK.
- Member of International Development Evaluation Association - IDEAS (since Jun/2010).
- Participated in the International Program for Development Evaluation Training (IPDET) core-course at Carleton University, Ottawa, Canada (Jun/2010)
- Contributor to the project “Living in the Endless City” organized by Urban Age (LSE) about Mumbai, São Paulo and Istanbul, which eventually was published as a book.
- Married with two children (daughter born 2005 and son born 2011).