

# Selection, Innovation, Competition and Growth

Omar Licandro (IAE)

7th Trobada Barcelona Economics, October 2009



- Dynamics of heterogeneous firms and growth

- Dynamics of heterogeneous firms and growth
- Selection and Imitation (Alain Gabler)

- Dynamics of heterogeneous firms and growth
- Selection and Imitation (Alain Gabler)
- The pro-competitive effects of trade (Giammario Impullitti, Antonio Navas)

# Selection and Growth (Alain Gabler)

The growth engine (Luttmer, 2007)

The growth engine (Luttmer, 2007)

- Firm's productivity growth follows a random walk (zero mean)



The growth engine (Luttmer, 2007)

- Firm's productivity growth follows a random walk (zero mean)
- Selection eliminates firms facing bad shocks

The growth engine (Luttmer, 2007)

- Firm's productivity growth follows a random walk (zero mean)
- Selection eliminates firms facing bad shocks
- The remaining firms grow on average

The growth engine (Luttmer, 2007)

- Firm's productivity growth follows a random walk (zero mean)
- Selection eliminates firms facing bad shocks
- The remaining firms grow on average
- Imitation: Entering firms sustain growth by following remaining firms

The growth engine (Luttmer, 2007)

- Firm's productivity growth follows a random walk (zero mean)
- Selection eliminates firms facing bad shocks
- The remaining firms grow on average
- Imitation: Entering firms sustain growth by following remaining firms

How can we interpret this process?

# Embodied Technical Change

# Embodied Technical Change

- Two sectors: nondurable and durable

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce



# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity
- Durable

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity
- Durable
  - Transform the nondurable good into plants

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity
- Durable
  - Transform the nondurable good into plants
  - Imitation: Learning from existing plants

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity
- Durable
  - Transform the nondurable good into plants
  - Imitation: Learning from existing plants
- Technical change

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity
- Durable
  - Transform the nondurable good into plants
  - Imitation: Learning from existing plants
- Technical change
  - Disembodied: A common component on the learning process

# Embodied Technical Change

- Two sectors: nondurable and durable
- Nondurable
  - A continuum of plants use labor to produce
  - Nondurables are consumed and used as input in the durable sector
  - Plants stochastically learn about their productivity
- Durable
  - Transform the nondurable good into plants
  - Imitation: Learning from existing plants
- Technical change
  - Disembodied: A common component on the learning process
  - Embodied: Initial productivity of new plants improves over time



- A firm is a plant

- A firm is a plant
- The output of a firm is

$$Y_t = A_t Z_t^\alpha L_t^{1-\alpha}$$

- A firm is a plant
- The output of a firm is

$$Y_t = A_t Z_t^\alpha L_t^{1-\alpha}$$

- Disembodied technical change  $A$ : LBD

- A firm is a plant
- The output of a firm is

$$Y_t = A_t Z_t^\alpha L_t^{1-\alpha}$$

- Disembodied technical change  $A$ : LBD
- Stochastic firm-specific productivity  $Z$

- A firm is a plant
- The output of a firm is

$$Y_t = A_t Z_t^\alpha L_t^{1-\alpha}$$

- Disembodied technical change  $A$ : LBD
- Stochastic firm-specific productivity  $Z$
- Initial productivity  $Z$  is vintage specific

- Two-sector growth model (Greenwood et al, AER; 1997)

- Two-sector growth model (Greenwood et al, AER; 1997)
- Calibration matches quarterly NIPA data and quality adjusted investment prices

- Two-sector growth model (Greenwood et al, AER; 1997)
- Calibration matches quarterly NIPA data and quality adjusted investment prices
- Results



- Two-sector growth model (Greenwood et al, AER; 1997)
- Calibration matches quarterly NIPA data and quality adjusted investment prices
- Results
  - Replicate some basic facts on firm dynamics

- Two-sector growth model (Greenwood et al, AER; 1997)
- Calibration matches quarterly NIPA data and quality adjusted investment prices
- Results
  - Replicate some basic facts on firm dynamics
    - Yearly entry rate of 11%

- Two-sector growth model (Greenwood et al, AER; 1997)
- Calibration matches quarterly NIPA data and quality adjusted investment prices
- Results
  - Replicate some basic facts on firm dynamics
    - Yearly entry rate of 11%
    - Employment distribution of firms close to the data: right tail is 1.15

- Two-sector growth model (Greenwood et al, AER; 1997)
- Calibration matches quarterly NIPA data and quality adjusted investment prices
- Results
  - Replicate some basic facts on firm dynamics
    - Yearly entry rate of 11%
    - Employment distribution of firms close to the data: right tail is 1.15
  - 60% of per capita growth is accounted for selection, embodied technical progress



Observed effects of trade liberalization

## Observed effects of trade liberalization

- Static Selection: Clean the market from inefficient firms

## Observed effects of trade liberalization

- Static Selection: Clean the market from inefficient firms
  - Pavcnik (2002), Topalova (2004), Tybout (2003)



## Observed effects of trade liberalization

- Static Selection: Clean the market from inefficient firms
  - Pavcnik (2002), Topalova (2004), Tybout (2003)
- Dynamic Selection: Induce surviving firms to innovate more

## Observed effects of trade liberalization

- Static Selection: Clean the market from inefficient firms
  - Pavcnik (2002), Topalova (2004), Tybout (2003)
- Dynamic Selection: Induce surviving firms to innovate more
  - Bustos (2008), MERCOSUR; Bloom, Draca, Van Reenen (2008), Chines import penetration in Europe; LLeiva and Trefler (2008), Canada-US Free Trade Agreement

## Observed effects of trade liberalization

- Static Selection: Clean the market from inefficient firms
  - Pavcnik (2002), Topalova (2004), Tybout (2003)
- Dynamic Selection: Induce surviving firms to innovate more
  - Bustos (2008), MERCOSUR; Bloom, Draca, Van Reenen (2008), Chines import penetration in Europe; LLeiva and Trefler (2008), Canada-US Free Trade Agreement
- Competition: Increase market competition, promoting innovation

## Observed effects of trade liberalization

- Static Selection: Clean the market from inefficient firms
  - Pavcnik (2002), Topalova (2004), Tybout (2003)
- Dynamic Selection: Induce surviving firms to innovate more
  - Bustos (2008), MERCOSUR; Bloom, Draca, Van Reenen (2008), Chines import penetration in Europe; LLeiva and Trefler (2008), Canada-US Free Trade Agreement
- Competition: Increase market competition, promoting innovation
  - Bugamelli, Fabiani and Sette (2008), Italy; Chen, Imbs, Scott (2008), EU; Griffith, Harrison, and Simpson (2008), EU Single Market Program

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics
  - Multi-sector model (Dixit-Stiglitz preferences)

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics
  - Multi-sector model (Dixit-Stiglitz preferences)
  - Market structure:  $n$  firms under Cournot competition



- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics
  - Multi-sector model (Dixit-Stiglitz preferences)
  - Market structure:  $n$  firms under Cournot competition
  - Incumbent firms invest in cost-reducing innovation

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics
  - Multi-sector model (Dixit-Stiglitz preferences)
  - Market structure:  $n$  firms under Cournot competition
  - Incumbent firms invest in cost-reducing innovation
  - Trade between similar countries (North-North trade)
    - Producing the same set of goods

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics
  - Multi-sector model (Dixit-Stiglitz preferences)
  - Market structure:  $n$  firms under Cournot competition
  - Incumbent firms invest in cost-reducing innovation
  - Trade between similar countries (North-North trade)
    - Producing the same set of goods
  - Trade liberalization increases the number of competitors

- A model to account for this set of empirical findings
  - Trade affects selection and innovation through a pro-competitive channel
- Innovation-driven growth model of industry dynamics
  - Multi-sector model (Dixit-Stiglitz preferences)
  - Market structure:  $n$  firms under Cournot competition
  - Incumbent firms invest in cost-reducing innovation
  - Trade between similar countries (North-North trade)
    - Producing the same set of goods
  - Trade liberalization increases the number of competitors
    - No other channels (Specialization, Spillovers, Terms of trade)

The pro-competitive effects of trade liberalization

## The pro-competitive effects of trade liberalization

- Direct innovation effect: lower markups  $\implies$  larger quantity produced  $\implies$  higher innovation

## The pro-competitive effects of trade liberalization

- Direct innovation effect: lower markups  $\implies$  larger quantity produced  $\implies$  higher innovation
- Static selection effect: more competition lowers markups  $\implies$  inefficient firms exit

## The pro-competitive effects of trade liberalization

- Direct innovation effect: lower markups  $\implies$  larger quantity produced  $\implies$  higher innovation
- Static selection effect: more competition lowers markups  $\implies$  inefficient firms exit
- Dynamic selection effect: surviving firms innovative more





- The cost function of a firm with productivity  $z$

$$y = \lambda + c(z)q \quad c(z) = z^{-\eta}, \quad \eta > 0$$

- $y$  production inputs
- $\lambda$  is a fixed production cost
- $q$  production
- $c(z)$  unit production cost

- The cost function of a firm with productivity  $z$

$$y = \lambda + c(z)q \quad c(z) = z^{-\eta}, \quad \eta > 0$$

- $y$  production inputs
  - $\lambda$  is a fixed production cost
  - $q$  production
  - $c(z)$  unit production cost
- 
- Innovation-by-incumbents

- The cost function of a firm with productivity  $z$

$$y = \lambda + c(z)q \quad c(z) = z^{-\eta}, \quad \eta > 0$$

- $y$  production inputs
  - $\lambda$  is a fixed production cost
  - $q$  production
  - $c(z)$  unit production cost
- 
- Innovation-by-incumbents
  - Within-sector symmetry:  $z$  is sector specific



- Cournot competition: Nash Equilibrium in open-loop strategies

# Production and Innovation

- Cournot competition: Nash Equilibrium in open-loop strategies
- Cost reducing innovations undertaken by incumbents

$$\frac{\dot{z}_t}{z_t} = \eta c(z_t) q_t - \rho - \delta$$

# Production and Innovation

- Cournot competition: Nash Equilibrium in open-loop strategies
- Cost reducing innovations undertaken by incumbents

$$\frac{\dot{z}_t}{z_t} = \eta c(z_t) q_t - \rho - \delta$$

- Production

$$c(z_t) q_t = \theta e \tilde{z}_t$$



# Production and Innovation

- Cournot competition: Nash Equilibrium in open-loop strategies
- Cost reducing innovations undertaken by incumbents

$$\frac{\dot{z}_t}{z_t} = \eta c(z_t) q_t - \rho - \delta$$

- Production

$$c(z_t) q_t = \theta e \tilde{z}_t \quad \theta = \frac{n-1+\alpha}{n}$$

- Market size effect: The markup  $\frac{1}{\theta}$  is decreasing on  $n$

# Production and Innovation

- Cournot competition: Nash Equilibrium in open-loop strategies
- Cost reducing innovations undertaken by incumbents

$$\frac{\dot{z}_t}{z_t} = \eta c(z_t) q_t - \rho - \delta$$

- Production

$$c(z_t) q_t = \theta e \tilde{z}_t \quad \theta = \frac{n-1+\alpha}{n}$$

- Market size effect: The markup  $\frac{1}{\theta}$  is decreasing on  $n$
- Market share effect:
  - Average market share  $e$
  - Sector relative productivity  $\tilde{z}$ , relative to the mean  $\bar{z}_t$

# Productivity growth and the productivity distribution

# Productivity growth and the productivity distribution

- Productivity growth is positively correlated with value added  
Mortensen and Lentz (2008)

# Productivity growth and the productivity distribution

- Productivity growth is positively correlated with value added  
Mortensen and Lentz (2008)
  - Firms with productivity smaller (larger) than the mean move to the left (right) of the productivity distribution

# Productivity growth and the productivity distribution

- Productivity growth is positively correlated with value added  
Mortensen and Lentz (2008)
  - Firms with productivity smaller (larger) than the mean move to the left (right) of the productivity distribution
- The exit-entry process renders the distribution stationary

# Productivity growth and the productivity distribution

- Productivity growth is positively correlated with value added  
Mortensen and Lentz (2008)
  - Firms with productivity smaller (larger) than the mean move to the left (right) of the productivity distribution
- The exit-entry process renders the distribution stationary
- The growth rate of average productivity

$$g = \eta\theta e - \rho - \delta$$

# Productivity growth and the productivity distribution

- Productivity growth is positively correlated with value added  
Mortensen and Lentz (2008)
  - Firms with productivity smaller (larger) than the mean move to the left (right) of the productivity distribution
- The exit-entry process renders the distribution stationary
- The growth rate of average productivity

$$g = \eta\theta e - \rho - \delta$$

- The growth effects of competition:
  - Positive by reducing markups  $1/\theta$  (market size)



# Productivity growth and the productivity distribution

- Productivity growth is positively correlated with value added  
Mortensen and Lentz (2008)
  - Firms with productivity smaller (larger) than the mean move to the left (right) of the productivity distribution
- The exit-entry process renders the distribution stationary
- The growth rate of average productivity

$$g = \eta\theta e - \rho - \delta$$

- The growth effects of competition:
  - Positive by reducing markups  $1/\theta$  (market size)
  - Negative by reducing the average market share  $e$

# Exit, Entry and Market Clearing

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$
  - A downward sloping relation between  $e$  and  $\tilde{z}^*$

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$
  - A downward sloping relation between  $e$  and  $\tilde{z}^*$
- Entry
  - There is a unit mass of firms,  $M$  are active

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$
  - A downward sloping relation between  $e$  and  $\tilde{z}^*$
- Entry
  - There is a unit mass of firms,  $M$  are active
  - The entry cost is nil

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$
  - A downward sloping relation between  $e$  and  $\tilde{z}^*$
- Entry
  - There is a unit mass of firms,  $M$  are active
  - The entry cost is nil
  - *Imitation*: New entrants draw an initial productivity from  $\Gamma(\tilde{z})$



# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$
  - A downward sloping relation between  $e$  and  $\tilde{z}^*$
- Entry
  - There is a unit mass of firms,  $M$  are active
  - The entry cost is nil
  - *Imitation*: New entrants draw an initial productivity from  $\Gamma(\tilde{z})$
  - $M$  is a decreasing function of  $\tilde{z}^*$

# Exit, Entry and Market Clearing

- Exogenous exit at rate  $\delta$
- Firm selection
  - Endogenous exit determines a cutoff productivity  $\tilde{z}^*$
  - A downward sloping relation between  $e$  and  $\tilde{z}^*$
- Entry
  - There is a unit mass of firms,  $M$  are active
  - The entry cost is nil
  - *Imitation*: New entrants draw an initial productivity from  $\Gamma(\tilde{z})$
  - $M$  is a decreasing function of  $\tilde{z}^*$
- Market clearing: A negative relation between  $e$  and  $M$

# Competition Effect in Close Economy

# Competition Effect in Close Economy

**Proposition:** (Under some parametric conditions) An interior solution  $(\tilde{z}^*, e)$  exists and is unique

## Competition Effect in Close Economy

**Proposition:** (Under some parametric conditions) An interior solution  $(\tilde{z}^*, e)$  exists and is unique

**Proposition:** An increase in  $\theta$  raises the productivity cutoff  $\tilde{z}^*$  and the growth rate  $g$ , and reduces  $M$

# Competition Effect in Close Economy

**Proposition:** (Under some parametric conditions) An interior solution  $(\tilde{z}^*, e)$  exists and is unique

**Proposition:** An increase in  $\theta$  raises the productivity cutoff  $\tilde{z}^*$  and the growth rate  $g$ , and reduces  $M$

The effects of competition on innovation:

# Competition Effect in Close Economy

**Proposition:** (Under some parametric conditions) An interior solution  $(\tilde{z}^*, e)$  exists and is unique

**Proposition:** An increase in  $\theta$  raises the productivity cutoff  $\tilde{z}^*$  and the growth rate  $g$ , and reduces  $M$

The effects of competition on innovation:

- Direct competition effect: lower markups lead to higher quantity produced (no role for heterogeneity)

# Competition Effect in Close Economy

**Proposition:** (Under some parametric conditions) An interior solution  $(\tilde{z}^*, e)$  exists and is unique

**Proposition:** An increase in  $\theta$  raises the productivity cutoff  $\tilde{z}^*$  and the growth rate  $g$ , and reduces  $M$

The effects of competition on innovation:

- Direct competition effect: lower markups lead to higher quantity produced (no role for heterogeneity)
- Selection effect: resources are reallocated from exiting to (more innovative) surviving firms (heterogeneity matters!!)



# Competition Effect in Close Economy

**Proposition:** (Under some parametric conditions) An interior solution  $(\tilde{z}^*, e)$  exists and is unique

**Proposition:** An increase in  $\theta$  raises the productivity cutoff  $\tilde{z}^*$  and the growth rate  $g$ , and reduces  $M$

The effects of competition on innovation:

- Direct competition effect: lower markups lead to higher quantity produced (no role for heterogeneity)
- Selection effect: resources are reallocated from exiting to (more innovative) surviving firms (heterogeneity matters!!)

However, an increase in the number of firms reduces market shares more than compensating the markup effect

# Symmetric Trade

# Symmetric Trade

- Two identical economies face an iceberg-type trade cost  $\tau > 0$

# Symmetric Trade

- Two identical economies face an iceberg-type trade cost  $\tau > 0$
- No specialization: identical productivity distribution

# Symmetric Trade

- Two identical economies face an iceberg-type trade cost  $\tau > 0$
- No specialization: identical productivity distribution
- Equilibrium conditions are the same, but

# Symmetric Trade

- Two identical economies face an iceberg-type trade cost  $\tau > 0$
- No specialization: identical productivity distribution
- Equilibrium conditions are the same, but the markup reduces:

$$\theta^T = \frac{(2n - 1 + \alpha)(\tau^2(1 - n - \alpha) + 2(1 + \tau) + (1 - \alpha))}{n(2 + \tau)^2(1 - \alpha)} \geq \theta$$

# Symmetric Trade

- Two identical economies face an iceberg-type trade cost  $\tau > 0$
- No specialization: identical productivity distribution
- Equilibrium conditions are the same, but the markup reduces:

$$\theta^T = \frac{(2n - 1 + \alpha)(\tau^2(1 - n - \alpha) + 2(1 + \tau) + (1 - \alpha))}{n(2 + \tau)^2(1 - \alpha)} \geq \theta$$

for  $\tau = 0$        $\theta^T = \frac{2n-1+\alpha}{2n}$

# Symmetric Trade

- Two identical economies face an iceberg-type trade cost  $\tau > 0$
- No specialization: identical productivity distribution
- Equilibrium conditions are the same, but the markup reduces:

$$\theta^T = \frac{(2n - 1 + \alpha)(\tau^2(1 - n - \alpha) + 2(1 + \tau) + (1 - \alpha))}{n(2 + \tau)^2(1 - \alpha)} \geq \theta$$

for  $\tau = 0$        $\theta^T = \frac{2n-1+\alpha}{2n}$

- Firms keep the same market share but market size increases





- Quantitative exercise: Measure the contribution of selection  $\tau > 0$

- Quantitative exercise: Measure the contribution of selection  $\tau > 0$
- Endogenize the number of firms

- Quantitative exercise: Measure the contribution of selection  $\tau > 0$
- Endogenize the number of firms
  - Endogenous, but constant number of firms

- Quantitative exercise: Measure the contribution of selection  $\tau > 0$
- Endogenize the number of firms
  - Endogenous, but constant number of firms
  - Decreasing number of firms

- Quantitative exercise: Measure the contribution of selection  $\tau > 0$
- Endogenize the number of firms
  - Endogenous, but constant number of firms
  - Decreasing number of firms