

# Oana Tocoian

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## EMPLOYMENT

Lecturer, UC San Diego, Economics Department	July 2018-present
Visiting Assistant Professor, Claremont McKenna College	July 2018-Dec 2018
Assistant Professor of Economics, Claremont McKenna College	July 2011-June 2018

## EDUCATION

Ph.D. <i>Economics</i> , University of California, San Diego	June 2011
M.A. <i>Economics</i> , University of California, San Diego	Dec 2007
B.S. <i>Engineering and Applied Science</i> , California Institute of Technology	June 2003

## RESEARCH INTERESTS

International trade: the home market effect and fiscal policy, arms trade and conflict  
Entrepreneurship: firm performance, investment risk, wealth mobility  
Household economics: link between female labor supply, fertility, and macro conditions

## TEACHING EXPERIENCE

Intermediate Microeconomics, Claremont McKenna College	2011-2018
Economics of Entrepreneurship, Claremont McKenna College	2013-2018

## PUBLICATIONS

Muendler, M. A., Rauch, J. E., & **Tocoian, O.** (2012). Employee spinoffs and other entrants: Stylized facts from Brazil. *International Journal of Industrial Organization*, 30(5), 447-458.

**Tocoian, O.** (2015). The Home Market Effect in International Arms Trade. *Economic Inquiry*, 53: 1751-1764.

Sarada & **Tocoian, O.** Is it All About Who You Know? Prior Work Connections and Entrepreneurial Success, SSRN manuscript no. 2650627 – accepted for publication in *Industrial Labor Relations Review*

## WORKING PAPERS AND ONGOING PROJECTS

*Entrepreneurship and the American Dream: How Far Does the Upward Mobility Ladder Reach?* with Sarada

*Who Gets the Guns? How Conflicts and Politics Drive International Arms Transfers*, with Brock Blomberg, SSRN manuscript no. 2765879

*Fiscal Policy and the Trade Balance: An Application to the Construction Industry*

*Risky Business: How Households Manage Financial and Human Capital Investment Risk in Entrepreneurship*, with Sarada  
*Fertility and the Business Cycle*, with Sarada

*The Formalization of Networks into Entrepreneurial Organizations*, with Sarada

## SEMINARS AND CONFERENCE PRESENTATIONS

2018 - NBER Productivity, Innovation, and Entrepreneurship Spring meeting\*  
2017 - CMC Robert Day School Seminar Series; Meetings of the Society of Economics of the Household (SEHO); Western Economic Association International (WEAI) Annual Conference  
2016 - Smith Entrepreneurship Research Conference at U. Maryland\*; Western Economic Association International (WEAI) Annual Conference; PSID (Panel Study of Income Dynamics) User Conference; ILR Review special issue conference: "The Labor Market and Human Resource Managements Implications of Entrepreneurship"\*; Defense and Security Economics Workshop (DSEW) at Carleton University; Federal Reserve Board's Consumer and Community Affairs Division\*  
2015 - Western Economic Association International (WEAI) Annual Conference; University of Wisconsin, Madison School of Business; Georgetown University McDonough School of Business\*  
2014 - ASSA\*, CSWEP CeMENT National Mentoring Workshop (junior participant); US Census Bureau; International Industrial Organization Conference (IIOC); Society for the Advancement of Behavioral Economics annual conference (SABE)  
2013 - CMC Robert Day School Seminar Series; Society of Labor Economists Annual Meetings\* (SOLE)  
2012 - CMC Robert Day School Workshop; Rocky Mountain Empirical Trade conference (discussant); Empirical Investigations in International Trade (discussant)  
2011 - Claremont McKenna College Robert Day School; Southern California Conference in Applied Microeconomics (SoCCAM); Empirical Investigations in International Trade (EIIT); Santa Cruz Institute for International Economics (discussant)  
2010 - UC San Diego IR/PS  
2009 - UC San Diego Economics Department  
\* marks presentations delivered by co-authors with me present

## AWARDS, GRANTS, FELLOWSHIPS

Lowe Institute Faculty/Student Research Grant	CMC, 2015
Center for Innovation and Entrepreneurship (CIE) Faculty Research Grant	CMC, 2014, 2015, 2017
Berger Institute Summer Research Grant	CMC 2012, 2013
Teaching Assistant Excellence Award	UCSD 2007
Economics Department Tuition Fellowship	UCSD 2005-2011
Summer Undergraduate Research Fellowship	Caltech 2000, 2001

## PROFESSIONAL SERVICE

Referee - Journal of International Economics, Journal of Labor Economics, Journal of Development Economics, Southern Economic Journal, Review of Economics of the Household, Scandinavian Journal of Economics  
Member - American Economic Association, Society of Labor Economists, Industrial Organization Society, Western Economic Association International

## COLLEGE SERVICE

CMC Off-Campus Study Committee	2016-2017
Organizer - Robert Day School seminar series	2015-2017
CMC Conduct Board	2015-2016
CMC Advisory Board for Library Planning	2015-2016
CMC Library Recruiting Committee	2015
CMC WASC Assessment Committee	2013-2016
Organizer - Robert Day School Summer research workshop	2013
Judge - Robert Day School Case Competition	2012, '13, '15, '16
CMC Institutional Review Board	2012-2013

## PREVIOUS EMPLOYMENT

Research Assistant - UCSD Economics Dept. and IR/PS

Profs. James Rauch and Marc Muendler (funded by the World Bank)  
Prof. Gordon Hanson  
Prof. Marc Muendler

Fall 2008 - Spring 2009  
Summer 2008, 2009, 2010  
Winter & Summer 2008

Teaching Assistant - UCSD Economics Dept.

Fall 2005 - Spring 2011

Economic Development, International Trade, International Monetary Relations, Introductory and Intermediate Microeconomics, Econometrics, Economics of Health.

Economic Consultant  
Bates White, LLC

2003-2005

## **OTHER INFORMATION**

Citizenship    United States, Romania

Languages     English, Romanian, French (conversational)