

MAURICIO CANÊDO PINHEIRO

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Professional Experience

BRAZILIAN INSTITUTE OF ECONOMICS - GETULIO VARGAS FOUNDATION (IBRE/FGV)

- **09/2004 – 03/2017** **Researcher** Rio de Janeiro
 - Applied research and consulting in regulation, industrial organization, industrial policy and economic development.

CONSULTING AND APPLIED RESEARCH PROJECTS

- **03/2018 – 03/2019** **Digital Technologies Usage and Labor Productivity in Brazil [In Progress]**
 - Financed by Applied Research Network (FGV).
 - Research questions: To investigate, from Brazilian microdata, the impacts of digital technologies usage - Internet and mobile phone - on labor productivity.
 - Products: Communication of research results by means of an academic paper, a policy paper and newspapers articles.
- **03/2018 – 08/2018** **Industrial Policy and Concentrated Solar Power in Brazil (CSP) [In Progress]**
 - Consulting services to Brazilian electric sector companies, coordinated by FGV Energia.
 - Multidisciplinary project, involving other institutions.
 - Task: Analyzing how the industrial policy should be adjusted to avoid a very large negative impact on the development of CSP infrastructure in Brazil.
 - Product: Final results were published on a report.
- **07/2017 – 08/2018** **Brazil Productivity Challenges: Does Management Matters? [In Progress]**
 - Financed by Global Development Network (GDN) and Japan International Cooperation Agency (JICA).
 - Research questions: Do management practices impact productivity? Does Kaizen approach yield better results compared to other management practices or in the absence of it? Both questions will be answered with the use of IBGE's microdata and qualitative evidence from interviews with firms.
 - Products: Communication of research results by means of a book chapter.
 - Task: co-coordination of a team of four economists.
- **06/2017 – 06/2018** **Assessing the Impact of Market Failures on Innovation Investment in LAC: The Case of Brazil [In Progress]**
 - Financed and lead by IDB and implemented with Red Sur.
 - Research questions: What are the main obstacles to innovation investments in LAC? Do obstacles to innovation affect differently firm's innovation propensity and innovation intensity? Both questions will be answered with the use of IBGE's microdata and qualitative evidence from interviews with firms.
 - Products: Communication of research results by means of an academic paper and a policy brief.
 - Task: co-coordination of a team of four economists.
- **03/2017 – 06/2018** **Innovation and Competition in Brazil: Lessons for Public Policy [In Progress]**
 - Financed by Applied Research Network (FGV).
 - Research questions: What is the relationship between competition and innovation in Brazil? We also try to understand if public policies designed to foster innovation work better in firms facing more competitive environments. Both questions will be answered with the use of IBGE's microdata.
 - Products: Communication of research results by means of an academic paper, a policy paper and newspapers articles.
 - Task: coordination of a team of three economists.

- **01/2017 – 06/2017** **Competitiveness and the Most Innovative Companies in Brazil**

 - Consulting services for ABDI (Brazilian Industrial Development Agency), coordinated by FGV Projetos.
 - Multidisciplinary research team involving several FGV branches.
 - Tasks and products: Report on the relationship between innovation and competitiveness in Brazil and for identifying (with the use of IBGE's microdata) common features of the most innovative Brazilian companies (and how they differ from non-innovative ones).

- **03/2015 – 03/2017** **Technological Capabilities, Accumulation and Industrial Competitiveness in Brazil**

 - Financed by Applied Research Network (FGV).
 - Product: Report on how Brazilian companies in five sectors accumulate technological capabilities and how this accumulation impacts on their competitiveness.
 - Tasks: Five workshops for extensive stakeholder consultation and individual interviews. Coordination of a team of four young researchers.

- **01/2015 – 04/2015** **Fiscal Cost of Government Loans to BNDES**

 - Independent consulting service financed by FINATEC and coordinated by IPEA.
 - Objective: Estimation of the fiscal cost of recent government loans to BNDES, properly considering both its multiplier effect in the Brazilian economy and the crowding out effect of the bank's loans on private financing of productive investments.

- **05/2014 – 07/2014** **Taxation and its Impacts on Beer Prices in Brazil**

 - Consulting service to Brazilian beer companies, coordinated by FGV Projetos.
 - Task: Report on changes in taxation and its impacts on beer prices. These impacts were estimated using simulation models like those used to evaluate competitive impacts of mergers.

- **05/2013 – 07/2013** **Impacts of Changes in the Brazilian Port Sector Regulation**

 - Consulting services to a Brazilian port operator, coordinated by FGV Projetos.
 - Qualitative impact evaluation of changes in the Brazilian port regulatory framework.

- **11/2012 – 03/2013** **Brazilian Industrial Policy on Heavy and Chemical Industries**

 - Applied Research for KIET (Korea Institute of Industrial Economics and Trade).
 - Product: Report on the Brazilian industrial policy on heavy and chemical industries, which was used in a comparison of different international experiences on the matter.
 - Project involving researchers from several countries.
 - Final results were presented in an international seminar in Korea ([link](#)) and published on a book ([link](#)).

- **08/2012 – 11/2012** **Brazilian Industrial Policy: Lessons from Oil & Gas and Medical Equipment Sectors**

 - Independent consulting service financed by GE Foundation and coordinated by CEBRI (Brazilian Center for International Relations).
 - Product: Policy paper ([link](#)) on the design of the recent Brazilian industrial policy, based on Brazilian and international experience on industrial policy in the oil, gas and in the medical equipment sector.
 - Tasks: Extensive stakeholder consultation at two workshops (which I helped to organize) and several individual interviews. Project results divulgation at several events and seminars.

- **05/2012 – 09/2012** **Economic Relevance of the Brazilian Mining Sector**

 - Consulting services for a large Brazilian mining company coordinated by IBRE/FGV.
 - Estimation of the economic contribution – value added, wages and jobs – of the Brazilian mining sector chain, including suppliers and logistics.

- **01/2012 – 03/2012** **Exchange Rate Scenarios and Their Impact on Transpetro's Cash Flow**

 - Consulting services to Transpetro, coordinated by IBRE/FGV.
 - Evaluation of the exchange rate impact on the company's cash flow in the scope of the PROMEF (Naval Fleet Renewal Program), industrial policy designed to foster Brazilian shipbuilding industry.

- **08/2011 – 12/2011** **Impacts of Changes in the Brazilian Mining Sector Regulation**

 - Consulting services to a large Brazilian mining company, coordinated by IBRE/FGV.
 - Economic impact assessment of increased iron ore production due to the new legal framework.
 - Product: Report on potential impacts of the inclusion of national content requirements in sector's inputs and equipment purchases.

- **06/2011 – 04/2012** **Industrial Policy and Smart Grids in Brazil**

 - Consulting services to Brazilian electric sector companies, coordinated by FGV Projetos.
 - Multidisciplinary project, involving other institutions and several FGV branches.
 - Task: Analyzing how the industrial policy should be adjusted to avoid a very large negative impact on the development of smart grid infrastructure in Brazil.
 - Product: Final results were published on a book ([link](#)).

- **04/2010 – 10/2010** **Changes in Environmental Law and Their Impact on the Iron Ore Industry**

 - Consulting services to a large Brazilian mining company. Coordinated by IBRE/FGV.
 - Product: Report about the potential impacts of changes in Brazilian cave preservation laws in the iron ore industry.

- **10/2010 – 02/2011** **Evaluating the Brazilian Industrial Policy for Shipbuilding Industry**

 - Consulting services for a company of Petrobras Group, coordinated by IBRE/FGV.
 - Task: Qualitative evaluation of the PROMEF (Naval Fleet Renewal Program), industrial policy designed to foster Brazilian shipbuilding industry.
 - Benchmarking with other countries' industrial policies for shipbuilding industry and similar sectors and with the Brazilian industrial policy for aerospace sector (Embraer).

- **03/2010 – 09/2010** **Economic Relevance of the Brazilian Beer Industry**

 - Consulting services to Brazilian beer companies, coordinated by IBRE/FGV and FGV Projetos.
 - Task: Methodology development for estimation of the economic contribution – value added, wages and jobs – of the Brazilian beer supply chain, including suppliers and (informal) retailers.
 - Interactions with beer companies in Brazil and the Beer Institute in the United States.
 - The estimates are updated every year and, at this moment, Latin American beer companies intend to expand the scope of the study to other Latin American countries, based on the methodology developed for Brazil.

- **05/2009 – 11/2009** **Impact Assessment of Restrictions on Steel Imports**

 - Consulting services to a company of Petrobras Group, coordinated by IBRE/FGV.
 - Product: Report on the competition in Brazilian and international markets for shipbuilding steel plates.
 - Task: Qualitative impact assessment of restrictions on steel imports in the scope of the PROMEF (Naval Fleet Renewal Program), industrial policy designed to foster Brazilian shipbuilding industry.

- **11/2008 – 01/2009** **Predatory Prices in the Brazilian Salt Market**

 - Consulting services to a Chilean salt exporter company, coordinated by IBRE/FGV.
 - Product: Report on the antitrust impact of the Chilean salt imports on the Brazilian market, especially if the behavior of the Chilean companies could be considered a predatory pricing strategy.

- **08/2007 – 11/2007** **The Value of Mobile Telephony to the Brazilian Society**

 - Consulting services to Brazilian mobile carriers, coordinated by IBRE/FGV.
 - Product: Report on the sector relevance to the Brazilian economy and on factors that could boost the spread of mobile telephony in Brazil.
 - Interaction with mobile carriers' staff and involvement in communicating the results to the public.

- **05/2007 – 09/2008** **How Oi/Brasil Telecom Merger Affects Competition**
 - Consulting services to the merged companies, coordinated by IBRE/FGV.
 - Product: Report surveying similar mergers in other countries and assessing the antitrust impact of the merger.
 - Interaction with the law firm hired to handle the merger.
- **02/2007 – 04/2007** **Mobile Telephony, Competition, Spectrum Allocation Policy and Consumer Welfare**
 - Consulting services to Brazilian mobile carriers, coordinated by IBRE/FGV.
 - Product: Report on the relationship between competition and consumer welfare in mobile markets: theoretical perspective, international benchmark and lessons for Brazil.
 - Simulations: How do different spectrum allocation policies impact consumer prices?
- **09/2004 – 06/2005** **Vertical Mergers and Buying Power in Horizontal Mergers**
 - Applied research for the Ministry of Justice, coordinated by IPEA.
 - Tasks: Review of the international experience and the literature and proposition of guidelines for analysis of vertical mergers or mergers involving buying power. Communication of the preliminary results at an international seminar in Brasilia ([link](#)).
 - Product: Final results were published on a book ([link](#)).
- **09/2004 – 06/2005** **Confidence Intervals and Efficiencies in Mergers**
 - Applied research for the Ministry of Justice, coordinated by IPEA.
 - Tasks: Review of the literature, communication of the preliminary results at an international seminar in Brasilia ([link](#)).
 - Product: Final results were published on a book ([link](#)).

SECRETARIAT FOR ECONOMIC MONITORING - MINISTRY OF FINANCE (SEAE/MF)

- **04/2002 - 12/2002** **General Coordinator for Public Services and Infrastructure** Brasília
 - Coordination of a team of around 15 officials.
 - Focus on competition policy, regulation and economic monitoring.
 - Significant reduction in the inventory of merger control and other administrative proceedings.
 - Representative of *Ministry of Finance* in the *National Water Resources Council* and the *National Civil Aviation Council*.
- **01/2002 - 04/2002** **Coordinator for Industrial Sector** Rio de Janeiro
 - Coordination of a team of 10 officials.
 - Focus on competition policy and regulation.
- **03/2001 - 01/2002** **Analyst** Rio de Janeiro
 - Preparation of opinions on merger control and anticompetitive conduct proceedings.

Teaching Experience

SCHOOL OF ECONOMICS – RIO DE JANEIRO STATE UNIVERSITY (FCE/UERJ)

- **08/2015 – present** **Associate Professor – Microeconomics and Development Economics** Rio de Janeiro
 - Undergraduate and Graduate courses.
 - PhD's thesis advising: two in progress.

BRAZILIAN SCHOOL OF ECONOMICS AND FINANCE (EPGE) - GETULIO VARGAS FOUNDATION

- **02/2008 – 07/2015** **Lecturer – Microeconomics and Industrial Organization** Rio de Janeiro
 - Undergraduate, Graduate and MBA courses.
 - Master's thesis advising: three.

IBMEC-RJ

- **02/2003 – 09/2004** **Lecturer – Microeconomics and Industrial Organization** Rio de Janeiro
 - Undergraduate courses.

Education

- 02/2003 – 06/2007 **Brazilian School of Economics and Finance - Getulio Vargas Foundation**
Ph.D. in Economics Rio de Janeiro
- 03/1999 – 06/2001 **Brazilian School of Economics and Finance - Getulio Vargas Foundation**
M.A. in Economics Rio de Janeiro
- 02/1995 – 11/1998 **Universidade Federal do Rio de Janeiro (UFRJ)**
B.A. in Economics Rio de Janeiro

Courses

- 09/2002 **ILPES - Eclac – United Nations** Santiago – Chile
IV International Course-Seminar *Provisión y Regulación de Servicios de Infraestructura*

Selected Publications

PAPERS IN REFEREED JOURNALS (Titles in English, text in Portuguese, unless otherwise stated)

- Brazilian Industrial Policy. *Outre-Terre*, n. 47, p. 82-93, 2016 [with Cristina Terra] [in French].
- Mobile Telephone Service in Brazil: High Dissemination, Low Use. *Network Industries Quarterly*, v. 18, n. 1, p. 16-19, 2016 [in English].
- Bolsa Família or Economic Performance? What do explain Lula's reelection in 2006? *Economia Aplicada*, v 19, n. 1, p. 31-61, 2015. [In Portuguese]
- The Diffusion of Fixed Telephony in Brazilian Households. *Economia*, v. 14, n. 1C, p. 631-643, 2013. [In Portuguese]
- Asymmetries in Transmission of Fuel Prices: The Case of Diesel in Brazil. *Revista Brasileira de Economia*, v. 66, n. 4, p. 469-490, 2012. [In Portuguese]
- Determinants of Winning Bids in Auctions for Oil and Gas: Assessing the Brazilian Case. *Revista Brasileira de Economia*, v. 66, n. 4, p. 429-444, 2012. [with Rodrigo Leandro de Moura e Fernando Daitx] [In Portuguese]
- Cagan Model and Structural Breaks: Evidence for Brazil (1970-94). *Economia Aplicada*, v. 15, n. 2, p. 151-176, 2011. [In Portuguese]
- Convergence among Brazilian States: Sectoral Decomposition Exercises. *Economia Aplicada*, v. 15, n. 3, p. 417-442, 2011. [with Fernando de Holanda Barbosa Filho] [In Portuguese]

BOOKS (Titles in English, text in Portuguese, unless otherwise stated)

- Industry and Productive Development in Brazil. Rio de Janeiro: Elsevier, 2015. [with Nelson Barbosa, Nelson Marconi and Laura Carvalho] [In Portuguese]
- Smart Grids in Brazil: Subsidies for a National Deployment Plan. Rio de Janeiro: Synergia, 2013. [with Joisa Campanher Dutra and other co-authors] [In Portuguese]
- A Study on International Comparisons of Processes and Policies for Developing Heavy and Chemical Industries. Seoul: KIET, 2013. [with Do Hoon Kim, Young Seok Oh, Kye Hwan Kim, Ma Joy V. Abrenica and Chen Tsung Yun] [In Portuguese]

BOOK CHAPTERS (Titles in English, text in Portuguese, unless otherwise stated)

- Innovation and productivity in Brazil. In: Bonelli, R., Veloso, F., Pinheiro, A.C. (orgs.). *Anatomia da Produtividade no Brasil*. Rio de Janeiro: Elsevier, p. 211-240, 2017. [with Paulo Figueiredo] [In Portuguese]
- Productivity in the Brazilian manufacturing industry: performance by sector and firm size, 2007-2013. In: Bonelli, R., Veloso, F., Pinheiro, A.C. (orgs.). *Anatomia da Produtividade no Brasil*. Rio de Janeiro: Elsevier, p. 183-209, 2017. [with Regis Bonelli] [In Portuguese]
- Telecommunications and Broadband Internet in Brazil. In: Fan, Y., Pan, Z., Veloso, F., Pereira, L.V. (orgs.). *A Comparative Study of Urbanization and Infrastructure in Brazil and China*. Shanghai: Shanghai People's Publishing House, p. 379-410, 2015. [in Chinese]
- Telecommunications and Broadband Internet in Brazil. In: Pereira, L.V, Veloso, F., Fan, Y., Pan, Z. (orgs.). *Infraestrutura: Perspectivas do Brasil e da China*. Rio de Janeiro: Elsevier, p. 147-179, 2015. [In Portuguese]

- Was the recent Brazilian industrial policy well designed? In: Barbosa, N., Marconi, N., Pinheiro, M.C., Carvalho, L. (orgs.). *Indústria e Desenvolvimento Produtivo no Brasil*. Rio de Janeiro: Elsevier, p. 443-466, 2015. [In Portuguese]
- Productivity and Convergence among Brazilian Municipalities (2000-2010). In: Bonelli, R., Veloso, F. (org.). *Ensaio IBRE de Economia Brasileira - II*. Rio de Janeiro: Elsevier, 2014, p. 109-127. [In Portuguese]
- Global Value Chains Participation and Production Fragmentation in the Brazilian Manufacturing Industry: A Note. In: Bonelli, R., Pinheiro, A. C. (org.). *Ensaio IBRE de Economia Brasileira - I*. Rio de Janeiro: FGV, 2013, p. 165-180. [In Portuguese]
- Innovation in Brazil: Overview, Diagnosis and Policy Suggestions. In: Veloso, F. A. A, Pereira, L. V., Bingwen, Z. (org.). *Surmounting the Middle-Income Trap: The Main Issues for Brazil*. Pequim: Economic & Management Publishing House, 2013, p. 47-68. [in Chinese]
- Innovation in Brazil: Overview, Diagnosis and Policy Suggestions. In: Veloso, F. A. A, Pereira, L. V., Bingwen, Z. (org.). *Middle Income Trap: Brazilian and Chinese Views*. Rio de Janeiro: FGV, p. 81-106, v. 1, 2013. [In Portuguese]
- Brazilian industrial policy: motivations and guidelines. In: Bacha, E., de Bolle, M. B. (org.). *O Futuro da Indústria no Brasil: Desindustrialização em Debate*. Rio de Janeiro: Civilização Brasileira, 2013, p. 81-94. [In Portuguese]
- Comparative Experiences of Industrial Policy in Post-War: Lessons for Brazil. In: Veloso, F., Ferreira, P.C., Giambiagi, F., Pessôa, S. (org.). *Desenvolvimento Econômico: Uma Perspectiva Brasileira*. Rio de Janeiro: Elsevier, 2013, p. 381-404. [In Portuguese]
- Oil and Development in Rio de Janeiro: Productivity and Linkages, in: Pinheiro, A.C., Veloso, F. (org.). *Rio de Janeiro: Um Estado em Transição*. Rio de Janeiro: FGV, 2012, p. 87-114. [In Portuguese]
- Institutional Aspects: Regulation and Competitiveness - Telecommunications, Oil and Energy, in: Bonelli, R. (org.). *A Agenda de Competitividade do Brasil*. Rio de Janeiro: FGV, 2011, p. 229-263. [with Adriana Hernandez-Perez e Joisa Campanher Dutra] [In Portuguese]
- Recent Industrial Policy and Competitiveness in Brazil, in: Bonelli, R. (org.). *A Agenda de Competitividade do Brasil*. Rio de Janeiro: FGV, 2011, p. 113-141. [In Portuguese]
- Regulation and Regulatory Governance in Espírito Santo: Water, Gas Distribution and Urban Transport, in: ISJN. *Espírito Santo: Instituições, Desenvolvimento e Inclusão Social*. Vitória: Instituto Jones dos Santos Neves, 2010, p. 293-332. [In Portuguese]
- Infrastructure in Brazil: The Inconsistency of Public Policy, in: Bresser-Pereira, L.C. (org.). *Economia Brasileira na Encruzilhada*. São Paulo: FGV, 2006, p. 241-262. [with Luiz Guilherme Schymura] [In Portuguese]
- Confidence Intervals and Efficiencies in Mergers, in: Fiuza, E.P.S., Motta, E.S. (coord. tec.). *Métodos Quantitativos em Defesa da Concorrência e Regulação Econômica*. Rio de Janeiro: IPEA, 2006, p. 155-252. [with Heleno Martins Pioner] [In Portuguese]
- Vertical Mergers and Buying Power in Horizontal Mergers, in: Fiuza, E.P.S., Motta, E.S. (coord. tec.). *Métodos Quantitativos em Defesa da Concorrência e Regulação Econômica*. Rio de Janeiro: IPEA, 2006, p. 463-578. [with Heleno Martins Pioner] [In Portuguese]

OTHERS

- Please find more details on research in progress, working papers, seminar presentations and articles in newspapers and magazines in my [personal webpage](#).

Languages

- Portuguese (Native), English (Fluent), Spanish (Good).

Miscellaneous

- 40 years old.
- Married with no Children.
- Brazilian Citizenship.