

README

Overview

This package includes all the replication materials for “The Impact of Trade Promotion Organizations on Exports: Evidence from the COVID-19 Pandemic” by Yewon Choi, Ana Fernandes, Arti Grover, Leonardo Iacovone, and Marcelo Olarreaga.

Data Availability Statement

The authors of the manuscript certify they have legitimate access to and permission to use the data used in this manuscript. Trade flows data used in this paper is restricted. The data on Trade Promotion Organizations characteristics was collected under confidentiality agreement and therefore will be shareable only for countries that accept such sharing. And such data will not be made publicly available but rather will be possible to obtain only through signature of a non-disclosure agreement signed with the World Bank. The data entries in this package outline all sources, including how to access the data, along with instructions for their download and placement in the specified directories for full replication.

Details on each data source

Data Description	File Name	Source	Date & Availability
<i>Raw data called in cleaning files</i>			
Imports data of large countries: China, EU members as of 2023, Japan, United Kingdom, United States	"\${interm}\DATA_1_EXP_TO_FINAL_month.dta"	See Details in section “Creating the raw dataset: DATA_1_EXP_TO_FINAL_month.dta”	
Imports data of 32 other countries: Burundi, Benin, Cambodia, Cape Verde, Chile, Colombia, Comoros, Côte d’Ivoire, Costa Rica, Dominican Republic, Ecuador, El Salvador, Ethiopia, Gabon, Georgia, India, Kenya, Laos, Madagascar, Mexico, Mauritius, Malawi, Pakistan, Paraguay, Peru, Sri Lanka, South Africa, Tanzania, Togo, Timor Leste, Uruguay, and Zambia.	"\${interm}\TPOorigins_1MP_monthly.dta"	World Bank Importer Dynamics Dataset (for most countries the source of data is the customs agency). Data managed by Ana Fernandes (afernandes@worldbank.org) Reference: Fernandes, A., Freund, C. and M. Pierola (2016). “Exporter Behavior, Country Size and Stage of Development: Evidence from the Exporter Dynamics Database” Journal of Development Economics vol. 119, pp. 121-137.	Year accessed: 2022. Available upon request (contact afernandes@worldbank.org).

Key variables include

importing_country,
exporting_country, hs, and v
(Export value). Time period:
2018-2021.

E-commerce intensive goods:
Classifications of e-
commerce intensive goods at
HS 6-digit lines

"\${interm}/ecommerce-
HS.dta"

See Details in section "creating
the raw dataset: ecommerce-
HS.dta"

TPOs' budget:
TPOs' budget data for each
TPO (country)

"\${interm}/tpo_budget.dta"

2021-2022 survey of Trade
Promotion Organizations
(TPOs) conducted by the World
Bank. Data will be available for
countries that authorize sharing
through signature of a non-
disclosure agreement with the
World Bank (contact
afernandes@worldbank.org)

Data collected in
2021-2022.

Restricted

TPOs' recovery plan:
a variable indicating whether
TPOs had COVID-19 recovery
plan or not

"\${interm}/plancov19.dta"

2021-2022 survey of Trade
Promotion Organizations
(TPOs) conducted by the World
Bank. Data will be available for
countries that authorize sharing
through signature of a non-
disclosure agreement with the
World Bank (contact
afernandes@worldbank.org)

Data collected in
2021-2022.

Restricted
(Forthcoming on
Microdata
Library)

TPOs' target exporter type:
a variable indicating whether
TPOs target established
exporters versus new or
occasional exporters.

"\${interm}/type_exporter
.dta"

2021-2022 survey of Trade
Promotion Organizations
(TPOs) conducted by the World
Bank. Data will be available for
countries that authorize sharing
through signature of a non-
disclosure agreement with the
World Bank (contact
afernandes@worldbank.org)

Data collected in
2021-2022.

Restricted
(Forthcoming on
Microdata
Library)

TPOs' target exporter size:
a variable indicating whether
TPOs target large exporters,
medium exporters, or small
exporters.

"\${interm}/firm_size.dta"

2021-2022 survey of Trade
Promotion Organizations
(TPOs) conducted by the World
Bank. Data will be available for
countries that authorize sharing
through signature of a non-
disclosure agreement with the
World Bank (contact
afernandes@worldbank.org)

Data collected in
2021-2022.

Restricted
(Forthcoming on
Microdata
Library)

TPOs' virtual tools: a variable indicating whether TPOs put in place virtual programs related to e-commerce.	"\${interm}/virtual.dta"	2021-2022 survey of Trade Promotion Organizations (TPOs) conducted by the World Bank. Data will be available for countries that authorize sharing through signature of a non- disclosure agreement with the World Bank (contact afernandes@worldbank.org)	Data collected in 2021-2022. Restricted (Forthcoming on Microdata Library)
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Creating the raw dataset: DATA_1_EXP_TO_FINAL_month.dta

Data Description	File Name	Source	Date & Availability
Monthly imports data of China	china_hs6.dta	World Bank DIANA trade platform (for China, Japan, United Kingdom the data source is the customs agency; for the EU the data source is Eurostat; for the United States the data source is the International Trade Commission). Data managed by Siddhesh Kaushik (skaushik@worldbank.org)	Restricted
Monthly imports data of Japan	japan_hs6.dta		Restricted
Monthly imports data of US	us_hs6.dta		Restricted
Monthly imports data of each EU countries	eu_`XXX`_hs6.dta		Restricted
	origins_drop.dta	Author compiled: Indicates the countries to be dropped.	

Instructions to Replicators: The Stata do-file “WB_Dofile_TradeTask” in the folder raw/trade_data uses the inputs above and creates the raw dataset called “DATA_1_EXP_TO_FINAL_month.dta”.

Creating the raw dataset: ecommerce-HS.dta

Data Description	File Name	Source	Date & Availability
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File with HS 6-digit codes of products that are allowed to be traded via e-commerce in China used in Ma et al. (2021) https://onlinelibrary.wiley.com/doi/full/10.1111/twec.13168	List of Products Authorized for Retail Import via China's Cross Border E-commerce.xlsx	Authors of the paper https://onlinelibrary.wiley.com/doi/full/10.1111/twec.13168	Data available from the authors of the paper – contact Hongsheng Zhang hzhang30@163.com
File with conversion and correlation across HS 6-digit codes available in the HS 2002 revision, HS 2007 revision, HS 2012 revision and HS 2017 revision.	HS2017toHS2002ConversionAndCorrelationTables.xlsx	downloaded from https://unstats.un.org/unsd/classifications/Econ	Publicly available. This file has no version – the concordance is done once and for all
E-commerce intensive goods	ecommerce-HSdef.dta	Generated by cleaning files described below	Available upon request (contact afernandes@worldbank.org)
E-commerce intensive goods	ecommerce-HS.dta	Generated by cleaning files described below	Available upon request (contact afernandes@worldbank.org)

Instructions to Replicators

Files in the folder: raw/ecommerce

1. The R code “p prepare different HS code classifications_short” file creates the variables in the dataset called “ecommerce-HSdef.dta”.
2. The Stata do-file “ecommerce-HS” creates the raw dataset called “ecommerce-HS.dta”.

Hardware and Software Requirements

- 11th Gen Intel(R) Core(TM) i5-1145G7 @ 2.60GHz 1.50 GHz with 16GB RAM.
- Windows 11 Enterprise version 23H2
- Stata (code was run with version MP/18).

Instructions to Replicators

1. After following the steps above, run:
 - i. *profile.do (write your own path into the file)*

2. The following files create the analysis data sets called "\${data}DATA_1_IDD_y_master.dta", "\${data}DATA_1_IDD_qq_master.dta", "\${data}DATA_1_IDD_y_master_rob.dta", "\${data}DATA_1_IDD_qq_master_rob.dta" as well as any temporary data sets that are needed to generate the figures.
 - i. *00_tpo_cleaning_start.do* (clean trade data and calculate covid shocks)
 - ii. *00_tpo_entryexit_y.do* (calculate yearly intensive/extensive margins)
 - iii. *00_tpo_entryexit_qq.do* (calculate quarterly intensive/extensive margins)
 - iv. *01_tpo_cleaning_final.do* (creates "\${data}DATA_1_IDD_y_master.dta" and "\${data}DATA_1_IDD_qq_master.dta" for regressions)
 - v. *01_tpo_cleaning_final_robustness.do* (creates "\${data}DATA_1_IDD_y_master_rob.dta" and "\${data}DATA_1_IDD_qq_master_rob.dta" for robustness regressions)
3. To generate the results in the paper run the following files in order:
 - i. *02_figure_1.do*
 - ii. *02_figure_2.do*
 - iii. *03_table_2.do*
 - iv. *04_regression_baseline.do*
 - v. *05_regression_margin.do*
 - vi. *06_regression_robustness.do*
 - a. **02_figure_1.do** produces the figures
 - “Figure 1: Percentage change in world trade in goods”. This can be found under "\${output}covid_shock_qq.png"
 - b. **02_figure_2.do** produces the figures
 - “Figure 2: Impact of TPO budget when introducing e-commerce programs”. This can be found under "\${output}train-basicqq.pdf", "\${output}train-basicy.pdf", "\${output}sh_ebay_1_train-basicqq.pdf", and "\${output}sh_ebay_0_train-basicqq.pdf"
 - c. **03_table_2.do** produces the tables
 - “Table 2: Percentage Change in World Trade”. This can be found under "\${output}table_2.xls"
 - d. **04_regression_baseline.do** produces the tables
 - “Table 3: Summary statistics: quarterly and annual data”. This can be found under "\${output}tpo_baseline.smcl" – code lines 41, 42, and 43.

“Table 4: Returns to TPOs’ budgets during negative and positive shocks”. This can be found under “`{output}tpo_baseline.smcl`” – code line 16 for columns 1 and 4; line 21 for columns 2 and 5; line 26 for columns 3 and 6

e. **05_regression_margin.do** produces the table

- “Table 5: Impact of TPOs’ budgets on the extensive and intensive margins during negative and positive shocks”. This can be found under “`{output}tpo_margin.smcl`” - code line 14 for columns 1 and 5; line 20 for columns 2 and 6; line 26 for columns 3 and 7; line 32 for columns 4 and 8

f. **06_regression_robustness.do** produces the table

- “Table 6: Robustness using negative and positive shocks that exclude country c exports”. This can be found under “`{output}tpo_robustness.smcl`” - code line 15 for columns 1 and 4; line 19 for columns 2 and 5; line 23 for columns 3 and 6