## Iain Guthrie Osgood

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| Academic<br>Positions  | <b>University of Michigan</b> , Ann Arbor, MI<br>Assistant Professor, Department of F  |   | ence, 2013-   |
| Education  | Harvard University, Cambridge MA<br>PhD Government, May 2013<br>AM Statistics, November 2011   |   |   |
|  | <b>SOAS University of London</b> , London UK<br>MSc Middle East Politics, June 2004  |   |   |
|  | <b>Cornell University</b> , Ithaca NY<br>BA Government, May 2003   |   |   |
| Published<br>Articles  | "Firms Fight Back: Production Networks and Corporate Opposition to the China Trade War." With Jieun Lee. <i>Forthcoming, Geopolitics, Supply Chains, and International Relations in East Asia</i> . Etel Solingen, ed. Cambridge University Press. |   |   |
|  | "Interest Groups and Order in Global E<br>The Oxford Handbook of International Pol<br>Len Seabrooke, eds. Oxford University  | itical Econo                                    | 6   |
|  | "Supply Chain Linkages and the Extended Carbon Coalition." With Jared<br>Cory and Michael Lerner. 2021. <i>American Journal of Political Science</i> . 65(1):<br>69–87.  |   |   |
|  | "Vanguards of Globalization: Organization and Political Action among<br>America's Pro-Trade Firms." 2021. <i>Business &amp; Politics</i> . 23(1):1–35.   |   |   |
|  | "Nowhere to Go: FDI, Terror, and Market-Specific Assets." With Corina Simonelli. 2020 <i>Journal of Conflict Resolution</i> . 64(9):1584-1611.   |   |   |
|  | "Pro-Trade Blocs in the US Congress." With ByungKoo Kim. 2020. <i>The Fo-</i><br><i>rum: A Journal of Applied Research in Contemporary Politics</i> . 17(4):549–575.   |   |   |
|  | "Firms in Trade and Trade Politics." <i>W</i><br><i>Review of Political Science</i> . 22:399–417.  | With In Sor                                     | ng Kim. 2019. Annual  |

PUBLISHED"The Service Economy: U.S. Trade Coalitions in an Era of Deindustri-<br/>alization." With Leonardo Baccini and Stephen Weymouth. 2019. Re-<br/>view of International Organizations. 14(2):261–296.

"Firms and Global Value Chains: Identifying Firms' Multidimensional Trade Preferences." 2019. With In Song Kim, Thomas Bernauer, Helen Milner, Gabriele Spilker, and Dustin Tingley. *International Studies Quarterly*. 63(1):153–167.

"Exports, Jobs, Growth! Congressional Hearings on US Trade Agreements." 2019. With Jieun Lee. *Economics & Politics*. 31(1):1–26.

"Sales, Sourcing, or Regulation? Evidence from the TPP on What Drives Corporate Support for Trade." 2019. In: "Megaregulation Contested: Global Economic Ordering after TPP". Benedict Kingsbury, David Malone, Richard B. Stewart, and Atsushi Sunami, eds. Oxford University Press.

"Trade at the Margin: Estimating the Economic Implications of Preferential Trade Agreements." 2018. With Gabriele Spilker, Thomas Bernauer, In Song Kim, Helen Milner, and Dustin Tingley. *Review of International Organizations*. 13(2):189–242.

"Globalizing the Supply Chain: Firm and Industrial Support for US Trade Agreements." 2018. *International Organization*. 72 (2):455–484.

"Intellectual Property Provisions and Support for US Trade Agreements." With Yilang Feng. 2018. *Review of International Organizations* 13 (3): 421–455.

"Industrial Fragmentation over Trade: The Role of Variation in Global Engagement." 2017. *International Studies Quarterly*. 61 (3):642-659.

"Escape Through Exports? Women-Owned Enterprises, Domestic Discrimination, and Global Markets." With Margaret Peters. 2017. *Quarterly Journal of Political Science*. 12 (2):143–183.

"The Breakdown of Industrial Opposition to Trade: Firms, Product Variety and Reciprocal Liberalization." 2017. *World Politics*. 69 (1):184–231.

"The Charmed Life of Superstar Exporters: Firms and Trade Policy in Costa Rica." With Dustin Tingley, Thomas Bernauer, In Song Kim, Helen Milner, and Gabriele Spilker. 2017. *Journal of Politics*. 79 (1):133–152.

"Differentiated Products, Divided Industries: Firm Preferences over Trade Liberalization." 2016. *Economics and Politics*. 28 (2):161–180.

| Work in<br>Progress | "Trade's Progressive Opposition." With Hyeon-Young Ro.   |
|---------------------|--|
|                     | "Uncovering and Explaining State Strategies of Global Economic Engage<br>-ment." With ByungKoo Kim.  |
|                     | "The Right Winners? Globalization, Big Business, and Voter Attitudes to<br>-ward Trade" With Anil Menon.   |
|                     | "Progressive Anti-Globalization in the Congress."  |
|                     | "Power and Preference in the Defense of Foreign Investment." With Co-<br>rina Simonelli.   |
|                     | "Across the Board: Explaining Firm Support for Climate Policy." With<br>Michael Lerner.  |
|                     | "The Anti-Sanctions Lobby." With Hojung Joo.   |
|                     | "The Political Origins and Consequences of Intra-Industry Trade."  |
|                     | "The Best Defense is Temporary Protection."  |
| Teaching            | Political Science 369: International Economic Relations<br>Fall 2013, Undergraduate Lecture<br>Fall 2015, Undergraduate Lecture<br>Fall 2016, Undergraduate Lecture<br>Fall 2018, Undergraduate Lecture<br>Fall 2020, Undergraduate Lecture  |
|                     | Political Science 490: Game Theory and Formal Models<br>Fall 2017, Undergraduate Lecture<br>Fall 2019, Undergraduate Lecture   |
|                     | Political Science 498: Politics of International Trade<br>Fall 2013, Undergraduate Seminar<br>Fall 2014, Undergraduate Seminar   |
|                     | Political Science 598: Mathematics for Political Scientists<br>Fall 2014: Graduate Lecture<br>Fall 2015: Graduate Lecture<br>Fall 2016: Graduate Lecture<br>Fall 2017: Graduate Lecture<br>Fall 2018: Graduate Lecture<br>Fall 2019: Graduate Lecture<br>Fall 2020: Graduate Lecture |

| Teaching<br>Cont.        | Political Science 662: Proseminar in International Political Economy<br>Winter 2020, Graduate Seminar<br>Winter 2021, Graduate Seminar  |
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|                          | Political Science 666: International Political Economy<br>Winter 2017, Graduate Seminar   |
|                          | Political Science 688: Politics of International Trade<br>Fall 2013, Graduate Seminar   |
| Invited<br>Presentations | "Uncovering and Explaining State Strategies of Global Economic Engage-<br>ment." With ByungKoo Kim. University of California-Davis. Political<br>Science Research Workshop, April 2021. |
|                          | "Trade's Progressive Opposition." With Hyeon-Young Ro. Political<br>Science Guest Speaker Workshop. Stanford University, January 2021.  |
|                          | "Trade's Progressive Opposition." With Hyeon-Young Ro. International Relations Colloquium, University of Wisconsin-Madison, March 2020.   |
|                          | "Nowhere to Go: FDI, Terror, and Market-Specific Assets." With Corina Simonelli. Political Science Seminar, Tulane University, February 2019.   |
|                          | "Nowhere to Go: FDI, Terror, and Market-Specific Assets." With Corina Simonelli. Leitner Seminar, Yale University, February 2019.   |
|                          | "Vanguards of Globalization: Political Organization and Action among<br>America's Pro-trade Firms" PIEP Conference, Harvard University. De-<br>cember 2018.                             |
|                          | "Preference and Power: The Political Advantages of Pro-Trade Firms and<br>the Embrace of Globalization" University of Zurich. May 2018.   |
|                          | "Vanguards of Globalization: A Portrait of Firms in America's Pro-Trade<br>Coalition." Browne Center for International Politics, University of Penn-<br>sylvania. November 2017.        |
|                          | "Globalizing the Supply Chain: FDI, Intermediates and Firm Support for  |

"Globalizing the Supply Chain: FDI, Intermediates and Firm Support for Trade." PIPES, University of Chicago, February 2016.

| Conference<br>Papers | "Uncovering and Explaining Strategies of Global Economic Engage-<br>ment." With ByungKoo Kim. MPSA.   |
|----------------------|---|
|                      | "Trade's Progressive Opposition." With Hyeon-Young Ro. IPES<br>Conference. November 2020.   |
|                      | "Trade's Progressive Opposition." With Hyeon-Young Ro. Political<br>Economy of International Organizations. February 2020.  |
|                      | "Supply Chain Linkages and the Extended Carbon Coalition." With Jared Cory and Michael Lerner. IPES Conference, November 2019.  |
|                      | "The Politics of Reshoring." With Jieun Lee. APSA, August 2019  |
|                      | "Trade's Progressive Opposition." With Hyeon-Young Ro. APSA,<br>August 2019.  |
|                      | "Nowhere to Go: FDI, Terror, and Market-Specific Assets." With Corina Simonelli. APSA, August 2019.   |
|                      | "The Carbon Coalition." With Jared Cory and Michael Lerner.<br>MPSA Conference, April 2019.   |
|                      | "Intimidated Investors? Host Market and Industry Characteristics<br>Shape FDI's Reaction to Terror." With Corina Simonelli. IPES<br>Conference, November 2018.                      |
|                      | "Preference and Power: The Political Advantages of Pro-Trade Firms<br>and the Embrace of Globalization." MPSA Conference, April 2018.   |
|                      | "The Service Economy: Understanding Sectoral Differences in<br>Patterns of Lobbying for Trade in the U.S." With Leo Baccini and<br>Steve Weymouth. PEIO Conference, February 2018.  |
|                      | "Exports, Jobs, Growth! Congressional Hearings on US Trade Agree<br>-ments." With Jieun Lee. APSA Conference, September 2017.   |
|                      | "The Service Economy: Understanding Sectoral Differences in<br>Patterns of Lobbying for Trade in the U.S." With Leo Baccini and<br>Steve Weymouth. APSA Conference, September 2017. |
|                      | "Invisible No Longer: Service Firms in the Politics of Trade." With Leo Baccini and Steve Weymouth. MPSA Conference, April 2017.  |
|                      | "Intellectual Property Provisions and Support for US Trade Agree-<br>ments." PEIO Conference, January 2017.   |
|                      | "Globalizing the Supply Chain: Firm and Industrial Support for US PTAs." IPES Conference, November 2016.  |
|                      | "Intellectual Property Provisions and Support for US Trade Agree-<br>ments." APSA Conference, September 2016.   |
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| Fellowships<br>and Awards | The Eldersveld Prize, UM Department of Political Science, Spring 2018.<br>\$500 honorarium.  |  |  |
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|                           | University of Michigan Office of Research (UMOR) Faculty Grants and<br>Award Program, Summer 2017<br>\$10496 grant from UMOR, LSA, UM Department of Political Science  |  |  |
|                           | Rackham Summer Research Grants Program, Summer 2014<br>Rackham Graduate School, Univ. of Michigan, with Jason Davis  |  |  |
|                           | The Senator Charles Sumner Dissertation Prize<br>Department of Government, Harvard University, May 2013.   |  |  |
|                           | WCFIA Dissertation Completion Fellowship<br>Complete stipend and tuition for academic year, 2012-13.<br>Graduate Student Associate, WCFIA, 2009-2011 and 2012-13.  |  |  |
|                           | Derek Bok Center Certificate of Distinction in Teaching<br>Government 2001 (Spring 2010); Government 2000 (Fall 2009);<br>Social Analysis 46 (Fall 2009); Social Analysis 46 (Spring 2009).  |  |  |
|                           | GSA Research Grant, WCFIA, 2010 and 2011.  |  |  |
|                           | IQSS Research Grant, 2010-2011.  |  |  |
|                           | Political Economy Fellowship, IQSS, 2008-2009<br>One semester tuition and stipend.   |  |  |
| Academic<br>Advising      | <ul> <li>Dissertation Committees</li> <li>Timm Betz. PhD, 2015. Texas A&amp;M.</li> <li>Ibrahim Gunay. PhD, 2016. SUNY Albany.</li> <li>Adrian Shin. PhD, 2016. University of Colorado Boulder.</li> <li>Maiko Heller. PhD, 2017. Research Consultant, Mediaplus.</li> <li>Jason Davis. PhD, 2018. Post Doc, Browne Center, UPenn.</li> <li>Alton Worthington. PhD, 2019. Lecturer, Ford School of Public Policy.</li> <li>Yilang Feng. PhD, 2019. University of Illinois Urbana-Champaign.</li> <li>Jessica Sun. PhD, 2020. Emory University.</li> <li>Jieun Lee. PhD, 2020. State University of New York at Buffalo.</li> <li>Nicole Wu. PhD, 2020. University of Toronto.</li> <li>Hyeon-Young Ro. PhD Candidate. Post-doc, Niehaus Center, Princeton.</li> <li>Corina Simonelli. PhD, 2021. Bureau of Conflict and Stabilization Operations, US Department of State.</li> <li>Jerry Qiushi Yu. PhD, 2021.</li> <li>Samuel Baltz. PhD Candidate.</li> <li>Byung Koo Kim. PhD Candidate.</li> <li>Byung Koo Kim. PhD Candidate.</li> <li>Byung Koo Kim. PhD Candidate.</li> <li>Zack Hibbard, 2017-18.</li> <li>Ethan Miles, 2017-18.</li> <li>Zack Shulman, 2018-19.</li> <li>Kimberly Pulka, 2020-21.</li> </ul> |  |  |

| Graduate<br>Teaching | Government 2001: Advanced Quantitative Research Methodology<br>TF, Spring 2010, for Prof. Gary King  |  |
|----------------------|--|--|
|                      | Government 2000: Introduction to Quantitative Methods<br>TF, Fall 2009, for Prof. Adam Glynn   |  |
|                      | SA 46: Thinking About Politics, A Rational Choice Approach<br>TF, Fall 2009, for Prof. Ken Shepsle<br>TF, Spring 2008, for Prof. Ken Shepsle           |  |
|                      | HS A-51: The Modern World Economy, 1873-2000<br>TF, Fall 2008, for Prof. Jeff Frieden  |  |
|                      | Government 1740: International Law<br>TF, Summer 2008, for Prof. Beth Simmons<br>TF, Fall 2007, for Prof. Beth Simmons                                 |  |
| Other<br>Writings    | "Escape through Export: Can Access to Foreign Markets Help Women-<br>Owned Enterprises?" <i>The Political Economist</i> , Fall 2016, Vol XII, Issue 2. |  |
|                      | "Answer Key" for <i>Analyzing Politics: Rationality, Behavior and Institutions,</i> 2nd ed. Kenneth A. Shepsle. WW Norton & Company. 2010.             |  |