

**"A NOTE ON THE REAL EXCHANGE
RATE EFFECT OF GERMAN
UNIFICATION"**

by

Charles WYPLOSZ*

N° 90/65/EP/

* Professor of Economics, INSEAD, Boulevard de Constance, Fontainebleau, 77305 Cedex, France.

Printed at INSEAD,
Fontainebleau, France.

**A NOTE ON THE REAL EXCHANGE RATE EFFECT
OF GERMAN UNIFICATION**

Charles Wyplosz

DELTA (Ecole des Hautes Etudes en Sciences Sociales),
INSEAD and CEPR

August 1990

I thank Harmen Lehment for many insightful comments on a first version of this paper written while visiting the Kiel Institute of World Economics.

Abstract

It is often believed that the German Economic and Monetary Unification will result in an appreciation of the DM. This conclusion is reached when attention is exclusively directed to the demand side. In this note, it is shown that supply side considerations imply a permanent fall in per capita wealth in Germany. This implies a long real depreciation, mirroring partly a worsened net asset position (as Germany borrows abroad to finance capital accumulation), and partly increased output of German goods. While the short run effect is ambiguous, a real depreciation is shown to be possible, and the conditions for it to happen are spelled out.

1. Introduction

There is a general presumption that the German Economic and Monetary Unification (GEMU) will lead to an appreciation of the DM (see e.g. Burda (1990), Lehment (1990), Siebert (1990)). The reasoning seems to be that the combination of higher spending from new free and eager consumers, increased public spending as subsidies rise to smooth the transition in the East, and possibly a tight monetary policy stance to contain inflationary pressure, all combine to rising interest rates and therefore an exchange rate appreciation. Such a view focuses on the demand side of GEMU, both the surge in private spending and the policy mix response.

Yet, there is another way of looking at the situation, which allows for supply side considerations as well. The DM zone used to consist of the highly productive area called the Federal Republic. At a stroke of a pen, on July 1, 1990, this zone has been expanded to include a highly unproductive area, the Democratic Republic. Intuitively, at least part of the value of a currency should reflect the strength of the underlying economy. In this respect, the new DM zone resulting from the GEMU, temporarily at least, cannot fail to be weaker than the old DM zone, since it is now the (weighted) average of the FRG and the GDR. Could this imply a DM depreciation? Since this effect is temporary, expected to last until eastern productivity rises to western levels, is the exchange rate only affected temporarily?

This note is intended to provide a framework to deal with such questions. Of course, part of a currency's status is also related to the conduct of monetary policy. It is therefore useful to separate two aspects of the exchange rate. The *real* exchange rate corresponds to the first argument, and is presumably driven by real factors, chiefly relative productivity or competitiveness. The *nominal* exchange rate is set so as to achieve a given real rate, given the nominal factors, chiefly monetary policy. Here,

the focus is entirely on the real aspects. The focus here is entirely on real considerations and the model is accordingly set to explain the real exchange rate. Leaving out monetary considerations is of course an important limitation to be kept in mind. The next section presents the model, a two-good version of the standard infinitely lived representative consumer model. Section 3 characterizes the GEMU as the overtaking by West Germany of a land with no initial capital stock but a labor force identical to its own. The optimal path that follows is analyzed and key results are derived. In particular, it is found that the real exchange rate always depreciates in the new steady state. In the short run, the direction of the exchange rate change is ambiguous, as a decline in private consumption leads to an excess supply of the domestically produced good, while reduced per capita output and enhanced investment outlays push in the opposite direction. While the utility function used throughout is general, the results of Section 3 relies on a particular assumption. Section 4 makes a different assumption and explores its implications. Section 5 concludes.

2. Before GEMU

2.1. The model

It is obvious that two key effects will dominate the German landscape: the need to bring East Germany up to western capital standards and the knowledge of all Germans that real income will grow over time in the east. A central issue is how the consumption-saving decisions incorporate these two features. This is why the chosen model emphasizes capital accumulation and inter-temporal choices. As the focus of inquiry is the real exchange rate, we consider a two-good one country model¹. We start

¹ An extension should include two countries, the FDR and the GDR, vis a vis the rest of the world. Such an extension would be

laying out the model in total real magnitudes (capital letters), then turn it into real per capita variables (lower case). Domestic residents consume both locally produced goods (C) and imports (C*). The relative price is $\lambda = EP^*/P$, where E is the domestic price of foreign currency. Domestic firms, owned by domestic residents face adjustment costs as they invest. As in Hayashi's (1982) formulation, part of the spending on investment is lost in adjustment costs which are increasing and convex in the amount of investment. Thus the difference between investment spending I and actual capital accumulation $\dot{K} = dK/dt$ is the cost of adjustment $\phi(K)$:

$$(1) \quad \dot{K} = I - \phi(K), \quad \phi(0)=0, \quad \phi' \geq 0, \quad \phi'' > 0.$$

Residents can borrow and lend abroad. If we define B as real net asset holdings, the country's budget constraint is:

$$(2) \quad \dot{B} = r B + Y(K, L) - C - \lambda C^* - I$$

where r is the real interest rate (in terms of home goods²) and Y(K, L) the production function, assumed to be homogeneous of degree one. Together (1) and (2) imply:

$$(3) \quad \dot{B} = r B + Y(K, L) - C - \lambda C^* - \dot{K} - \phi(K)$$

To complete the model, we need a market clearing conditions for the domestically produced good (the country being small the

helpful in focusing attention to relative wages.

² In principle we should have $r = r^* + (\dot{\lambda}/\lambda)$, where r^* is the world real rate of interest. This would complicate the analysis considerably, yet probably not altering most of the substantive conclusions.

foreign good market equilibrium condition is irrelevant):

$$(4) \quad Y(K, L) = C + \dot{K} + \phi(\dot{K}) + X(\lambda)$$

where $X(\lambda)$, $X' > 0$, is the export function. Implicit in (4) is the assumption that all investment spending falls on the domestically produced good.³

There is no population growth nor technological progress in this model. Normalizing all variables by the size of the DM-zone population (or labor force) L , (3) and (4) become:

$$(3') \quad \dot{b} = rb + y(k) - c - \lambda c^* - \dot{k} - \phi(\dot{k})$$

$$(4') \quad y(k) = c + \dot{k} + \phi(\dot{k}) + \alpha x(\lambda)$$

where $\alpha = L^*/L$ is a measure of the size of the country, the inverse of the ratio of its population L to the world population L^* , and $x = X/L^*$ is per capita foreign spending on domestic goods.

The budget constraint is completed by the transversality condition $\lim_{t \rightarrow \infty} \int e^{-\delta t} b(t) dt = 0$. Later on, for simplicity, we will assume that initially the country's net asset position is zero.

2.2. Optimal behavior

We assume that the representative infinitely-lived domestic resident chooses a consumption-investment plan so as to maximize:

$$(5) \quad \int_t^{\infty} u[c(s), c^*(s)] e^{-\delta(s-t)} ds$$

³ Alternatively, all investment could fall on imported goods. This does not change qualitatively the results as is noted below in context.

subject to the budget constraint (3'). The instantaneous utility function $u(c, c^*)$ is assumed to satisfy the usual property that it is quasi-concave. Letting $z = \dot{k}$, the Hamiltonian is:

$$\mathcal{H} = u(c, c^*) + \mu [rb + y(k) - c - \lambda c^* - z - \phi(z)] + q\mu z$$

where μ and q are, respectively, the shadow price of foreign assets and capital accumulation, q being measured in units of μ . The first order conditions are:

$$(6) \quad u_c = \mu \quad u_{c^*} = \lambda\mu$$

$$(7) \quad q = 1 + \phi'(k)$$

$$(8) \quad \dot{\mu} = \mu (\delta - r)$$

$$(9) \quad \dot{\mu}q + q\dot{\mu} = \mu [\delta q - y'(k)]$$

As is usual the existence of a steady state requires the additional assumption $\delta=r$ ⁴. This implies that μ is constant. Then (9) simplifies to:

$$(9') \quad \dot{q} = \delta q - y'(k)$$

2.3. Solution

The model can be easily solved graphically due to its block-recursiveness. Note that (7) and (9) can be used first to determine q and k independently of the other variables. Their evolution is shown on Figure 1. The system is saddle-path stable.

⁴ For a detailed presentation of this class of models, see Blanchard and Fischer (1989). A way to avoid the assumption $\delta=r$ is to use a Uzawa (1968) utility function which declines with wealth. An example in the open economy context is Obstfeld (1980).

Next, we eliminate c^* in (6) to obtain⁵:

$$(10) \quad H(\lambda, c, \mu) = 0 \quad H_\lambda \leq 0, H_c \leq 0, H_\mu \geq 0$$

Both the inequality conditions in (10) and the downward slope of the schedule HH, which describes (10) in Figure 2, depend upon the assumption that $u_{cc^*} > 0$. Then, given μ , optimal behavior implies a negative link between the real exchange rate and consumption of the domestic good.⁶ The case $u_{cc^*} \leq 0$ is taken up in Section 4.

The good market equilibrium condition (4') implies another relationship between c and λ , parameterized by k , \bar{k} and α :

$$(11) \quad G(\lambda, c; k, \bar{k}, \alpha) = 0 \quad G_\lambda \geq 0, G_c \geq 0, G_k \leq 0, G_{\bar{k}} \geq 0, G_\alpha \geq 0.$$

This relationship, for given values of k , \bar{k} and α , is represented by the GG schedule in Figure 2. A priori, we do not know which of the two schedules is steeper. While we describe in Figure 2 one case, we consider both possibilities in Section 3.

⁵ To see this, fully differentiate (6):

$$u_{cc} dc + u_{cc^*} dc^* = d\mu, \text{ and } u_{cc^*} dc + u_{c^*c^*} dc^* = \lambda d\mu + \mu d\lambda$$

Eliminating dc^* , we obtain:

$$\mu u_{cc^*} d\lambda + \left[u_{cc} u_{c^*c^*} - (u_{cc^*})^2 \right] dc + \left[\lambda u_{cc^*} - u_{c^*c^*} \right] d\mu = 0$$

The quasi-concavity of the utility function implies that the first bracketed expression is non-negative. For the second one to be non-positive, we need $u_{cc^*} < 0$ and large in absolute value.

⁶ An increase in λ reduces c^* which then lowers $\mu = u_c$: to keep u_c constant, consumption of the domestic good c must fall.

The intersection of the GG and HH schedules determines the values of λ and c , conditional on k , \dot{k} , μ , and α . Since μ is constant, the HH schedule will remain unchanged within any regime. Thus HH describes the evolution of c and λ as the GG schedule moves when k and \dot{k} change over time. An increase in k shifts GG up as a higher output level needs to be met by higher demand. An increase in \dot{k} shifts GG down as investment crowds out exports - via a depreciation - and/or consumption spending.

2.4. Steady state

The steady state values of q and K are:

$$(12) \quad \bar{q} = 1 + \phi'(0)$$

$$(13) \quad y'(\bar{k}) = \delta \bar{q}$$

Note that the steady state stock of capital is entirely determined by the rate of time preference and the slope of the cost of investment function at the origin. Without any loss of generality, we can assume $\phi'(0)=0$, so that $\bar{q}=1$ and $y'(\bar{k})=\delta$.

In steady state, with $k=\bar{k}$ and $\dot{k}=0$, the schedule $G(\dot{k})=0$, noted $\bar{G}\bar{G}$, depends only upon α . The steady state is then fully characterized by the value of μ , the marginal utility of home good consumption, which determines the HH schedule. It is given by the budget constraint along with the transversality condition. If A denotes total real spending (in terms on the domestic good):

$$(14) \quad A = c + \lambda c^*$$

Solving (6) for c and c^* , we obtain⁷:

⁷ Differentiating (6), we have:

$$(14') \quad A = A(\lambda, \mu) \quad A_\lambda \geq 0, A_\mu < 0$$

In what follows we assume that $A_\lambda = 0$, which gives the plausible result that consumption smoothing implies constant total real spending. Indeed, if we integrate the budget constraint condition (3') rewritten as:

$$(3'') \quad \dot{b} = rb + y(k) - A(\lambda, \mu) - \dot{k} - \phi(k)$$

we find:

$$(15) \quad \int_0^\infty A(\mu) e^{-rt} dt = (b_0 + w_0)$$

where real wealth is:

$$(16) \quad w_0 = \int_0^\infty [y(k) - \dot{k} - \phi(k)] e^{-rt} dt.$$

Since μ is constant, we finally get:

$$(17) \quad A(\mu) = r (b_0 + w_0)$$

which implicitly determines μ .⁸

$$dA = -\Delta^{-1} (\mu u_{c^*c^*} - \lambda \mu u_{cc} - \Delta c^*) d\lambda + \Delta^{-1} (\lambda^2 u_{cc} - 2\lambda u_{cc^*} + u_{cc^*}) d\mu$$

where $\Delta = u_{cc} u_{c^*c^*} - (u_{cc^*})^2 \geq 0$ since $u()$ is quasi-concave. The second order condition requires that the expression in the second brackets be non-positive, but the expression in the first brackets is of indeterminate sign.

⁸ If $A_\lambda \neq 0$, the value of μ depends on the whole expected path of λ and A is not constant.

2.5. Trade balance

The trade balance is:

$$(18) \quad TB = \alpha x(\lambda) - \lambda c^*$$

Using the condition $u_c = \mu$ in (6), we have:

$$(19) \quad TB = T(\lambda, c; \alpha, \mu) \quad T_\lambda > 0, \quad T_c < 0, \quad T_\alpha > 0, \quad T_\mu < 0$$

The condition $T_\lambda > 0$ obtains under the assumption that $\alpha x' - c^* > 0$, which is akin to the Marshall-Lerner condition⁹. Thus, in Figure 2, the equilibrium trade balance condition is shown as the upward sloping $TB=0$ schedule. Trade is balanced initially if we assume no net asset position ($b_0=0$) since in steady state the current account \dot{b} is in equilibrium.

3. A stylized GEMU

The model can be used to describe a particular case of GEMU. It is assumed that the GDR is taken over by the FRG, so that western and eastern citizens and firms become indistinguishable.¹⁰ More realistically perhaps, it is assumed that the eastern part contributes no capital to the GEMU, simply bringing in labor. As a result, L increases to L' . Initially, this has the effect of reducing the capital-labor ratio k from K/L to K/L' . This is not a permanent effect since we know from (13) that in steady state k in the GEMU will revert to the pre-GEMU Federal Republic's \bar{k} .¹¹ The

⁹ Differentiating (18) and $u_c = \mu$, we obtain:

$$dT_B = (\alpha x' - c^*) d\lambda + (\lambda u_{cc} / u_{cc}^*) dc + x d\alpha - (\lambda / u_{cc}^*) d\mu$$

¹⁰ This is not meant to be realistic... As mentioned earlier, a desirable extension would include two different countries in the GEMU.

¹¹ Remember that there is no population growth and no technological

only permanent effect comes from the change in the parameter α which declines from L^*/L to L^*/L' . If world per capita demand for German goods $x(\lambda)$ remains unchanged - and why should it change? - this implies that German exports *per German worker* will decline.

The evolution of q and K remains driven by Figure 1 and is shown in Figure 3: per capita capital falls and then gradually increases back to its steady state level. This affects the GG schedule temporarily only. In the long run, $\bar{G}\bar{G}$ shifts upward (see Figure 4) as the decline in per German capita exports $\alpha x(\lambda)$ requires a real depreciation and/or higher domestic consumption to restore good market equilibrium.

The HH schedule shifts permanently if the marginal utility μ is different in the post-GEMU era. From (16) we know that per capita wealth declines because, *during the transition*, $y(k)$ is lower than in the pre-GEMU steady state while investment spending further reduces net per capita income. Then (17) implies that total real spending falls as soon as the GEMU comes into existence and will remain lower forever. The condition $A_\mu < 0$ in turn implies a higher marginal utility $\bar{\mu} > \mu$. Under the assumption that $u_{cc^*} > 0$, this implies a once and for all downward shift of the HH schedule, to the position $\bar{H}\bar{H}$ in Figure 4.

The two possible outcomes with $u_{cc^*} > 0$ are shown in the two panels of Figure 4. The initial pre-GEMU position is represented by point A, the new steady state by point C. If GG is steeper, we have a long run real appreciation, while we obtain a long run real depreciation in the opposite case. Fortunately, we can rule out the former. To do so, we consider the current account at the time ($t=0$) of the creation of the GEMU. (3'') and (17) imply:

progress. Removing this assumption will not alter the results which follow.

$$\dot{b}(t) = rb(t) + [y(k) - \dot{k} - \phi(k)] - r \int_t^{\infty} [y(k) - \dot{k} - \phi(k)] e^{-r(s-t)} ds$$

The dynamics of k in Figure 3 implies that, anytime after the GEMU, net income $y^n = y(k) - \dot{k} - \phi(k)$ is such that $y^n(t') > y^n(t) \forall t' > t$. With $b_0 = 0$, we find that initially the current account $\dot{b}(0)$ is in deficit. Faced with a temporary fall in net income, German consumers borrow abroad to smooth out spending. In the final steady state, though, the trade balance must be in surplus to service the accumulated debt \bar{b} . However, the trade balance equation (19) implies that as α falls and μ rise permanently, the post-GEMU trade balance schedule $\bar{T}\bar{B} = 0$ shifts upward. As points below $\bar{T}\bar{B} = 0$ indicate a trade deficit, in the first panel Germany undergoes ever increasing deficits and never settles at a zero current account.¹² Thus the first panel is not an acceptable solution. In the second panel, on the contrary, steady state point C lies above the $\bar{T}\bar{B} = 0$ schedule, indicating a steady state trade surplus equal to $\bar{r}\bar{b}$.

Thus we find that in the steady state there is a real depreciation. With investment back to zero and per capita output back to the pre-GEMU level, the permanent fall in spending A implies an excess supply of home goods. This effect is reinforced by reduced per German capita exports. Good market equilibrium therefore requires exports to make up the difference. The fall in total spending also translates in a fall in imports λc^* which generates the trade balance surplus required to service the

¹² The interpretation is as follows. The condition for GG to be steeper than HH is $1/\alpha x' > (u_{cc} u_{cc}^* - (u_{cc}^*)^2) / \mu u_{cc}^*$, which occurs for a small price elasticity of exports. Then Germany may compensate for its permanent income loss by exploiting a terms of trade advantage through a real appreciation. If it were feasible, it would already have done before GEMU. It could not because it would imply permanent current account deficits.

accumulated external debt.

The dynamics following the GEMU is further illustrated in the second panel of Figure 4. On impact, with k reduced and investment positive, the GG schedule lies below its steady state position $\bar{G}\bar{G}$. When the GEMU is created, we therefore move to a point like B_1 or B_2 . As net output falls, good market equilibrium (4') requires a fall in consumption and exports. A smaller α helps, and consumption falls. There is no presumption whether this is more than enough and the real exchange rate depreciates (B_1), or whether a real appreciation is required to crowd out exports (B_2). Over time, as net output rises (both because k increases and investment falls), a continuous real depreciation is needed to crowd in exports and maintain good market equilibrium. In the process, the trade balance improves and eventually turns into a surplus, while consumption of the home good falls as a result of the income effect of the depreciation.¹³

4. An alternative scenario

In this section we consider the case $u_{cc^*} \leq 0$. If $u_{cc^*} < 0$, the trade balance schedule is downward sloping while the HH schedule is upward sloping as $H_\lambda < 0$ and $H_c > 0$, but the sign of H_μ is ambiguous. Figure 5 shows two possibilities. In the first panel, we assume $H_\mu > 0$ so that the permanent increase in μ shifts the HH schedule up and to the left. The result is a long run depreciation at point C. The dynamics is similar to that of the previous section with two exceptions. First, in the long run, consumption c of home goods may be higher than in the pre-GEMU state. Second, during the adjustment phase, c rises unambiguously. In this case, the adverse income effect of the depreciation is smaller than the substitution effect, away from imported goods into home goods.¹⁴ In the second

¹³ Remember that $A=c+\lambda c^*$ is constant throughout.

¹⁴ The behavior of the now downward sloping trade balance schedule is ambiguous. The rise of μ tends to shift it downward while the

panel, we consider the case where u_{cc^*} is negative and large enough in absolute value to imply $H_{\mu} < 0$. Then, it is unclear whether in the long run the real exchange rate appreciates or depreciates. In the short run, it is likely to appreciate however. Consumption of home goods also increases, both on impact and during the transition. A large absolute value for u_{cc^*} implies that imports fall disproportionately, so that total spending, while reduced, requires an increase in spending on home goods. The resulting excess demand requires an appreciation.

Finally, the case where $u_{cc^*} = 0$ is simplest. The HH schedule is vertical and shifts leftward when wealth and total spending fall ($H_{\mu} > 0$ and μ rises). So c remains constant after an initial decrease and so does spending on imports λc^* . The outcome is otherwise qualitatively similar to the case $u_{cc^*} > 0$ discussed in Section 3.

5. Conclusion

The stylized description of the GEMU presented here departs from previous work by focusing on both supply conditions and intertemporal considerations. Working with a general utility function, we find that in general, the GEMU implies a long run real depreciation. In the short run, the situation is ambiguous, but during the transition the real exchange rate always depreciates. The general intuition should be clear. For a number of years, much more resources in the new DM-zone will be devoted to building up the capital stock in its eastern part. Therefore, income net of investment will always be lower than what it used to be in the old DM-zone, eventually reverting back to its initial level (this abstracts of course from the trend increase due to technological progress). The combination of a lower per capita

fall in α pushes it downward. Assuming that it does not move much, it is clear that we have an early deficit followed by a surplus.

wealth and of rising net income results in a permanently reduced level of spending and initial borrowing, thus early trade deficits and a build up of foreign debt. With per capita output back to its initial pre-GEMU level and reduced spending, good market equilibrium requires that exports be crowded in, hence the long run depreciation. There is a possibility, shown in Section 4, of a long run real depreciation. Its mere description suggests that it is more a curiosity than a likely outcome.

An additional reason for real depreciation, both in the short and in the long run, is the fall in *German* per capita exports. Indeed, if foreigners do not develop an enhanced taste for German goods, per foreign capita exports should remain unchanged, therefore reduced per German worker. Here again, a depreciation is required to sell the larger total output that the new DM zone will produce.¹⁵

To conclude, three considerations are worth raising. First, how big are these effects likely to be? The fall in α is proportional to the increase in the population in the DM-zone and inversely proportional to the value of pre-GEMU East-German exports on world markets. Population increases by about 25% and East-German exports are quite limited. So the α -effect cannot be dismissed as trivial. The other effect at work is the fall in per capita wealth. It is entirely the consequence of lower per capita net (of investment) income, since in the long run there is no reason to anticipate a fall in productivity. Initial per capita output (at world market prices) falls by somewhat less than 25% (the per capita effect), say 15% to be on the conservative side. Estimates are that the build up of capital will require some ten years and that the capital/GNP ratio is about 4. This requires about 40% of GDR's GNP

¹⁵ It is easy to check that none of the qualitative results depend on the α -effect. If α were to remain roughly unchanged, the new long run equilibrium would occur at the intersection of the new HH and the old GG schedules. It simply makes an early ream appreciation more likely.

per year on a linear buildup, i.e. some 10% of the FRG's GNP to achieve the same per capita capital stock.

In discounted terms, after ten years, the shortfall is 24% of 1990 FDR GNP for the per capita export effect, and 86% for the investment effect.¹⁶ Thus per capita wealth falls by the equivalent of one year of FRG GNP, implying a permanent reduction of spending of some 5.5% of GNP, not a trivial number either. Of course, a notable part of this effect will be cushioned by foreign borrowing and will appear as a permanent worsening of Germany's net external position.

The second remark concerns other possible adverse effects. Clearly, the model implicitly assumes full employment of existing capacities. Obviously, unemployment will rise considerably in the East during the transition. A complete analysis would require extending the model to a two-country set-up, allowing for different productivities, wages, and prices in the two parts which constitute the new DM-zone. Presumably, such a model would point out the role of various assumptions regarding the behavior of prices and wages in the East. It would also darken somewhat the picture as far as net output is concerned.

Finally, brighter prospects are likely to arise as the result of possible increasing returns to scale. Two sources of such gains

¹⁶ If it takes ten years to bring up the per capita GNP of the new DM-zone from 85% of the FRG's 1990 level y_0 , the per capita GNP is $y(t) = y_0(0.85 + 0.015t)$ for $t=0, 10$. The shortfall is $s(t) = y_0 - y(t)$. In present value $S = \sum s(t) R^t$. With $R=0.95$, assuming a 5% real interest rate (a high discount factor), we find $S=0.24 y_0$. For investment, assume that k rises linearly from 0% to 400% of East Germany's GNP y^e over 10 years, this means an annual rate of investment $i = 0.4 y^e = 0.4 (y^e/y_0) y_0 = 0.1 y_0$. The present value over 10 years is $I = \sum i R^t = 0.86 y_0$. The total wealth effect is $S+I=1.1 y_0$. The fall in permanent spending is $dA=r dw$, or $0.055 y_0$ with $r=0.05$.

are likely. First, German corporations may not have reached yet their maximum efficiency size because of the various barriers to trade which lie behind the EC Single Market proposal. A unified Germany opens up scopes for a speed-up of this process.¹⁷ The second major source of increasing returns may come from technology transfers and endogenous growth effects, as recently stressed by Romer (1986).

¹⁷ It is noteworthy that in several industries, European firms are smaller than their US and Japanese counterparts, which operate on larger domestic markets.

References

Blanchard, Olivier J. and Stanley Fischer (1989) Lectures on Macroeconomics, MIT Press, Cambridge, Mass.

Burda, Michael (1990) "The Consequences of German Economic and Monetary Union," unpublished, INSEAD.

Lehment, Harmen (1990) "The German Monetary Union," unpublished, Kiel Institute of World Economics.

Hayashi, Fumio (1982) "Tobin's Marginal and Average q : a Neoclassical Interpretation," Econometrica 50, p.213-224.

Obstfeld, Maury (1980) "Intermediate Imports, the Terms of Trade and the Dynamics of the Exchange Rate and the Current Account", Journal of International Economics 10, November, p.461-480.

Romer, Paul (1986) "Increasing returns and Long Run Growth," Journal of Political Economy 94, p.1002-1024.

Siebert, Horst (1990) "The Economic Integration of Germany," Kiel Discussion Paper 160, Kiel Institute of World Economics

Uzawa, Hirofumi (1968) "Time Preference, the Consumption Function and Optimum Asset Holdings," in J.N.Wolfe (ed.) Value, Capital and Growth: Papers in Honour of Sir John Hicks, University of Edinburgh Press.

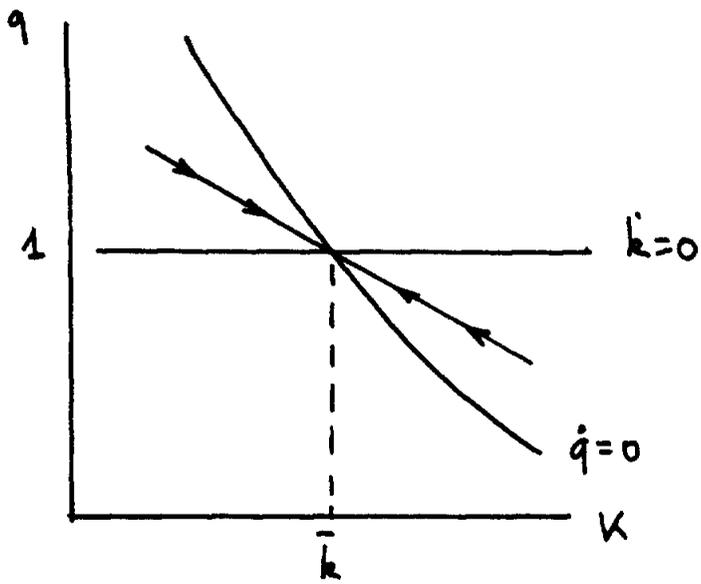


Figure 1

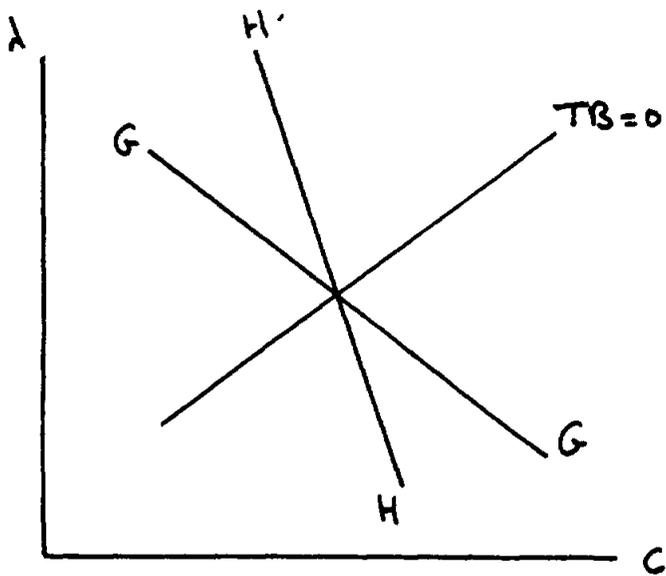


Figure 2

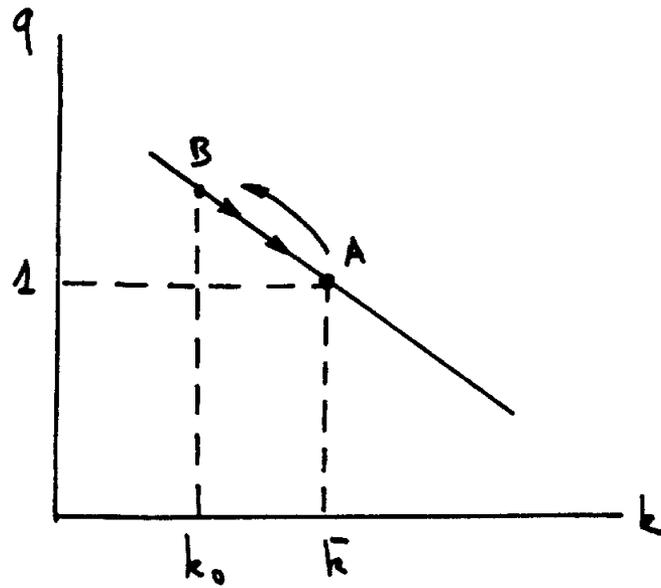


Figure 3

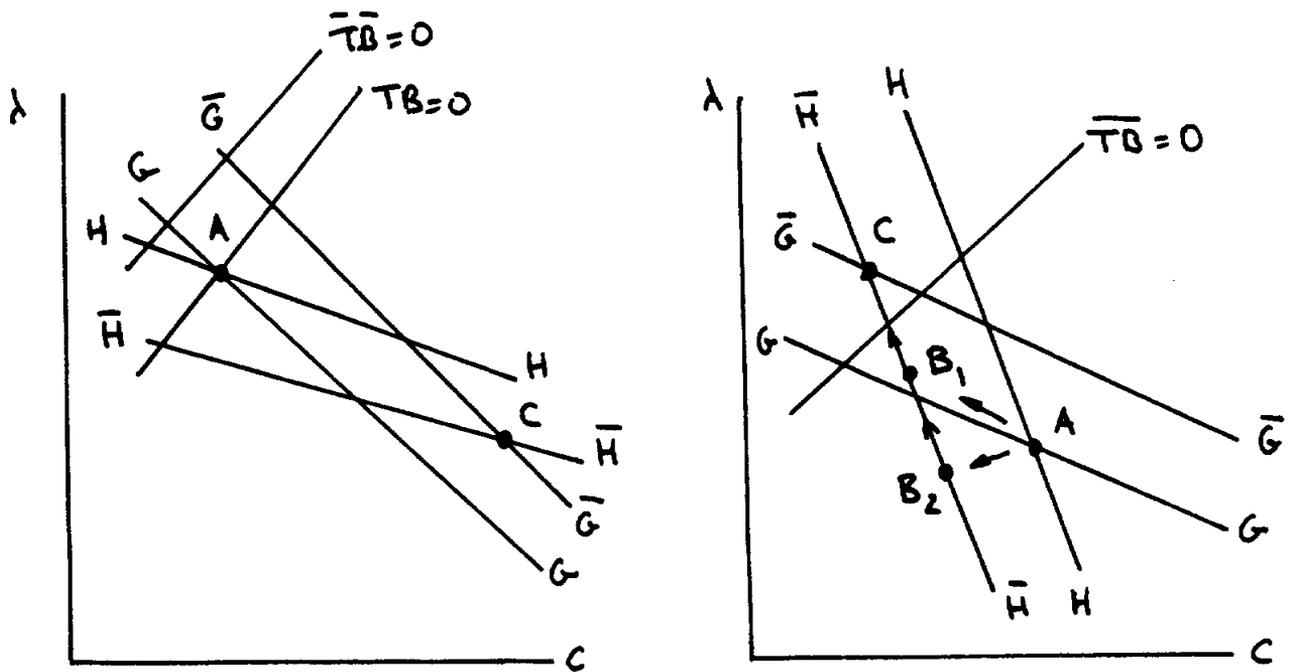


Figure 4

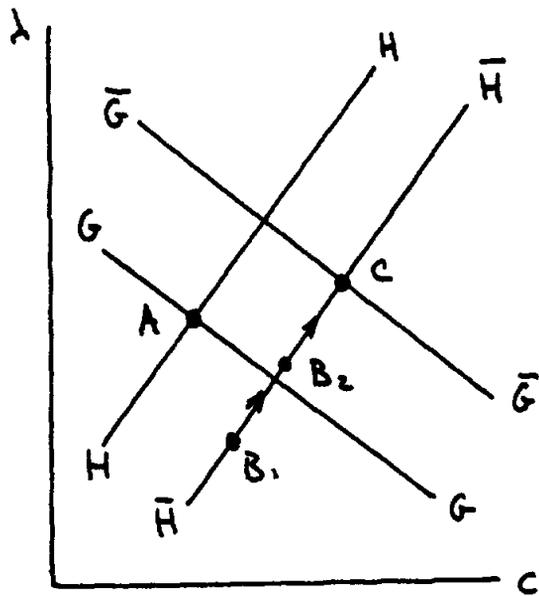
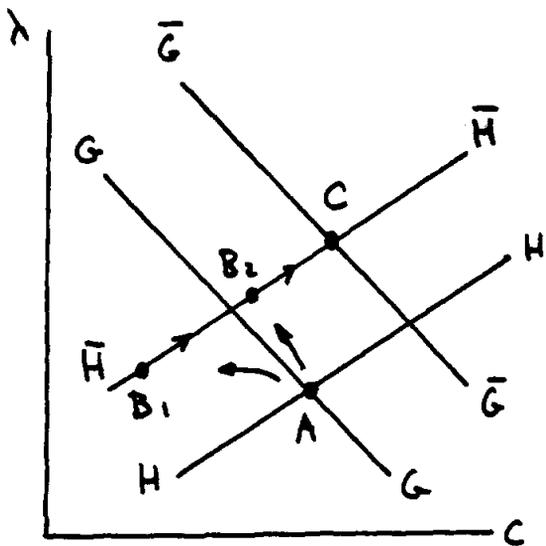


Figure 5

INSEAD WORKING PAPERS SERIES

			86/11	Philippe A. NAERT and Alain BULTEZ	"From "Lydiametry" to "Pinkhamization": misspecifying advertising dynamics rarely affects profitability".
<u>1986</u>					
86/01	Arnoud DE MEYER	"The R & D/Production interface".	86/12	Roger BETANCOURT and David GAUTSCHI	"The economics of retail firms", Revised April 1986.
86/02	Philippe A. NAERT Marcel WEVERBERGH and Guido VERSWIJVEL	"Subjective estimation in integrating communication budget and allocation decisions: a case study", January 1986.	86/13	S.P. ANDERSON and Damien J. NEVEN	"Spatial competition à la Cournot".
86/03	Michael BRIMM	"Sponsorship and the diffusion of organizational innovation: a preliminary view".	86/14	Charles WALDMAN	"Comparaison internationale des marges brutes du commerce", June 1985.
86/04	Spyros MAKRIDAKIS and Michèle HIBON	"Confidence intervals: an empirical investigation for the series in the M-Competition".	86/15	Mihkel TOMBAK and Arnoud DE MEYER	"How the managerial attitudes of firms with FMS differ from other manufacturing firms: survey results", June 1986.
86/05	Charles A. WYPLOSZ	"A note on the reduction of the workweek", July 1985.	86/16	B. Espen ECKBO and Herwig M. LANGOHR	"Les primes des offres publiques, la note d'information et le marché des transferts de contrôle des sociétés".
86/06	Francesco GIAVAZZI, Jeff R. SHEEN and Charles A. WYPLOSZ	"The real exchange rate and the fiscal aspects of a natural resource discovery", Revised version: February 1986.	86/17	David B. JEMISON	"Strategic capability transfer in acquisition integration", May 1986.
86/07	Douglas L. MacLACHLAN and Spyros MAKRIDAKIS	"Judgmental biases in sales forecasting", February 1986.	86/18	James TEBOUL and V. MALLERET	"Towards an operational definition of services", 1986.
86/08	José de la TORRE and David H. NECKAR	"Forecasting political risks for international operations", Second Draft: March 3, 1986.	86/19	Rob R. WEITZ	"Nostradamus: a knowledge-based forecasting advisor".
86/09	Philippe C. HASPELAGH	"Conceptualizing the strategic process in diversified firms: the role and nature of the corporate influence process", February 1986.	86/20	Albert CORHAY, Gabriel HAWAWINI and Pierre A. MICHEL	"The pricing of equity on the London stock exchange: seasonality and size premium", June 1986.
86/10	R. MOENART, Arnoud DE MEYER, J. BARBE and D. DESCHOOLMEESTER.	"Analysing the issues concerning technological de-maturity".	86/21	Albert CORHAY, Gabriel A. HAWAWINI and Pierre A. MICHEL	"Risk-premia seasonality in U.S. and European equity markets", February 1986.
			86/22	Albert CORHAY, Gabriel A. HAWAWINI and Pierre A. MICHEL	"Seasonality in the risk-return relationships some international evidence", July 1986.

86/23	Arnoud DE MEYER	"An exploratory study on the integration of information systems in manufacturing", July 1986.	86/34	Philippe HASPESLAGH and David JEMISON	"Acquisitions: myths and reality", July 1986.
86/24	David GAUTSCHI and Vithala R. RAO	"A methodology for specification and aggregation in product concept testing", July 1986.	86/35	Jean DERMINE	"Measuring the market value of a bank, a primer", November 1986.
86/25	H. Peter GRAY and Ingo WALTER	"Protection", August 1986.	86/36	Albert CORHAY and Gabriel HAWAWINI	"Seasonality in the risk-return relationship: some international evidence", July 1986.
86/26	Barry EICHENGREEN and Charles WYPLOSZ	"The economic consequences of the Franc Poincare", September 1986.	86/37	David GAUTSCHI and Roger BETANCOURT	"The evolution of retailing: a suggested economic interpretation".
86/27	Karel COOL and Ingemar DIERICKX	"Negative risk-return relationships in business strategy: paradox or truism?", October 1986.	86/38	Gabriel HAWAWINI	"Financial innovation and recent developments in the French capital markets", Updated: September 1986.
86/28	Manfred KETS DE VRIES and Danny MILLER	"Interpreting organizational texts.	86/39	Gabriel HAWAWINI Pierre MICHEL and Albert CORHAY	"The pricing of common stocks on the Brussels stock exchange: a re-examination of the evidence", November 1986.
86/29	Manfred KETS DE VRIES	"Why follow the leader?".	86/40	Charles WYPLOSZ	"Capital flows liberalization and the EMS, a French perspective", December 1986.
86/30	Manfred KETS DE VRIES	"The succession game: the real story.	86/41	Kasra FERDOWS and Wickham SKINNER	"Manufacturing in a new perspective", July 1986.
86/31	Arnoud DE MEYER	"Flexibility: the next competitive battle", October 1986.	86/42	Kasra FERDOWS and Per LINDBERG	"FMS as indicator of manufacturing strategy", December 1986.
86/31	Arnoud DE MEYER, Jinichiro NAKANE, Jeffrey G. MILLER and Kasra FERDOWS	"Flexibility: the next competitive battle", Revised Version: March 1987.	86/43	Damien NEVEN	"On the existence of equilibrium in hotelling's model", November 1986.
86/32	Karel COOL and Dan SCHENDEL	Performance differences among strategic group members", October 1986.	86/44	Ingemar DIERICKX Carmen MATUTES and Damien NEVEN	"Value added tax and competition", December 1986.
86/33	Ernst BALTENSPERGER and Jean DERMINE	"The role of public policy in insuring financial stability: a cross-country, comparative perspective", August 1986, Revised November 1986.	<u>1987</u>		
			87/01	Manfred KETS DE VRIES	"Prisoners of leadership".

87/02	Claude VIALLET	"An empirical investigation of international asset pricing", November 1986.	87/15	Spyros MAKRIDAKIS	"METAFORECASTING: Ways of improving Forecasting. Accuracy and Usefulness", May 1987.
87/03	David GAUTSCHI and Vithala RAO	"A methodology for specification and aggregation in product concept testing", Revised Version: January 1987.	87/16	Susan SCHNEIDER and Roger DUNBAR	"Takeover attempts: what does the language tell us?, June 1987.
87/04	Sumantra GHOSHAL and Christopher BARTLETT	"Organizing for innovations: case of the multinational corporation", February 1987.	87/17	André LAURENT and Fernando BARTOLOME	"Managers' cognitive maps for upward and downward relationships", June 1987.
87/05	Arnoud DE MEYER and Kaara FERDOWS	"Managerial focal points in manufacturing strategy", February 1987.	87/18	Reinhard ANGELMAR and Christoph LIEBSCHER	"Patents and the European biotechnology lag: a study of large European pharmaceutical firms", June 1987.
87/06	Arun K. JAIN, Christian PINSON and Naresh K. MALHOTRA	"Customer loyalty as a construct in the marketing of banking services", July 1986.	87/19	David BEGG and Charles WYPLOSZ	"Why the EMS? Dynamic games and the equilibrium policy regime", May 1987.
87/07	Rolf BANZ and Gabriel HAWAWINI	"Equity pricing and stock market anomalies", February 1987.	87/20	Spyros MAKRIDAKIS	"A new approach to statistical forecasting", June 1987.
87/08	Manfred KETS DE VRIES	"Leaders who can't manage", February 1987.	87/21	Susan SCHNEIDER	"Strategy formulation: the impact of national culture", Revised: July 1987.
87/09	Lister VICKERY, Mark PILKINGTON and Paul READ	"Entrepreneurial activities of European MBAs", March 1987.	87/22	Susan SCHNEIDER	"Conflicting ideologies: structural and motivational consequences", August 1987.
87/10	André LAURENT	"A cultural view of organizational change", March 1987	87/23	Roger BETANCOURT and David GAUTSCHI	"The demand for retail products and the household production model: new views on complementarity and substitutability".
87/11	Robert FILDES and Spyros MAKRIDAKIS	"Forecasting and loss functions", March 1987.	87/24	C.B. DERR and André LAURENT	"The internal and external careers: a theoretical and cross-cultural perspective", Spring 1987.
87/12	Fernando BARTOLOME and André LAURENT	"The Janus Head: learning from the superior and subordinate faces of the manager's job", April 1987.	87/25	A. K. JAIN, N. K. MALHOTRA and Christian PINSON	"The robustness of MDS configurations in the face of incomplete data", March 1987, Revised: July 1987.
87/13	Sumantra GHOSHAL and Nitin NOHRIA	"Multinational corporations as differentiated networks", April 1987.	87/26	Roger BETANCOURT and David GAUTSCHI	"Demand complementarities, household production and retail assortments", July 1987.
87/14	Landis GABEL	"Product Standards and Competitive Strategy: An Analysis of the Principles", May 1987.			

87/27	Michael BURDA	"Is there a capital shortage in Europe?", August 1987.	87/39	Manfred KETS DE VRIES	"The dark side of CEO succession", November 1987.
87/28	Gabriel HAWAWINI	"Controlling the interest-rate risk of bonds: an introduction to duration analysis and immunization strategies", September 1987.	87/40	Carmen MATUTES and Pierre REGIBEAU	"Product compatibility and the scope of entry", November 1987.
87/29	Susan SCHNEIDER and Paul SHRIVASTAVA	"Interpreting strategic behavior: basic assumptions themes in organizations", September 1987	87/41	Gabriel HAWAWINI and Claude VIALLET	"Seasonality, size premium and the relationship between the risk and the return of French common stocks", November 1987
87/30	Jonathan HAMILTON W. Bentley MACLEOD and J. F. THISSE	"Spatial competition and the Core", August 1987.	87/42	Damien NEVEN and Jacques-F. THISSE	"Combining horizontal and vertical differentiation: the principle of max-min differentiation", December 1987.
87/31	Martine QUINZII and J. F. THISSE	"On the optimality of central places", September 1987.	87/43	Jean GABSZEWICZ and Jacques-F. THISSE	"Location", December 1987.
87/32	Arnoud DE MEYER	"German, French and British manufacturing strategies less different than one thinks", September 1987.	87/44	Jonathan HAMILTON, Jacques-F. THISSE and Anita WESKAMP	"Spatial discrimination: Bertrand vs. Cournot in a model of location choice", December 1987.
87/33	Yves DOZ and Amy SHUEN	"A process framework for analyzing cooperation between firms", September 1987.	87/45	Karel COOL, David JEMISON and Ingemar DIERICKX	"Business strategy, market structure and risk-return relationships: a causal interpretation", December 1987.
87/34	Kasra FERDOWS and Arnoud DE MEYER	"European manufacturers: the dangers of complacency. Insights from the 1987 European manufacturing futures survey", October 1987.	87/46	Ingemar DIERICKX and Karel COOL	"Asset stock accumulation and sustainability of competitive advantage", December 1987.
			<u>1988</u>		
87/35	P. J. LEDERER and J. F. THISSE	"Competitive location on networks under discriminatory pricing", September 1987.	88/01	Michael LAWRENCE and Spyros MAKRIDAKIS	"Factors affecting judgemental forecasts and confidence intervals", January 1988.
87/36	Manfred KETS DE VRIES	"Prisoners of leadership", Revised version October 1987.	88/02	Spyros MAKRIDAKIS	"Predicting recessions and other turning points", January 1988.
87/37	Landis GABEL	"Privatization: its motives and likely consequences", October 1987.	88/03	James TEBOUL	"De-industrialize service for quality", January 1988.
87/38	Susan SCHNEIDER	"Strategy formulation: the impact of national culture", October 1987.			

88/04	Susan SCHNEIDER	"National vs. corporate culture: implications for human resource management", January 1988.	88/16	Gabriel HAWAWINI	"Market efficiency and equity pricing: international evidence and implications for global investing", March 1988.
88/05	Charles WYPLOSZ	"The swinging dollar: is Europe out of step?", January 1988.	88/17	Michael BURDA	"Monopolistic competition, costs of adjustment and the behavior of European employment", September 1987.
88/06	Reinhard ANGELMAR	"Les conflits dans les canaux de distribution", January 1988.	88/18	Michael BURDA	"Reflections on "Wait Unemployment" in Europe", November 1987, revised February 1988.
88/07	Ingemar DIERICKX and Karel COOL	"Competitive advantage: a resource based perspective", January 1988.	88/19	M.J. LAWRENCE and Spyros MAKRIDAKIS	"Individual bias in judgements of confidence", March 1988.
88/08	Reinhard ANGELMAR and Susan SCHNEIDER	"Issues in the study of organizational cognition", February 1988.	88/20	Jean DERMINE, Damien NEVEN and J.F. THISSE	"Portfolio selection by mutual funds, an equilibrium model", March 1988.
88/09	Bernard SINCLAIR-DESGAGNÉ	"Price formation and product design through bidding", February 1988.	88/21	James TEBOUL	"De-industrialize services for quality", March 1988 (88/03 Revised).
88/10	Bernard SINCLAIR-DESGAGNÉ	"The robustness of some standard auction game forms", February 1988.	88/22	Lars-Hendrik RÖLLER	"Proper Quadratic Functions with an Application to AT&T", May 1987 (Revised March 1988).
88/11	Bernard SINCLAIR-DESGAGNÉ	"When stationary strategies are equilibrium bidding strategy: The single-crossing property", February 1988.	88/23	Sjur Didrik FLAM and Georges ZACCOUR	"Equilibres de Nash-Cournot dans le marché européen du gaz: un cas où les solutions en boucle ouverte et en feedback coïncident", Mars 1988.
88/12	Spyros MAKRIDAKIS	"Business firms and managers in the 21st century", February 1988	88/24	B. Eспен ECKBO and Herwig LANGOHR	"Information disclosure, means of payment, and takeover premia. Public and Private tender offers in France", July 1985, Sixth revision, April 1988.
88/13	Manfred KETS DE VRIES	"Alexithymia in organizational life: the organization man revisited", February 1988.	88/25	Everette S. GARDNER and Spyros MAKRIDAKIS	"The future of forecasting", April 1988.
88/14	Alain NOEL	"The interpretation of strategies: a study of the impact of CEOs on the corporation", March 1988.	88/26	Sjur Didrik FLAM and Georges ZACCOUR	"Semi-competitive Cournot equilibrium in multistage oligopolies", April 1988.
88/15	Anil DEOLALIKAR and Lars-Hendrik RÖLLER	"The production of and returns from industrial innovation: an econometric analysis for a developing country", December 1987.			

88/27	Murugappa KRISHNAN Lars-Hendrik RÖLLER	"Entry game with resalable capacity", April 1988.	88/39	Manfred KETS DE VRIES	"The Leader as Mirror : Clinical Reflections", July 1988.
88/28	Sumantra GHOSHAL and C. A. BARTLETT	"The multinational corporation as a network: perspectives from interorganizational theory", May 1988.	88/40	Josef LAKONISHOK and Theo VERMAELEN	"Anomalous price behavior around repurchase tender offers", August 1988.
88/29	Naresh K. MALHOTRA, Christian PINSON and Arun K. JAIN	"Consumer cognitive complexity and the dimensionality of multidimensional scaling configurations", May 1988.	88/41	Charles WYPLOSZ	"Asymmetry in the EMS: intentional or systemic?", August 1988.
88/30	Catherine C. ECKEL and Theo VERMAELEN	"The financial fallout from Chernobyl: risk perceptions and regulatory response", May 1988.	88/42	Paul EVANS	"Organizational development in the transnational enterprise", June 1988.
88/31	Sumantra GHOSHAL and Christopher BARTLETT	"Creation, adoption, and diffusion of innovations by subsidiaries of multinational corporations", June 1988.	88/43	B. SINCLAIR-DESGAGNÉ	"Group decision support systems implement Bayesian rationality", September 1988.
88/32	Kasra FERDOWS and David SACKRIDER	"International manufacturing: positioning plants for success", June 1988.	88/44	Essam MAHMOUD and Spyros MAKRIDAKIS	"The state of the art and future directions in combining forecasts", September 1988.
88/33	Mihkel M. TOMBAK	"The importance of flexibility in manufacturing", June 1988.	88/45	Robert KORAJCZYK and Claude VIALLET	"An empirical investigation of international asset pricing", November 1986, revised August 1988.
88/34	Mihkel M. TOMBAK	"Flexibility: an important dimension in manufacturing", June 1988.	88/46	Yves DOZ and Amy SHUEN	"From intent to outcome: a process framework for partnerships", August 1988.
88/35	Mihkel M. TOMBAK	"A strategic analysis of investment in flexible manufacturing systems", July 1988.	88/47	Alain BULTEZ, Els GUSBRECHTS, Philippe NAERT and Piet VANDEN ABEELE	"Asymmetric cannibalism between substitute items listed by retailers", September 1988.
88/36	Vikas TIBREWALA and Bruce BUCHANAN	"A Predictive Test of the NBD Model that Controls for Non-stationarity", June 1988.	88/48	Michael BURDA	"Reflections on 'Wait unemployment' in Europe, II", April 1988 revised September 1988.
88/37	Murugappa KRISHNAN Lars-Hendrik RÖLLER	"Regulating Price-Liability Competition To Improve Welfare", July 1988.	88/49	Nathalie DIERKENS	"Information asymmetry and equity issues", September 1988.
88/38	Manfred KETS DE VRIES	"The Motivating Role of Envy : A Forgotten Factor in Management", April 88.	88/50	Rob WEITZ and Arnoud DE MEYER	"Managing expert systems: from inception through updating", October 1987.
			88/51	Rob WEITZ	"Technology, work, and the organization: the impact of expert systems", July 1988.

88/52	Susan SCHNEIDER and Reinhard ANGELMAR	"Cognition and organizational analysis: who's minding the store?", September 1988.	88/63	Fernando NASCIMENTO and Wilfried R. VANHONACKER	"Strategic pricing of differentiated consumer durables in a dynamic duopoly: a numerical analysis", October 1988.
88/53	Manfred KETS DE VRIES	"Whatever happened to the philosopher-king: the leader's addiction to power, September 1988.	88/64	Kasra FERDOWS	"Charting strategic roles for international factories", December 1988.
88/54	Lars-Hendrik RÖLLER and Mihkel M. TOMBAK	"Strategic choice of flexible production technologies and welfare implications", October 1988	88/65	Arnoud DE MEYER and Kasra FERDOWS	"Quality up, technology down", October 1988
88/55	Peter BOSSAERTS and Pierre HILLION	"Method of moments tests of contingent claims asset pricing models", October 1988.	88/66	Nathalie DIERKENS	"A discussion of exact measures of information asymmetry: the example of Myers and Majluf model or the importance of the asset structure of the firm", December 1988.
88/56	Pierre HILLION	"Size-sorted portfolios and the violation of the random walk hypothesis: Additional empirical evidence and implication for tests of asset pricing models", June 1988.	88/67	Paul S. ADLER and Kasra FERDOWS	"The chief technology officer", December 1988.
			<u>1989</u>		
88/57	Wilfried VANHONACKER and Lydia PRICE	"Data transferability: estimating the response effect of future events based on historical analogy", October 1988.	89/01	Joyce K. BYRER and Tawfik JELASSI	"The impact of language theories on DSS dialog", January 1989.
88/58	B. SINCLAIR-DESGAGNÉ and Mihkel M. TOMBAK	"Assessing economic inequality", November 1988.	89/02	Louis A. LE BLANC and Tawfik JELASSI	"DSS software selection: a multiple criteria decision methodology", January 1989.
88/59	Martin KILDUFF	"The interpersonal structure of decision making: a social comparison approach to organizational choice", November 1988.	89/03	Beth H. JONES and Tawfik JELASSI	"Negotiation support: the effects of computer intervention and conflict level on bargaining outcome", January 1989.
88/60	Michael BURDA	"Is mismatch really the problem? Some estimates of the Chelwood Gate II model with US data", September 1988.	89/04	Kasra FERDOWS and Arnoud DE MEYER	"Lasting improvement in manufacturing performance: In search of a new theory", January 1989.
88/61	Lars-Hendrik RÖLLER	"Modelling cost structure: the Bell System revisited", November 1988.	89/05	Martin KILDUFF and Reinhard ANGELMAR	"Shared history or shared culture? The effects of time, culture, and performance on institutionalization in simulated organizations", January 1989.
88/62	Cynthia VAN HULLE, Theo VERMAELEN and Paul DE WOUTERS	"Regulation, taxes and the market for corporate control in Belgium", September 1988.	89/06	Mihkel M. TOMBAK and B. SINCLAIR-DESGAGNÉ	"Coordinating manufacturing and business strategies: I", February 1989.

89/07	Damien J. NEVEN	"Structural adjustment in European retail banking. Some view from industrial organisation", January 1989.	89/18	Srinivasan BALAKRISHNAN and Mitchell KOZA	"Information asymmetry, market failure and joint-ventures: theory and evidence", March 1989.
89/08	Arnoud DE MEYER and Hellmut SCHÜTTE	"Trends in the development of technology and their effects on the production structure in the European Community", January 1989.	89/19	Wilfried VANHONACKER, Donald LEHMANN and Fareena SULTAN	"Combining related and sparse data in linear regression models", Revised March 1989.
89/09	Damien NEVEN, Carmen MATUTES and Marcel CORSTJENS	"Brand proliferation and entry deterrence", February 1989.	89/20	Wilfried VANHONACKER and Russell WINER	"A rational random behavior model of choice", Revised March 1989.
89/10	Nathalie DIERKENS, Bruno GERARD and Pierre HILLION	"A market based approach to the valuation of the assets in place and the growth opportunities of the firm", December 1988.	89/21	Arnoud de MEYER and Kera FERDOWS	"Influence of manufacturing improvement programmes on performance", April 1989.
89/11	Manfred KETS DE VRIES and Alain NOEL	"Understanding the leader-strategy interface: application of the strategic relationship interview method", February 1989.	89/22	Manfred KETS DE VRIES and Sydney PERZOW	"What is the role of character in psychoanalysis?" April 1989.
89/12	Wilfried VANHONACKER	"Estimating dynamic response models when the data are subject to different temporal aggregation", January 1989.	89/23	Robert KORAJCZYK and Claude VIALLET	"Equity risk premia and the pricing of foreign exchange risk" April 1989.
89/13	Manfred KETS DE VRIES	"The impostor syndrome: a disquieting phenomenon in organizational life", February 1989.	89/24	Martin KILDUFF and Mitchel ABOLAFIA	"The social destruction of reality: Organisational conflict as social drama" zApril 1989.
89/14	Reinhard ANGELMAR	"Product innovation: a tool for competitive advantage", March 1989.	89/25	Roger BETANCOURT and David GAUTSCHI	"Two essential characteristics of retail markets and their economic consequences" March 1989.
89/15	Reinhard ANGELMAR	"Evaluating a firm's product innovation performance", March 1989.	89/26	Charles BEAN, Edmond MALINVAUD, Peter BERNHOLZ, Francesco GIAVAZZI and Charles WYPLOSZ	"Macroeconomic policies for 1992: the transition and after", April 1989.
89/16	Wilfried VANHONACKER, Donald LEHMANN and Fareena SULTAN	"Combining related and sparse data in linear regression models", February 1989.	89/27	David KRACKHARDT and Martin KILDUFF	"Friendship patterns and cultural attributions: the control of organizational diversity", April 1989.
89/17	Gilles AMADO, Claude FAUCHEUX and André LAURENT	"Changement organisationnel et réalités culturelles: contrastes franco-américains", March 1989.	89/28	Martin KILDUFF	"The interpersonal structure of decision making: a social comparison approach to organizational choice", Revised April 1989.

89/29	Robert GOGEL and Jean-Claude LARRECHE	"The battlefield for 1992: product strength and geographic coverage", May 1989.	89/42	Robert ANSON and Tawfik JELASSI	"A development framework for computer- supported conflict resolution", July 1989.
89/30	Lars-Hendrik ROLLER and Mihkel M. TOMBAK	"Competition and Investment in Flexible Technologies", May 1989.	89/43	Michael BURDA	"A note on firing costs and severance benefits in equilibrium unemployment", June 1989.
89/31	Michael C. BURDA and Stefan GERLACH	"Intertemporal prices and the US trade balance in durable goods", July 1989.	89/44	Balaji CHAKRAVARTHY and Peter LORANGE	"Strategic adaptation in multi-business firms", June 1989.
89/32	Peter HAUG and Tawfik JELASSI	"Application and evaluation of a multi- criteria decision support system for the dynamic selection of U.S. manufacturing locations", May 1989.	89/45	Rob WEITZ and Arnoud DE MEYER	"Managing expert systems: a framework and case study", June 1989.
89/33	Bernard SINCLAIR- DESGAGNÉ	"Design flexibility in monopsonistic industries", May 1989.	89/46	Marcel CORSTJENS, Carmen MATUTES and Damien NEVEN	"Entry Encouragement", July 1989.
89/34	Sumantra GHOSHAL and Nittin NOHRIA	"Requisite variety versus shared values: managing corporate-division relationships in the M-Form organisation", May 1989.	89/47	Manfred KETS DE VRIES and Christine MEAD	"The global dimension in leadership and organization: issues and controversies", April 1989.
89/35	Jean DERMINE and Pierre HILLION	"Deposit rate ceilings and the market value of banks: The case of France 1971-1981", May 1989.	89/48	Damien NEVEN and Lars-Hendrik RÖLLER	"European integration and trade flows", August 1989.
89/36	Martin KILDUFF	"A dispositional approach to social networks: the case of organizational choice", May 1989.	89/49	Jean DERMINE	"Home country control and mutual recognition", July 1989.
89/37	Manfred KETS DE VRIES	"The organizational fool: balancing a leader's hubris", May 1989.	89/50	Jean DERMINE	"The specialization of financial institutions, the EEC model", August 1989.
89/38	Manfred KETS DE VRIES	"The CEO blues", June 1989.	89/51	Spyros MAKRIDAKIS	"Sliding simulation: a new approach to time series forecasting", July 1989.
89/39	Robert KORAJCZYK and Claude VIALLET	"An empirical investigation of international asset pricing", (Revised June 1989).	89/52	Arnoud DE MEYER	"Shortening development cycle times: a manufacturer's perspective", August 1989.
89/40	Balaji CHAKRAVARTHY	"Management systems for innovation and productivity", June 1989.	89/53	Spyros MAKRIDAKIS	"Why combining works?", July 1989.
89/41	B. SINCLAIR-DESGAGNE and Nathalie DIERKENS	"The strategic supply of precisions", June 1989.	89/54	S. BALAKRISHNAN and Mitchell KOZA	"Organisation costs and a theory of joint ventures", September 1989.

89/55	H. SCHUTTE	"Euro-Japanese cooperation in information technology", September 1989.	89/67 (FIN)	Peter BOSSAERTS and Pierre HILLION	"Market microstructure effects of government intervention in the foreign exchange market", December 1989.
89/56	Wilfried VANHONACKER and Lydia PRICE	"On the practical usefulness of meta-analysis results", September 1989.			
89/57	Taekwon KIM, Lars-Hendrik RÖLLER and Mihkel TOMBAK	"Market growth and the diffusion of multiproduct technologies", September 1989.	<u>1990</u>		
89/58 (EP, TM)	Lars-Hendrik RÖLLER and Mihkel TOMBAK	"Strategic aspects of flexible production technologies", October 1989.	90/01 TM/EP/AC	B. SINCLAIR-DESGAGNÉ	"Unavoidable Mechanisms", January 1990.
89/59 (OB)	Manfred KETS DE VRIES, Daphna ZEVADI, Alain NOEL and Mihkel TOMBAK	"Locus of control and entrepreneurship: a three-country comparative study", October 1989.	90/02 EP	Michael BURDA	"Monopolistic Competition, Costs of Adjustment, and the Behaviour of European Manufacturing Employment", January 1990.
89/60 (TM)	Enver YUCESAN and Lee SCHRUBEN	"Simulation graphs for design and analysis of discrete event simulation models", October 1989.	90/03 TM	Arnoud DE MEYER	"Management of Communication in International Research and Development", January 1990.
89/61 (AM)	Susan SCHNEIDER and Arnoud DE MEYER	"Interpreting and responding to strategic issues: The impact of national culture", October 1989.	90/04 FIN/EP	Gabriel HAWAWINI and Eric RAJENDRA	"The Transformation of the European Financial Services Industry: From Fragmentation to Integration", January 1990.
89/62 (TM)	Arnoud DE MEYER	"Technology strategy and international R&D operations", October 1989.	90/05 FIN/EP	Gabriel HAWAWINI and Bertrand JACQUILLAT	"European Equity Markets: Toward 1992 and Beyond", January 1990.
89/63 (TM)	Enver YUCESAN and Lee SCHRUBEN	"Equivalence of simulations: A graph approach", November 1989.	90/06 FIN/EP	Gabriel HAWAWINI and Eric RAJENDRA	"Integration of European Equity Markets: Implications of Structural Change for Key Market Participants to and Beyond 1992", January 1990.
89/64 (TM)	Enver YUCESAN and Lee SCHRUBEN	"Complexity of simulation models: A graph theoretic approach", November 1989.	90/07 FIN/EP	Gabriel HAWAWINI	"Stock Market Anomalies and the Pricing of Equity on the Tokyo Stock Exchange", January 1990.
89/65 (TM, AC, FIN)	Soumitra DUTTA and Piero BONISSONE	"MARS: A mergers and acquisitions reasoning system", November 1989.	90/08 TM/EP	Tawfik JELASSI and B. SINCLAIR-DESGAGNÉ	"Modelling with MCDSS: What about Ethics?", January 1990.
89/66 (TM, EP)	B. SINCLAIR-DESGAGNÉ	"On the regulation of procurement bids", November 1989.	90/09 EP/FIN	Alberto GIOVANNINI and Jae WON PARK	"Capital Controls and International Trade Finance", January 1990.
			90/10 TM	Joyce BRYER and Tawfik JELASSI	"The Impact of Language Theories on DSS Dialog", January 1990.

90/11 TM	Enver YUCESAN	"An Overview of Frequency Domain Methodology for Simulation Sensitivity Analysis", January 1990.	90/21 FIN	Roy SMITH and Ingo WALTER	"Reconfiguration of the Global Securities Industry in the 1990's", February 1990.
90/12 EP	Michael BURDA	"Structural Change, Unemployment Benefits and High Unemployment: A U.S.-European Comparison", January 1990.	90/22 FIN	Ingo WALTER	"European Financial Integration and Its Implications for the United States", February 1990.
90/13 TM	Soumitra DUTTA and Shashi SHEKHAR	"Approximate Reasoning about Temporal Constraints in Real Time Planning and Search", January 1990.	90/23 EP/SM	Damien NEVEN	"EEC Integration towards 1992: Some Distributional Aspects", Revised December 1989
90/14 TM	Albert ANGEHRN and Hans-Jakob LÜTHI	"Visual Interactive Modelling and Intelligent DSS: Putting Theory into Practice", January 1990.	90/24 FIN/EP	Lars Tyge NIELSEN	"Positive Prices in CAPM", January 1990.
90/15 TM	Arnoud DE MEYER, Dirk DESCHOOLMEESTER, Rudy MOENAERT and Jan BARBE	"The Internal Technological Renewal of a Business Unit with a Mature Technology", January 1990.	90/25 FIN/EP	Lars Tyge NIELSEN	"Existence of Equilibrium in CAPM", January 1990.
90/16 FIN	Richard LEVICH and Ingo WALTER	"Tax-Driven Regulatory Drag: European Financial Centers in the 1990's", January 1990.	90/26 OB/EP	Charles KADUSHIN and Michael BRIMM	"Why networking Fails: Double Binds and the Limitations of Shadow Networks", February 1990.
90/17 FIN	Nathalie DIERKENS	"Information Asymmetry and Equity Issues", Revised January 1990.	90/27 TM	Abbas FOROUGHI and Tawfik JELASSI	"NSS Solutions to Major Negotiation Stumbling Blocks", February 1990.
90/18 MKT	Wilfried VANHONACKER	"Managerial Decision Rules and the Estimation of Dynamic Sales Response Models", Revised January 1990.	90/28 TM	Arnoud DE MEYER	"The Manufacturing Contribution to Innovation", February 1990.
90/19 TM	Beth JONES and Tawfik JELASSI	"The Effect of Computer Intervention and Task Structure on Bargaining Outcome", February 1990.	90/29 FIN/AC	Nathalie DIERKENS	"A Discussion of Correct Measures of Information Asymmetry", January 1990.
90/20 TM	Tawfik JELASSI, Gregory KERSTEN and Stanley ZIONTS	"An Introduction to Group Decision and Negotiation Support", February 1990.	90/30 FIN/EP	Lars Tyge NIELSEN	"The Expected Utility of Portfolios of Assets", March 1990.
			90/31 MKT/EP	David GAUTSCHI and Roger BETANCOURT	"What Determines U.S. Retail Margins?", February 1990.
			90/32 SM	Srinivasan BALAK- RISHNAN and Mitchell KOZA	"Information Asymmetry, Adverse Selection and Joint-Ventures: Theory and Evidence", Revised, January 1990.
			90/33 OB	Caren SIEHL, David BOWEN and Christine PEARSON	"The Role of Rites of Integration in Service Delivery", March 1990.

90/34 FIN/EP	Jean DERMINE	"The Gains from European Banking Integration, a Call for a Pro-Active Competition Policy", April 1990.	90/45 TM	Soumitra DUTTA and Piero BONISSONE	"Integrating Case Based and Rule Based Reasoning: The Possibilistic Connection", May 1990.
90/35 EP	Jae Won PARK	"Changing Uncertainty and the Time-Varying Risk Premium in the Term Structure of Nominal Interest Rates", December 1988, Revised March 1990.	90/46 TM	Spyros MAKRIDAKIS and Michèle HIBON	"Exponential Smoothing: The Effect of Initial Values and Loss Functions on Post-Sample Forecasting Accuracy".
90/36 TM	Arnoud DE MEYER	"An Empirical Investigation of Manufacturing Strategies in European Industry", April 1990.	90/47 MKT	Lydia PRICE and Wilfried VANHONACKER	"Improper Sampling in Natural Experiments: Limitations on the Use of Meta-Analysis Results in Bayesian Updating", Revised May 1990.
90/37 TM/OB/SM	William CATS-BARIL	"Executive Information Systems: Developing an Approach to Open the Possibles", April 1990.	90/48 EP	Jae WON PARK	"The Information in the Term Structure of Interest Rates: Out-of-Sample Forecasting Performance", June 1990.
90/38 MKT	Wilfried VANHONACKER	"Managerial Decision Behaviour and the Estimation of Dynamic Sales Response Models", (Revised February 1990).	90/49 TM	Soumitra DUTTA	"Approximate Reasoning by Analogy to Answer Null Queries", June 1990.
90/39 TM	Louis LE BLANC and Tawfik JELASSI	"An Evaluation and Selection Methodology for Expert System Shells", May 1990.	90/50 EP	Daniel COHEN and Charles WYPLOSZ	"Price and Trade Effects of Exchange Rates Fluctuations and the Design of Policy Coordination", April 1990.
90/40 OB	Manfred KETS DE VRIES	"Leaders on the Couch: The case of Roberto Calvi", April 1990.	90/51 EP	Michael BURDA and Charles WYPLOSZ	"Gross Labour Market Flows in Europe: Some Stylized Facts", June 1990.
90/41 FIN/EP	Gabriel HAWAWINI, Itzhak SWARY and Ik HWAN JANG	"Capital Market Reaction to the Announcement of Interstate Banking Legislation", March 1990.	90/52 FIN	Lars Tyge NIELSEN	"The Utility of Infinite Means", June 1990.
90/42 MKT	Joel STECKEL and Wilfried VANHONACKER	"Cross-Validating Regression Models in Marketing Research", (Revised April 1990).	90/53 EP	Michael Burda	"The Consequences of German Economic and Monetary Union", June 1990.
90/43 FIN	Robert KORAJCZYK and Claude VIALLET	"Equity Risk Premium and the Pricing of Foreign Exchange Risk", May 1990.	90/54 EP	Damien NEVEN and Colin MEYER	"European Financial Regulation: A Framework for Policy Analysis", (Revised May 1990).
90/44 OB	Gilles AMADO, Claude FAUCHEUX and André LAURENT	"Organisational Change and Cultural Realities: Franco-American Contrasts", April 1990.	90/55 EP	Michael BURDA and Stefan GERLACH	"Intertemporal Prices and the US Trade Balance", (Revised July 1990).

90/56 EP	Damien NEVEN and Lars-Hendrik RÖLLER	"The Structure and Determinants of East-West Trade: A Preliminary Analysis of the Manufacturing Sector", July 1990
90/57 FIN/EP/ TM	Lars Tyge NIELSEN	Common Knowledge of a Multivariate Aggregate Statistic", July 1990
90/58 FIN/EP/TM	Lars Tyge NIELSEN	"Common Knowledge of Price and Expected Cost in an Oligopolistic Market", August 1990
90/59 FIN	Jean DERMINE and Lars-Hendrik RÖLLER	"Economies of Scale and Scope in the French Mutual Funds (SICAV) Industry", August 1990
90/60 TM	Peri IZ and Tawfik JELASSI	"An Interactive Group Decision Aid for Multiobjective Problems: An Empirical Assessment", September 1990
90/61 TM	Pankaj CHANDRA and Mihkel TOMBAK	"Models for the Evaluation of Manufacturing Flexibility", August 1990
90/62 EP	Damien NEVEN and Menno VAN DIJK	"Public Policy Towards TV Broadcasting in the Netherlands", August 1990
90/63 SM	Sumantra GHOSHAL and Eleanor WESTNEY	"Organising Competitor Analysis Systems", August 1990
90/64 SM	Sumantra GHOSHAL	"Internal Differentiation and Corporate Performance: Case of the Multinational Corporation", August 1990