

Table A.2: Summary of models of firm dynamics

Feature in the data	Feature in the model	Papers
Export status persistence, Exchange rate hysteresis	Sunk entry costs Structural estimation General equilibrium, aggregate shocks	Baldwin (1988), Baldwin and Krugman (1989), Roberts and Tybout (1997), Das et al. (2007), Alessandria and Choi (2007), Alessandria and Choi (2014)
New-exporter survival rates, Intensive margin growth	Demand a function of time in market Capital adjustment dynamics Customer accumulation  Learning Financial frictions Selection Importing and Exporting Search	Ruhl and Willis (2017), Riaño (2011), Rho and Rodrigue (2016), Drozd and Nosal (2012), Fitzgerald et al. (2016), Piveteau (2016) Albornoz et al. (2012), Arkolakis et al. (2018) Kohn et al. (2016), Brooks and Dervis (2019) Arkolakis (2016) Kasahara and Lapham (2013) Eaton et al. (2014), Lu et al. (2016)
Innovation and trade	Endogenous R&D	Aw et al. (2011)
Effects of future tariffs on current trade	Uncertainty and sunk costs  Inventories and anticipation effects	Pierce and Schott (2016), Handley and Limão (2017), Steinberg (2019) Khan and Khederlarian (2019), Alessandria et al. (2019)
Infrequent exporting	Per-shipment fixed costs, inventories	Alessandria et al. (2010a)
Short-run, long-run elasticities	Uncertainty and sunk cost Repeated investments in export technology Multi-country or multi-industry dynamic models	Ruhl (2008), Alessandria et al. (2013b) Imura (2019), Mix (2019)