Description of replication files for

"Trade and Management" by Nicholas Bloom, Kalina Manova, John Van Reenen, Stephen Teng Sun, and Zhihong Yu

Accepted for publication at Review of Economics and Statistics

1. US data

The paper uses confidential micro data from the U.S. Census Bureau. These data were provided to the authors under a contract with the U.S. Census Bureau that prohibits them from releasing any non-approved information – specifically individual records. To access the data, a researcher must apply to the U.S. Census Bureau and obtain special sworn status to access and use the data. The Center for Economic Studies operates 15 Research Data Centers (RDC) around the country for such data access. The procedures for such access are provided at:

http://www.census.gov/ces/rdcresearch/index.html

The following core micro-level datasets are used in the analysis:

i. Management and Organizations Survey (MOPS), 2010
ii. Annual Survey of Manufactures (ASM), non-census years, 2005, 2010 and 2011
iii. Longitudinal Foreign Trade Transactions Database (LFTTD), 2005, 2010 and 2011

All of these datasets and other minor datasets are archived and available for use at RDCs in directory "../rdcprojects/mc/mc01057/disclosure/20190621/".

2. China data

The paper uses three datasets for China:

i. World Management Survey (WMS), China sample, 2006/2007
ii. Chinese Customs Trade Statistics (CCTS), 2000-2008, transaction-level trade data for China's exports and imports, from China's General Administration of Customs
iii. Annual Survey of Industrial Enterprises (ASIE), 2000-2007, firm-level balance-sheet data for China's manufacturing firms, from China's NBS (National Bureau of Statistics)

The WMS data can be obtained upon request from https://worldmanagementsurvey.org/survey-data/download-data/

The CCTS and ASIE datasets are proprietary. They can be obtained through authorized vendors with their information available upon request from the authors.

The data and do files used to produce the results for China in the paper have been uploaded to REStat in folder "../China replication files/".

The following four datasets are merged from the three main data sources described above and used to produce all regression results in the paper and appendix.

File Name	*Original Data*	*Level of Aggregation*
Regscn_fy_all.dta	WMS-ASIE, all firms	Firm-year
Regscn_fy_expimp.dta	WMS-ASIE-CCTS data, all exporters and/or importers	Firm-year
Regscn_fpc_exp.dta	WMS-ASIE-CCTS data, exporters	Firm-country-product-year
Regscn_fpc_imp.dta	WMS-ASIE-CCTS data, importers	Firm-country-product-year

The do file that generates all regression tables (including appendix tables) using these data is Reg_BMSVY2020_ReStat_final.do.

3. India data

The paper uses newly assembled data for a randomized control trial in India that was collected by Bloom, Mahajan, McKenzie and Roberts as part of their work on a separate project, "Do Management Interventions Last? Evidence from India", forthcoming in the *American Economic Journal: Applied Economics*.

The data and do files used to produce the results for India in the paper have been uploaded to REStat in folder "../India replication files/".