

PROSPECTS OF THE SOUTH ASIAN FREE TRADE AREA VIA GRAVITY MODEL

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The **gravity model of international trade** in international economics, similar to other gravity models in social science, predicts bilateral trade flows based on the economic sizes (often using GDP measurements) and distance between two units. The model was first used by Jan Tinbergen in 1962. The basic model for trade between two countries (*i* and *j*) takes the form of

$$F_{ij} = G \frac{M_i^{\beta_1} M_j^{\beta_2}}{D_{ij}^{\beta_3}} \dots\dots\dots (1)$$

Where F is the trade flow, M is the economic mass of each country, D is the distance and G is a constant. The model has been used by economists to analyse the determinants of bilateral trade flows, such as, common borders, common languages, common legal systems, common currencies, common colonial legacies, and it has been used to test the effectiveness of trade agreements and organizations, such as, the North American Free Trade Agreement (NAFTA) and the World Trade Organization (WTO) (Head and Mayer 2014). The model has also been used in international relations to evaluate the impact of treaties and alliances on trade (Head and Mayer).

The model has also been applied to other bilateral flow data (also 'dyadic' data), such as, migration, traffic, and remittances and foreign direct investment.

Theoretical Justifications and Research

The model has been an empirical success in that it accurately predicts trade flows between countries for many goods and services, but for a long time some scholars believed that there was no theoretical justification for the gravity equation. However, a gravity relationship can arise in almost any trade model that includes trade costs that increase with distance.

The gravity model estimates the pattern of international trade. While the model is basic, form consists of factors that have more to do with geography and spatiality, the gravity model has been used to test hypotheses rooted in purer economic theories of trade as well. One such theory predicts that trade will be based on relative factor abundances. One of the common relative factor abundance models is the Heckscher–Ohlin model.

This theory would predict that trade patterns would be based on relative factor abundance. Those countries with a relative abundance of one factor would be expected to produce goods that require a relatively large amount of that factor in their production. While a generally accepted theory of trade, many economists in the Chicago School believed that, the Heckscher–Ohlin model alone was sufficient to describe all trade, while Bertil Ohlin himself argued that in fact the world is more complicated. Investigations into real world trading patterns have produced a number of results that do not match the expectations of comparative advantage theories. Notably, a study by Wassily Leontief found that the United States, the most capital endowed country in the world, actually exports more in labor-intensive industries. Comparative advantage in factor endowments would suggest the opposite would occur. Other theories of trade and explanations for this relationship were proposed in order to explain the discrepancy between Leontief’s empirical findings and economic theory. The problem has become known as the Leontief paradox.

An alternative theory, first proposed by Staffan Linder, predicts that patterns of trade will be determined by the aggregated preferences for goods within countries. Those countries with similar preferences would be expected to develop similar industries. With continued similar demand, these countries would continue to trade back and forth in differentiated but similar goods since both demand and produce similar products. For instance, both Germany and the United States are industrialized countries with a high preference for automobiles. Both countries have automobile industries, and both trade cars. The empirical validity of the Linder hypothesis is somewhat unclear. Several studies have found a significant impact of the Linder effect, but others have had weaker results. Studies that do not support

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Linder have only counted countries that actually trade; they do not input zero values for the dyads where trade could happen but does not. This has been cited as a possible explanation for their findings. In addition, Linder never presented a formal model for his theory, so different studies have tested his hypothesis in different ways.

Elhanan Helpman and Paul Krugman asserted that the theory behind comparative advantage does not predict the relationships in the gravity model. Using the gravity model, countries with similar levels of income have been shown to trade more. Helpman and Krugman see this as evidence that these countries are trading in differentiated goods because of their similarities. This casts some doubt about the impact Heckscher–Ohlin has on the real world. Jeffrey Frankel sees the Helpman–Krugman setup here as distinct from Linder’s proposal. However, he does say Helpman–Krugman is different from the usual interpretation of Linder, but, since Linder made no clear model, the association between the two should not be completely discounted. Alan Deardorff adds the possibility, that, while not immediately apparent, the basic gravity model can be derived from Heckscher–Ohlin as well as the Linder and Helpman–Krugman hypotheses. Deardorff concludes that, considering how many models can be tied to the gravity model equation, it is not useful for evaluating the empirical validity of theories.

Bridging economic theory with empirical tests, James Anderson and Jeffrey Bergstrand develop econometric models, grounded in the theories of differentiated goods, which measure the gains from trade liberalizations and the magnitude of the border barriers on trade (McCallum Border puzzle). A recent synthesis of empirical research using the gravity equations, however, shows that the effect of border barriers on trade is relatively modest.

Adding to the problem of bridging economic theory with empirical results, some economists have pointed to the possibility of intra-industry trade not as the result of differentiated goods, but because of “reciprocal dumping.” In these models, the countries involved are said to have imperfect competition and segmented markets in homogeneous goods, which leads to intra-industry trade as firms in imperfect competition seek to expand their markets to other countries and trade goods that are not differentiated yet for which they do not have a comparative advantage, since there is no specialization. This model of trade is consistent with the gravity model as it would predict that trade depends on country size.

The reciprocal dumping model has held up to some empirical testing, suggesting that the specialization and differentiated goods models for the gravity equation might not fully explain the gravity equation. Feenstra, Markusen, and Rose (2001) provided evidence for reciprocal dumping by assessing the *home market effect* in separate gravity equations for differentiated and homogeneous goods. The home market effect showed a relationship in the gravity estimation for differentiated goods, but showed the inverse relationship for homogeneous goods. The authors show that this result matches the theoretical predictions of reciprocal dumping playing a role in homogeneous markets.

Past research using the gravity model has also sought to evaluate the impact of various variables in addition to the basic gravity equation. Among these, price level and exchange rate variables have been shown to have a relationship in the gravity model that accounts for a significant amount of the variance not explained by the basic gravity equation. According to empirical results on price level, the effect of price level varies according to the relationship being examined. For instance, if exports were being examined, a relatively high price level on the part of the importer would be expected to increase trade with that country. A non-linear system of equations are used by Anderson and Van Wincoop (2003) to account for the endogenous change in these price terms from trade liberalization. A more simple method is to use a first order log-linearization of this system of equations (Baier and Bergstrand (2009)), or exporter-country-year and importer-country-year dummy variables. For counterfactual analysis, however, one would still need to account for the change in world prices.

Econometric Estimation of Gravity Equations

Since the gravity model for trade does not hold exactly, in econometric applications it is customary to specify:

$$F_{ij} = G \frac{M_i^{\beta_1} M_j^{\beta_2}}{D_{ij}^{\beta_3}} \eta_{ij} \dots \dots \dots (2)$$



Where, F_{ij} represents volume of trade from country i to country j, and M_i and M_j typically represent the GDPs for countries i and j, D_{ij} denotes the distance between the two countries, and η represents an error term with expectation equal to 1.

The traditional approach to estimating this equation consists in taking logs of both sides, leading to a log-log model of the form (note: constant G becomes part of β_0):

$$\ln(F_{ij}) = \beta_0 + \beta_1 \ln(M_i) + \beta_2 \ln(M_j) - \beta_3 \ln(D_{ij}) + \varepsilon_{ij} \dots \dots \dots (3)$$

However, this approach has two major problems. First, it obviously cannot be used when there are observations for which F_{ij} is equal to zero. Second, it has been argued by Santos Silva and Tenreyro (2006) that estimating the log-linearized equation by least squares (OLS) can lead to significant biases. As an alternative, these authors have suggested that the model should be estimated in its multiplicative form, i.e.

$$F_{ij} = \exp[\beta_0 + \beta_1 \ln(M_i) + \beta_2 \ln(M_j) - \beta_3 \ln(D_{ij})] \eta_{ij} \dots \dots \dots (4)$$

Using a Poisson pseudo-maximum likelihood (PPML) estimator usually used for count data. One of the authors' more findings that are surprising was that, when controlling for sharing a common language, having past colonial ties does not increase trade. This is despite the fact that simpler methods, such as taking simple averages of trade shares of countries with and without former colonial ties suggest that countries with former colonial ties continue to trade more. Santos Silva and Tenreyro (2006) did not explain where their result came from and even failed to realize their results were highly anomalous. Martin and Pham (2008) argued that using PPML on gravity severely biases estimates when zero trade flows are frequent. However, their results were challenged by Santos Silva and Tenreyro (2011), who argued that the simulation results of Martin and Pham (2008) are based on miss-specified models and showed that the PPML estimator performs well even when the proportions of zeros is very large.

In applied work, the model is often extended by including variables to account for language relationships, tariffs, contiguity, and access to sea, colonial history, and exchange rate regimes. Yet the estimation of structural gravity, based on Anderson and Van Wincoop (2003), requires the inclusion of importer and exporter fixed effects, thus limiting the gravity analysis to bilateral trade costs (Baldwin and Taglioni 2007).

Empirical Results

The present section deals with bilateral trade flows of India with SAARC nations for the period 2000-12 with the help of gravity model of international trade. For this purpose, double-log regression model has been estimated which is given below:

$$\ln(F_{ij}) = \beta_0 + \beta_1 \ln(M_i) + \beta_2 \ln(M_j) - \beta_3 \ln(D_{ij}) + \varepsilon_{ij} \dots \dots \dots (5)$$

Where,

- F_{ij} : Represents the volume of trade from the country i (let India) to country j (let Afghanistan),
- M_i : GDP of India
- M_j : GDP of Afghanistan
- D_{ij} : Denote distance between India to Afghanistan
- ε_{ij} : Error term

Where,

$$E(\varepsilon_{ij}) = 0, \text{Cov}(\varepsilon_{ij}) = 0; i \neq j, \text{and Var}(\varepsilon_{ij}) = \sigma^2 \varepsilon_{ij}$$

In order to accomplish the task, time series data pertaining to $GDP_{(ij)}$, F_{ij} and D_{ij} have been taken for the period 2000-12 and regression results have been represented in the Table-1 to Table-7.

**Table-1: Gravity Trade Model of India with Afghanistan (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Afghanistan	Distance
-21.32** (-2.30)	2.19* (2.13)	-0.57 (-0.51)	0.82 (0.36)
R-squared	0.93		
Adjusted R-squared	0.91		
Durbin-Watson Statistics	1.45		
F-statistics (Probability)	41.42 (0.00)		

Note-1: *** Significant at 1% level of significance;

** Significant at 5% level of significance;

* Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Table-1 presents gravity regression results for India and Afghanistan with respect to GDP of India stood at 2.19. While elasticity of volume to trade from between India and Afghanistan with respect to GDP of Afghanistan stood at 0.57. It shows that Rs.100 Enhancement in the GDP of India has resulted in enhancement of Rs.219 in the volume of trade between these countries, at the same time, Rs.100 enhancement in the GDP of Afghanistan has resulted in reduction into volume of trade by Rs.57 between these two countries during the period 2000-12. Distance factor has been found insignificant as far as trade between India and Afghanistan is concerned during the period 2000-12. The overall gravity model dealings with volume of trade in India and Afghanistan during the period 2000-12 reveal good fit which is shown by high R^2 ($R^2=0.93$), followed by significant F- statistics. The value of D-W statistics (1.45) also indicates non-existence of autocorrelation in the time series data.

**Table 2: Gravity Trade Model of India with Bangladesh (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Bangladesh	Distance
0.31 (0.03)	0.51 (0.91)	0.89 (1.02)	-0.68 (-0.42)
R-squared	0.91		
Adjusted R-squared	0.88		
Durbin-Watson Statistics	1.71		
F-statistics (Probability)	29.74 (0.00)		

Note-1: *** Significant at 1% level of significance;

** Significant at 5% level of significance;

* Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Gravity regression results for India and Bangladesh for the period 2000-2012 are shown in the Table-2. Regression results reveal that elasticity of volume of trade flow between India and Bangladesh with respect to GDP of Bangladesh stood at 0.89. It reveals that RS.100 enhancement in GDP of India has shown increase in volume of trade between these countries by Rs.51. At the same time, RS.100 enhancement in the GDP of Bangladesh has resulted in increase in volume of trade between these nations by Rs.89 during the period 2000-12. As per theoretical justification, distance factor has been found negative so far as trade between India and Bangladesh is concerned

during 2000-12. In terms of goodness of fit, the gravity model for India and Bangladesh is found significant in terms of R² (R²=0.91) which is also certified by significant F-statistics test. Value of D-W statistics (DW=1.71) reveals absence of autocorrelation in the time series data for the period 2000-12.

**Table 3: Gravity Trade Model of India with Bhutan (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Bhutan	Distance
26.91 (0.91)	-0.32 (-0.11)	2.52 (0.89)	-4.01 (-1.44)
R-squared	0.91		
Adjusted R-squared	0.88		
Durbin-Watson Statistics	0.62		
F-statistics (Probability)	31.08 (0.00)		

Note-1: *** Significant at 1% level of significance;

** Significant at 5% level of significance;

* Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Trade relationship in between Bhutan and India for the period 2000-12 has also been examined with the help of gravity model and regression results are shown in the Table-3. Empirical results show that elasticity of volume of trade flow between Bhutan and India with respect to GDP of India stood at -0.32, while elasticity of volume of trade between these two nations with respect to GDP of Bhutan stood at 2.52 for the period 2000 -12. It means Rs.100 enhancement in the GDP of India has resulted in reduction in the volume of trade between these two by Rs.32 while Rs.100 enhancement in the GDP of Bhutan has resulted in enhancement in volume of trade in these two nations by Rs.252 during the period 2000-12. In addition, as per theoretical justification, distance factor has been found negative and significant as far as trade between India and Bhutan is concerned. Gravity model for India and Bhutan has been found excellent in term of goodness of fit (R²=0.91), R² being significant which is certified by significant F-statistics (at 1% LS), D-W statistics (DW=0.62) reveal existence of autocorrelation in time series data of volume of trade between these countries during the period of 2000-12.

**Table 4: Gravity Trade Model of India with Maldives (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Maldives	Distance
-10.54 (-0.50)	-0.82 (-1.26)	2.55*** (3.83)	1.49 (0.52)
R-squared	0.94		
Adjusted R-squared	0.92		
Durbin-Watson Statistics	1.77		
F-statistics (Probability)	44.36 (0.00)		

Note-1: *** Significant at 1% level of significance;

** Significant at 5% level of significance;

* Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Table-4 examines gravity regression results for India and Maldives over the period 2000-12. Results show that elasticity of volume of trade flow in between India and Maldives with respect to GDP of India stood at -0.82 while the elasticity of volume of trade in between two nations with respect to GDP of Maldives stood at 2.55. It shows that Rs100 enhancement in the GDP of India has resulted in reduction in volume of trade between these two nations by Rs.82. At the same time, Rs.100 enhancement in the volume of GDP of Maldives resulted in enhancement in the volume of trade in between these two nations by Rs.2.55 during the period of 2000-12. The overall gravity model dealing with volume of trade in India and Maldives during 2000-12 reveal good fit which is shown by high R²(R²=0.94), followed by significant F-statistics. The value of D-W statistics (DW=1.77) reveals absence of autocorrelation in the time series data in the volume of trade in these two countries during the period 2000-12.

**Table 5: Gravity Trade Model of India with Nepal (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Nepal	Distance
-3.94 (-0.49)	1.16 (1.60)	0.36 (0.43)	-0.51 (-0.44)
R-squared	0.94		
Adjusted R-squared	0.92		
Durbin-Watson Statistics	1.64		
F-statistics (Probability)	44.68 (0.00)		

Note-1: *** Significant at 1% level of significance;
 ** Significant at 5% level of significance;
 * Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Regression results pertaining to gravity model for India and Nepal for the period 2000-12 are shown in the Table-5. Empirical results as shown in the table reveal that elasticity of volume of trade flow between India and Nepal with respect to GDP of India stood at 1.16, while elasticity of volume of trade in these two countries with respect to GDP of Nepal stood at 0.36 during the period 2000-12. It means, Rs.100 enhancement in the GDP of India has resulted in enhancement in the volume of trade from Nepal by Rs.116 while Rs.100 enhancement in the GDP of Nepal has resulted in enhancement in the volume of trade from India by only Rs.36 during the period 2000-12. Also, as per theoretical justification, distance factor has been found negative so far as trade between India and Nepal is concerned during the period 2000-12. In terms of goodness of fit, the gravity model for India and Nepal is found significant in term of R² (R²=0.94) which is also certified by significant F-statistics.

**Table 6: Gravity Trade Model of India with Pakistan (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Pakistan	Distance
-14.98* (-1.99)	0.28 (0.15)	2.13 (1.07)	-0.39 (-0.26)
R-squared	0.95		
Adjusted R-squared	0.93		
Durbin-Watson Statistics	1.32		
F-statistics (Probability)	52.99 (0.00)		

Note-1: *** Significant at 1% level of significance;
 ** Significant at 5% level of significance;
 * Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Trade relationship in between India and Pakistan for the period 2000-12 has been examined with the help of gravity model and regression results are shown in Table-6. Empirical results show that elasticity of volume of trade flow in between India and Pakistan with respect to GDP of India stood at 0.28, while elasticity of Volume of trade flow in between these two nations with respect to GDP of Pakistan stood at 2.13 during the period 2000-12. Thus, Rs.100 enhancement in GDP of India has resulted in merely Rs.28 enhancement in the volume of trade between these countries while Rs.100 enhancement in the GDP of Pakistan has resulted in the enhancement of Rs.213 in the volume of trade in these two countries. Further, as per theoretical justification, distance factor has been found negative and significant so far as trade between India and Pakistan is concerned. Gravity model for India and Pakistan has been found excellent in terms of goodness of fit ($R^2=0.95$), R^2 being significant which is certified by significant F-statistics (at 1% LS), Also, D-W statistics ($DW=1.32$) reveal non-existence by and large, autocorrelation in the volume of trade in India and Pakistan during 2000-12.

**Table 7: Gravity Trade Model of India with Sri Lanka (2000-2012):
Estimated Regression Results
Dependent Variable:- Volume of Trade**

Intercept	Slope of India`s GDP	Slope of Sri Lanka	Distance
23.87 (0.97)	2.46*** (3.27)	-0.83 (-1.17)	-4.54 (-4.54)
R-squared	0.94		
Adjusted R-squared	0.92		
Durbin-Watson Statistics	1.79		
F-statistics (Probability)	44.69 (0.00)		

Note-1: *** Significant at 1% level of significance;

** Significant at 5% level of significance;

* Significant at 10% level of significance.

Note-2: Regression Results have been estimated with the help of Gravity Model of Trade as:

$$\ln(F_{ij}) = \alpha_0 + \alpha_1(GDP_i) + \alpha_2\ln(GDP_j) - \alpha_3\ln(D_{ij}) + U_{ij}$$

Gravity regression results for India and Sri Lanka for the period 2000-12 is shown in Table-7. Regression results indicate that elasticity of volume of trade flow between India and Sri Lanka with respect to GDP of India stood at 2.46, while the elasticity of volume trade between India and Sri Lanka with respect to GDP of Sri Lanka stood at 0.83 for the period 2000-12. Elasticity results indicate that Rs.100 increase in GDP of India has shown enhancement of Rs.246 in the volume of trade in between India and Sri Lanka. Similarly, Rs.100 increases in the GDP of the Sri Lanka have resulted in decline in trade flow between two countries by Rs.0.83 during the period 2000-12. Also, as per theoretical justification, distance factor has been found negative between India and Sri Lanka during 2000-12. Gravity model for these two countries has shown better goodness of fit in terms of R^2 ($R^2=0.94$) which is corroborated by significant F-statistics. Further, D-W statistics ($DW=1.79$) indicate absence of autocorrelation for volume of trade for India and Sri Lanka during the period 2000-12.

Concluding Observations

In examining trade among nations, gravity model has been used by the scholars/ academicians to examine the impact of Gross Domestic Product (GDP), distance, population etc. on trade flow among nations over a period. Gravity model, which has been examined for SAARC Countries over the period 2000-12, reveals following interesting results:

- (1) Among SAARC Countries, Gross Domestic Product (GDP) of respective countries has affected trade flow among SAARC nations positively and significantly with some exceptions. In other words, enhancement in GDP has raised volume of trade among countries over the period 2000-12. However, in case of India's trade with relatively much smaller economies (in terms of GDP) like Bhutan and Maldives, enhancement in the GDP of India has resulted in decline in trade flow of India with these nations.



- (2) Largely, distance factor has played negative role in trade inflow among SAARC nations. In other words, higher the distance among two trading partners, volume of trade among these has been declining over the period 2000-12 and vice-versa.

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