

# Contract intensity, export, and the gender wage gap

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This paper studies the relationship between the gender wage gap and the export of differentiated goods and services. We show that the exporting of goods from contract-intensive industries leads to an increase in the gender wage gap both in absolute terms and relative to the exporting of more standardized goods. The gender wage gap also widens when the share of services, reported in firm-level exports, grows. We ascribe our findings to a male comparative advantage in tasks associated with bargaining, negotiation, and competition that are important when firms sell differentiated products on the international market.