

Florian Anselm Münch

Updated November 13, 2022

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Data analysis: Stata, [Github](#), R **Languages:** German (native), French & English (fluent), Spanish (B1)

Research interests Applied Microeconomist, Field Experiments, Firms, Development, Innovation, Energy and International Economics

Job Market Paper **Nurturing National Champions? The Impact of Local Content in Solar Auctions on Firm Innovation** [Read JMP](#)
with Fabian Scheifele.

Ph.D., date: 04/2023 **(Quasi-) Experimental Impact Evaluation of Industrial Policy**
Ph.D. Committee: Knut Blind (Advisor), Astrid Cullman, & Leonardo Iacovone.

Education **Technical University Berlin** Berlin, Germany
PhD in Industrial Economics 10/2018 – Present
Supervisor: Professor Knut Blind.

London School of Economics London, UK
MSc in International Political Economy 2016 – 2017

Sciences Po Paris Paris, France
MA in International Economic Policy 2015 – 2016

Georgetown University Washington D.C., USA
Political Economy, Development Economics 2014 – 2015

Sciences Po Paris Nancy, France
BA in Political Sciences 2012 – 2014

Université de Lorraine Nancy, France
BSc in Economics 2012 – 2015

Coursework during PhD

- Treatment Effects: Policy Evaluation (Prof. Caliendo), Designing & Running RCTs (MIT), Practical Issues in Designing & Analyzing Field Experiments (Dr. David McKenzie), Development Research in Practice (DIME)
- Econometrics: Applied Econometrics (HU Berlin), Microeconometrics (TU Berlin), Computer-based statistics with R (TU Berlin)

Peer-reviewed Publications	<p>The design of technical requirements in public solar auctions: Evidence from India with Adela Marian. Full Article Policy Report Media Coverage <i>Renewable & Sustainable Energy Reviews</i>, 2022.</p>
Working papers	<p>Climbing the Quality Ladder but how? Experimental Evidence from Teaching SMEs Quality Management for Export in Tunisia with Amira Bouziri. Abstract Pre-registration</p> <p>Attracting firms to government support programs: Evidence from two email experiments in Tunisia with Teo Firpo, Fabian Scheifele & Amira Bouziri. Pre-registration</p> <p>The role of gender in the allocation of public contracts: Quasi-experimental evidence from Costa Rica's e-procurement platform Florian Anselm Münch.</p>
Work in Progress	<p>A randomised controlled trial to evaluate innovation vouchers for diversification, in Ústí, a coal-exit region in Czech Republic with Andreas Menzel & Mariana Pereira-López.</p> <p>Stronger together: a randomised controlled trial to evaluate the effect of female-led SMEs consortia on export with Fabian Scheifele & Amira Bouziri. IGC funding Abstract</p> <p>Cultivating micro-multinationals: a randomised controlled trial to evaluate the effect of promoting SMEs' export via e-commerce with Fabian Scheifele, Teo Firpo & Amira Bouziri. Pre-registration</p>
Policy Reports	<p>Access to Markets: Standards & Regulation with Knut Blind & Simone Wurster. Full Report <i>OECD SME Policy Index: Eastern Partnership Countries</i>, 2020.</p>
Funding	<p>International Growth Centre (LSE, Oxford), SGB Evidence Fund (60.000€), GIZ (65.000€), World Bank (10.000€)</p>
Award	<p>Heinrich-Böll-Foundation Scholarship (2013-2017)</p>
Selected Lectures	<p>Green Industrial Policy 2021 Sustainable Innovation Lecture Series (Dr. Rainer Quitzow)</p>

References

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Dr. Rainer Quitzow & Dr. Adela Marian

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Abstracts of selected working papers

Climbing the Quality Ladder but how? Experimental Evidence from Teaching SMEs Quality Management for Export in Tunisia

Export-led growth is the dominant contemporary developmental strategy, yet there is little rigorous evidence of programs helping firms enter global value chains and foreign markets. We co-design a randomized controlled trial with the Tunisian Ministry of Industry. One-half of 108 eligible, export-interested SMEs receive a bundle of information, consultancy, and co-finance regarding quality management for export markets. Another 108 are randomly allocated to a control group. Midline results two months after a virtual sectoral information workshop with quality management experts suggest firms that attended the workshop had higher quality infrastructure knowledge beforehand. Participation reduced statistically significantly their own self-assessment but left factual knowledge unchanged. This resonates with similar results from export information interventions. We measure the total treatment effect in the endline survey in Spring 2023 and based on administrative export data.

Stronger together: A randomized controlled trial of female-only SME export consortia

Exporting provides business opportunities with high returns, but it also requires high managerial knowledge and skills, a network, and self-confidence, all of which female entrepreneurs tend to lack. We test an intervention that tackles these various problems at a time. Export-interested female entrepreneurs in complementary sectors receive support to establish a consortium, a legally connected group of firms, to cooperate in exporting their products abroad over two years. Simultaneously, the firms receive individual and consortia-level consultancy regarding their export strategy. The consortia provide the women with a new business network disconnected from family structures, contacts to exchange about common business challenges and strategies to succeed as a female entrepreneur in international markets, and the legal framework to collectivize the fixed costs of exporting. At one and two years post the start of the intervention, we measure the effects on women's business empowerment, network size and quality, business, management, and export practices, as well as their export performance.