

## Research Fields

Development Economics, Environmental Economics, Firms

## Current Position

<b>Module Leader in Environmental Economics</b> King's College, Business School, MSc Environment, Social, Governance (ESG) Full Course (60 students), course development, teaching 10 lectures & 10 seminars	2025-present
<b>Postdoctoral Research Economist</b> London School of Economics, Centre for Economic Performance Productive Net Zero Project & Programme on Innovation and Diffusion Advisors: Prof. Ralf Martin, Prof. John Van Reenen, Dr. Anna Valero	2023-present
<b>Research Consultant</b> International Finance Corporation (IFC), World Bank, Economic Policy Research group Lead Economist: Prof. Ralf Martin	2023-present

## References

<b>Prof. Ralf Martin</b> Professor of Economics Imperial College London Business School r.martin@imperial.ac.uk	<b>Dr. Aurelien Saussay</b> Assistant Professor London School of Economics Grantham Institute a.saussay@lse.ac.uk	<b>Prof. John Van Reenen</b> Professor of Economics London School of Economics Department of Economics j.vanreenen@lse.ac.uk
---	---	--

## Education

<b>Technical University Berlin</b> Ph.D. in Economics ( <i>Magna Cum Laude</i> ) Thesis: Industrial Policy & Causal Inference German Economics Association 2025 Prize: 2 <sup>nd</sup> Best Thesis in Development Economics Committee: Prof. Knut Blind, Prof. Astrid Cullmann, Prof. Leonardo Iacovone	2018 – 2023
<b>London School of Economics &amp; Sciences Po Paris</b> MSc in International Political Economy ( <i>Distinction</i> ) MA in International Economic Policy ( <i>Cum Laude</i> )	2015 – 2017
<b>Sciences Po Paris, Université de Lorraine &amp; Georgetown University</b> BA in Political Sciences ( <i>Cum Laude</i> ) BSc in Economics	2012 – 2015

## Research

### *Job Market Paper*

#### **Stronger Together? Experimental Evidence from Female Export Consortia**

(with Amira Bouziri & Fabian Scheifele) *NEUDC Distinguished Paper Award 2025* [Full Paper](#)

Exporting offers high private and public returns, yet in most countries, only a few large, male-managed firms engage in exporting. We incentivize small, female-managed firms to form a consortium, a corporate group, to test whether they can collectively overcome the fixed export costs. We randomize 176 firms into four sectoral consortia or a control group and study the consortium's effect on firm performance. After two years, treated firms are 16pp (+63%) more likely to export and double their sales. The results are driven by consortia members expanding and using their business networks more, gaining entrepreneurial confidence, and improving management practices. Yet, cooperation is also costly. Only half of the invited firms ultimately join the consortium, and conflicts arise over mutual effort and joint decision-making. Incentivizing horizontal integration of small firms offers a cost-effective, scalable way to share investment costs for export or technology adoption, with the potential to foster broader economic development.

## *Work in Progress*

### **Fostering Innovation in Former Coal Regions Using Artificial Intelligence** World Bank Report

(with Stephen J. Anderson, Leonardo Iacovone, Mariana Perreira-Lopez, & Andreas Menzel)

In two Czech regions facing economic decline from exiting coal, we test in an RCT with 173 firms whether AI-focused group workshops help stimulate new economic activity. We show that the group-workshops increase AI technology adoption, which fosters product and process innovation. Firms with lower risk aversion show treatment effects on AI adoption that are nearly three times larger than those for more risk-averse firms. The results demonstrate that workshops with peers can stimulate adoption of new technology in regions lagging behind; however, the intervention is not enough to incentivize highly risk-averse firms to adopt new technologies.

### **Green Industrial Policy: Upgrading Opportunities for Critical Mineral Mining Countries**

The rise in demand for minerals essential to digitalization and decarbonization technologies may present growth opportunities for mineral-rich low- and middle-income countries, although these nations have historically struggled to leverage past resource booms for economic diversification. This paper focuses on export restrictions on raw materials, a policy tool increasingly adopted by low-and middle-income countries between 2009-2021. It combines LLM and expert classification to identify downstream products indirectly treated via input-output relationships and products' value chain stage, e.g. raw material vs. sub-component, in green value chains. Using event studies, I find export restrictions lower upstream exports of directly targeted products in the short term, but promote downstream export of sub-components within 3-5 years. What is more, upstream exports resurge within 5-7 years, potentially driven by backward linkages from downstream exports, and more than offset the short-term drop.

### **Heat Pumps in the Wild: Evidence from Installations Across the UK**

(with Ralf Martin & Aurélien Saussay)

We use a staggered difference-in-difference to estimate the effect of heat pumps on energy consumption, costs, and  $CO_2$  emissions across the UK. Findings indicate that heat pumps significantly reduce gas use, moderately increase electricity use, and overall lead to a net reduction in energy consumption, though not in cost savings due to higher electricity prices. Although heat pumps contribute to decarbonization as the UK transitions to cleaner electricity, higher installation costs and moderate running cost increases challenge their cost-effectiveness. Lastly, while competition improves installation efficiency, the study finds no evidence for learning-by-doing effects among installers.

## *Working Papers*

### **Attracting Firms to Government Programs: Theory & Evidence from RCTs in Tunisia**

(with Amira Bouziri, Fabian Scheifele, Kais Jomaa, & Teo Firpo)

IGL Working Paper

## *Published Papers*

### **The Interplay between Innovation, Standards, and Regulation in Globalising Economy**

(with Knut Blind) *Journal of Cleaner Production*, 2024

Full Paper

### **Nurturing National Champions? Local Content in Solar Auctions and Firm Innovation**

(with Fabian Scheifele) *Energy Policy*, 2023

Full Paper

### **The Design of Technical Requirements in Public Solar Auctions: Evidence from India**

(with Adela Marian) *Renewable & Sustainable Energy Reviews*, 2022

Full Paper

## Teaching

Module Leader in Environmental Economics (Kings College Business School) 2025-2026  
Redesign & teach course with 10 lectures each 1h, 10 seminars for 3 groups each 1h & with 60 students in MSc ESG, incl. design of mid-term, final exam & group-data project

Guest lecture on *Green Industrial Policy* (TU Berlin) 2023  
in course on Sustainable Innovation by Prof. Rainer Quitzow

Guest lecture on *Export and Growth* (TU Berlin) 2021, 2022  
in course on Innovation Economics by Prof. Knut Blind

## Awards

German Economics Association Prize 2<sup>nd</sup> Best Doctoral Thesis in Development Economics (€2,500) 2025  
Northeast Universities Development Consortium Conference Distinguished Paper Award (\$2,000) 2025

## Grants

International Growth Centre, Small Research Grant (£30,000) 2024-2025  
World Bank/EU Commission Comp Lab (€150,000) with S. Anderson, M. Perreira-Lopez, A. Menzel 2023-2025  
International Growth Centre, SGB Evidence Fund (€60,000) with F. Scheifele, T. Firpo, A. Bouziri 2022-2024  
German Corporation for International Cooperation (€65,000) with F. Scheifele, T. Firpo, A. Bouziri 2021-2024  
Heinrich-Böll-Foundation, Student Excellence Scholarship 2013-2017

## Invited Presentations, Seminars, Conferences (\* = scheduled)

NEU DC (Tufts), AfE (Chicago), EEA (Bordeaux), World Bank Tunisia Office, Private Sector Development Research Network, German Development Economics (GDE) Conference, World Bank-EU Commission Comp Lab, Social Economy Workshop, IFS-UCL-LSE Development Seminar, World Bank DEGRG 2025

Field Experiments in Strategy INSEAD, Energy Transition Workshop Birmingham University, International Growth Centre, AfE (LSE), VfS Conference, European Association of Environmental Resource Economists (EAERE) Conference, Nesta UK, UN WeFi-EBRD Webinar, GDE, CASE Oxford, LSE CEP Conference, Young Applied Economist Webinar Warwick 2024

POID LSE, WeFi-EBRD SME Conference, EAERE Conference, 'Firms, Labour Markets, Development', EAERE Environmental Policy & Causal Inference Workshop 2023

Development Economics Conference Nova School of Economics, World Bank-EU Commission Comp Lab, VfS Annual Conference & Job Market Preparation Workshop 2022

## Relevant Work Experience

Research Assistant, German Development Institute 2017-2018  
Research Assistant, Centre for Social Sciences, New Delhi 2016  
Research Assistant, Georgetown University, Prof. Nita Rudra 2014-2015  
Voluntary Service, German Corporation for International Cooperation, Benin 2011-2012

## Academic Service

Seminar Organisation: Productive and Inclusive Net Zero project, TU Berlin Brown Bag 2024;2020  
Conference Support: Advances for Field Experiments 2024  
Reviewer: World Development, LSE-Imperial Environmental Economics Workshop, Annual Meeting of the European Association of Young Economists 2024;2025  
Mentoring and Supervision: ten Bachelor and Master students 2018-2024

## Language & Computing Skills

**Languages:** German (native), French (fluent), English (fluent), Spanish (beginner)  
**Programming Languages & Tools:** R, Stata, GitHub, SQL