

Florian Anselm Münch

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Research Fields

Primary: Development Economics, Environmental Economics

Secondary: International Economics, Innovation Economics

Current Position

London School of Economics

2023-present

Postdoc, Centre for Economic Performance, Productive & Inclusive Net Zero Project

Advisors: Prof. Ralf Martin, Prof. John Van Reenen, Dr. Anna Valero

International Finance Corporation (IFC) World Bank Group (WBG)

2023-present

Research Consultant, Economic Policy Research group

Lead Economist: Prof. Ralf Martin

References

Prof. Ralf Martin

Professor of Economics
Imperial College London
Business School
r.martin@imperial.ac.uk

Dr. Aurélien Saussay

Assistant Professor
London School of Economics
Grantham Research Institute
a.saussay@lse.ac.uk

Prof. John Van Reenen

Professor of Economics
London School of Economics
Department of Economics
j.vanreenen@lse.ac.uk

Education

Technical University Berlin

2018 – 2023

Ph.D. in Economics (*Magna Cum Laude*)

Thesis: Industrial Policy & Causal Inference

Committee: Prof. Knut Blind, Prof. Astrid Cullmann, Prof. Leonardo Iacovone

London School of Economics & Sciences Po Paris

2015 – 2017

MSc in International Political Economy (*Distinction*)

MA in International Economic Policy (*Cum Laude*)

Sciences Po Paris & Université de Lorraine

2012 – 2015

BA in Political Sciences (*Cum Laude*)

BSc in Economics

One-year exchange: Georgetown University

Research

Job Market Paper

Stronger Together? Experimental Evidence from Female Export Consortia

(with Amira Bouziri & Fabian Scheifele)

Abstract 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, consortia members were 23pp (+90%) more likely to export and doubled their sales. The results are driven by consortia members expanding their business network, intensifying its use, 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 during cooperation, suggesting careful selection and conflict resolution mechanisms would improve the intervention. Incentivizing horizontal integration of small firms offers a scalable way to share investment costs for export or technology adoption, with the potential to foster broader economic development.

Published Papers

The Interplay between Innovation, Standards, and Regulation in Globalising Economy
(with Knut Blind) *Journal of Cleaner Production*, 2024

Nurturing National Champions? Local Content in Solar Auctions and Firm Innovation
(with Fabian Scheifele) *Energy Policy*, 2023

The Design of Technical Requirements in Public Solar Auctions: Evidence from India
(with Adela Marian) *Renewable & Sustainable Energy Reviews*, 2022

Working Papers

Attracting Firms to Government Programs: Theory & Evidence from RCTs in Tunisia
(with Amira Bouziri, Fabian Scheifele, Kais Jomaa, & Teo Firpo) *Innovation Growth Lab WP*

Work in Progress

Green Industrial Policy: Upgrading Opportunities for Critical Mineral Mining Countries

Heat Pumps in the Wild: Evidence from Installations Across the UK
(with Ralf Martin & Aurélien Saussay)

Fostering Innovation in a De-industrialized Coal Region in Czech Republic (RCT)
(with Stephen J. Anderson, Leonardo Iacovone, Marianna Perreira-Lopez, & Andreas Menzel)

Policy Publications

Technical Requirements in Public Auctions to Make Solar Plants Shine
Institute for Advanced Sustainability Studies (IASS) Policy Report, 2022

Access to Markets: Standards & Regulation
OECD SME Policy Index: Eastern Partnership Countries, 2020

Leveraging Sustainable Public Procurement (SPP): Can SPP Foster Firms' Sustainability Performance?
German Institute of Development and Sustainability, 2019

Grants, Scholarships, Awards

International Growth Centre, Small Research Grant (£30,000)	2024-2025
World Bank/EU Commission Impact Evaluation Fund (€150,000) (with Stephen Anderson, Mariana Perreira-Lopez, & Andreas Menzel)	2023-2025
International Growth Centre, SGB Evidence Fund (€60,000) (with Fabian Scheifele, Teo Firpo, & Amira Bouziri)	2022-2024
German Corporation for International Cooperation (€65,000) (with Fabian Scheifele, Teo Firpo, & Amira Bouziri)	2021-2024
Heinrich-Böll-Foundation, Student Excellence Scholarship	2013-2017

Teaching

Guest lecture on <i>Green Industrial Policy</i> in course on Sustainable Innovation by Prof. Rainer Quitzow (TU Berlin)	2023
Guest lecture on <i>Export and Growth</i> in course on Innovation Economics by Prof. Knut Blind (TU Berlin)	2021, 2022

Invited Presentations, Seminars, Conferences (* = scheduled)

Private Sector Development Research Network*	2025
Energy Transition Workshop Birmingham University, International Growth Centre, Advances in Field Experiments, VfS Annual Conference, European Association of Environmental Resource Economists (EAERE) Annual Conference, Nesta UK, UN WeFi-EBRD Webinar, German Development Economics Conference, CASE Oxford, LSE CEP Annual Conference, Young Applied Economist Webinar Warwick	2024
POID LSE, WeFi-EBRD SME Conference, EAERE Annual Conference, 'Firms, Labour Markets, Development', EAERE Environmental Policy & Causal Inference Workshop	2023
Development Economics Conference Nova School of Economics, World Bank-EU Commission Impact Evaluation Workshop, 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
Interns, European Bank for Reconstruction & Development	2013
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: <i>World Development</i>	2024
Mentoring and Supervision: nine Master and one PhD student	2018-2024

Language & Computing Skills

Languages: German (native), French (fluent), English (fluent), Spanish (beginner)
Programming Languages & Tools: R, Stata, GitHub, SQL, Jupyter Notebook, Visual Studio Code