

Florian Anselm Münch

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Research Fields

Development Economics, Environmental Economics, Firms

Current Position

Module Leader in Environmental Economics 2025-present
King's College, Business School, MSc Environment, Social, Governance (ESG)
Full Course (60 students), course development, teaching 10 lectures & 10 seminars

Postdoctoral Research Economist 2023-present
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

Research Consultant 2023-present
International Finance Corporation (IFC), World Bank, 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. Aurelien Saussay Professor of Innovation Economics London School of Economics Grantham 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
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Education

Technical University Berlin 2018 – 2023
Ph.D. in Economics (*Magna Cum Laude*)
Thesis: Industrial Policy & Causal Inference
German Economics Association 2025 Prize: 2nd Best Thesis in Development Economics
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 & Georgetown University 2012 – 2015
BA in Political Sciences (*Cum Laude*)
BSc in Economics

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

Awards

German Economics Association Prize 2 nd 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