

# Florian Anselm Münch

✉ florianmuench.com    ✉ f.a.munch@lse.ac.uk    ☎ +49 157 84 69 12 17

## Research Fields

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*Primary:* Development Economics, Environmental Economics

*Secondary:* International Economics, Innovation Economics

## Current Position

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### 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

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### 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

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### 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

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### Job Market Paper

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

(with Amira Bouziri & Fabian Scheifele)

[Full Paper](#)

*Abstract* Exporting offers high private and public returns, yet in most countries, only a few large, male-managed firms export. 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 16pp (+63%) 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 [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](#)

## *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](#)

## *Work in Progress*

**Green Industrial Policy: Upgrading Opportunities for Critical Mineral Mining Countries**  
The anticipated rise in demand for minerals essential to green technologies presents 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 study combines data on global mineral production, trade, and mining investment with policy data on export bans from 2000-2023 for over 30 minerals, using event studies to analyze the impact of export bans on production, exports, and investments in green value chains. The data's granularity enables analysis of heterogeneous policy effects, including factors like market concentration and substitution ease, and supports examining industrial upgrading across raw and processed minerals.

**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.

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

We partner with a regional Innovation Centre to evaluate, in one of the first randomized controlled trials with firms in the European Union, whether group workshops on artificial intelligence help build interfirm linkages and promote digital technology adoption and innovation in two de-industrialised coal regions.

## *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**

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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: 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, Jupyter Notebook, Visual Studio Code