

Stronger Together: Female Export Consortia - Table Overview

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1 Regression Tables

Table 1: Networks: Size

	(1) All persons	(2) CEOs	(3) Male CEOs	(4) Female CEOs	(5) Friend/ Family	(6) Male Friend/ Family	(7) Female Friend/Family
Panel A: Intention-to-treat (ITT)							
Treatment	3.3** (1.41)	2.0** (0.92)	0.5 (0.36)	1.4** (0.72)	1.0 (0.60)	0.3 (0.32)	0.8** (0.32)
Panel B: Treatment Effect on the Treated (TOT)							
Consortium member	5.8*** (2.09)	3.6*** (1.38)	0.9* (0.54)	2.5** (1.07)	1.7* (0.90)	0.6 (0.48)	1.4*** (0.49)
Control group mean	8.22	4.75	1.80	2.91	3.38	1.54	1.65
Control group SD	8.23	5.43	3.05	4.27	3.44	1.54	2.13
Observations	119	119	119	119	119	117	117
Strata controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes
BL controls	Yes	No	No	No	No	No	No

Notes: The outcome is the number of people with whom the female entrepreneurs discuss business regularly in the past three months. All variables are winsorised at the 95th percentile as pre-specified. Panel A reports ANCOVA estimates as defined in ?. Panel B documents IV estimates, instrumenting take-up with treatment assignment. Standard errors are clustered on the firm-level for the control group and on the consortium-level for the treatment group following ? and reported in parentheses. Each specification includes controls for randomization strata and baseline values of the outcome variable when available. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ denote the significance level.

Table 2: Networks: Use

	(1) Manage- ment	(2) Innovation	(3) Export	(4) Referral	(5) Joint bid	(6) Emotional support	(7) Other use
Panel A: Intention-to-treat (ITT)							
Treatment	0.23** (0.09)	0.21*** (0.06)	0.28*** (0.08)	0.12 (0.11)	0.19** (0.09)	0.27*** (0.10)	-0.03 (0.10)
Panel B: Treatment Effect on the Treated (TOT)							
Consortium participant	0.39*** (0.12)	0.36*** (0.09)	0.47*** (0.11)	0.20 (0.16)	0.32** (0.13)	0.46*** (0.14)	-0.06 (0.14)
Control group mean	0.58	0.74	0.52	0.58	0.42	0.48	0.20
Control group SD	0.50	0.44	0.50	0.50	0.50	0.50	0.40
Observations	112	112	112	112	112	112	112
Strata controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes
BL controls	No	No	No	No	No	No	No

Notes: All outcomes are based on a binary yes-no-question whether the entrepreneur either shares, e.g., management practices, innovation ideas, export experience with or has made or received a referral, emotional support vis-a-vis business and exports risks and uncertainty or participated in a joint contract bid with other entrepreneurs. Panel A reports ANCOVA estimates as defined in ?. Panel B documents IV estimates, instrumenting take-up with treatment assignment. Standard errors are clustered on the firm-level for the control group and on the consortium-level for the treatment group following ? and reported in parentheses. Each specification includes controls for randomization strata. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ denote the significance level.

Table 3: Export: Market Access Intensive and Extensive Margins

	(1) Exported (Yes = 1)	(2) N. of Export countries
Panel A: Intention-to-treat (ITT)		
Treatment	0.165** (0.064)	0.329 (0.228)
Panel B: Treatment Effect on the Treated (TOT)		
Consortium member	0.281*** (0.094)	0.560* (0.337)
EL control group mean	0.26	1.02
EL control group SD	0.44	1.55
Observations	127	127
BL controls	Yes	Yes
Strata controls	Yes	Yes

Notes: The outcome variable 'Exported' is based on firms' survey response to whether they exported in 2023 or the first six month of 2024. The 'Export countries' variable is winsorized at the 95th percentile as pre-specified. Panel A reports ANCOVA estimates as defined in ?. Panel B documents IV estimates, instrumenting take-up with treatment assignment. Standard errors are clustered on the firm-level for the control group and on the consortium-level for the treatment group following ? and reported in parentheses. Each specification includes controls for randomization strata and baseline values of the outcome variable. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ denote the significance level.

Table 4: Business Performance: Sales

	(1) Total Sales	(2) Domestic Sales	(3) Export Sales
Panel A: Intention-to-treat (ITT)			
Treatment	0.915* (0.485)	0.911 (0.672)	1.017 (0.797)
Panel B: Treatment Effect on the Treated (TOT)			
Consortium member	1.518** (0.673)	1.500 (0.934)	1.710 (1.150)
Control group mean	11.03	10.09	3.82
Control group SD	4.14	4.67	5.55
Observations	119	119	124
Strata controls	Yes	Yes	Yes
BL controls	Yes	Yes	Yes

Notes: All outcome variables are winsorised at the 95th percentile and inverse hyperbolic sine transformed as pre-specified. 'Total', 'Domestic', and 'Export sales' are in units of Tunisian Dinar before transformation. Panel A reports ANCOVA estimates as defined in ?. Panel B documents IV estimates, instrumenting take-up with treatment assignment. Standard errors are clustered on the firm-level for the control group and on the consortium-level for the treatment group following ? and reported in parentheses. Each specification includes controls for randomization strata and baseline values of the outcome variable. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ denote the significance level.

Table 5: Business Performance: Profits, Costs, and Employment

	(1) Profits	(2) Costs	(3) N. of Employees
Panel A: Intention-to-treat (ITT)			
Treatment	-0.094 (1.376)	0.911 (0.665)	-0.075 (0.120)
Panel B: Treatment Effect on the Treated (TOT)			
Consortium member	-0.157 (1.954)	1.516 (0.941)	-0.127 (0.176)
Control group mean	4.94	10.57	2.18
Control group SD	8.98	4.89	1.08
Observations	119	119	124
Strata controls	Yes	Yes	Yes
BL controls	Yes	Yes	Yes

Notes: All outcome variables are winsorised at the 95th percentile and inverse hyperbolic sine transformed as pre-specified. 'Profits' and 'Costs' are in units of Tunisian Dinar before transformation. 'Costs' values are calculated by subtracting profits from total sales. Panel A reports ANCOVA estimates as defined in ?. Panel B documents IV estimates, instrumenting take-up with treatment assignment. Standard errors are clustered on the firm-level for the control group and on the consortium-level for the treatment group following ? and reported in parentheses. Each specification includes controls for randomization strata and baseline values of the outcome variable. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ denote the significance level.