

# Frauke Steglich

*Researcher* Kiel Institute for the World Economy (IfW),  
*Co-leader* Research Network Sustainable Global Supply Chains

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## Research Interests

International and development economics, global value chains, foreign direct investment, corporate governance, corporate social responsibility; applied microeconomics; Sub-Saharan Africa, India.

## Work Experience

since Oct 2016 **Researcher**, *Kiel Institute for the World Economy (IfW)*, Germany.

since 2020 **Co-leader** *Research Network Sustainable Global Supply Chains* at the IfW

2020-2022 **Managing Director** *Poverty Reduction, Equity & Growth Network (PEGNet)* at the IfW

since Jan 2017 **Freelance Consultant**.

Clients e.g., Ministries of the Federal State Schleswig-Holstein, Germany; United Nations Industrial Development Organization (UNIDO), Gesellschaft für International Zusammenarbeit (GIZ).

Specialization: Data analysis (micro-econometric methods), Design and implementation of surveys and interviews, Monitoring, Market research, Preparation of studies, Development and presentation of recommendations; Topics: Labor market, education, trade, corporate governance, agricultural supply chains.

Jun 2015–Dec 2018 **Researcher**, *FuE-Zentrum FH Kiel GmbH*, Germany.

Within the framework of the initiative *Zukunft im Norden*, the federal state of Schleswig-Holstein, Germany, adopted measures to prevent future skill shortage; Tasks on behalf of the federal state included: monitoring of the labor market measures; preparation of background studies on (regional) labor market related topics; implementation of industry surveys; communication of findings to the different stakeholders involved (representatives of ministries, unions, and employers' associations).

Mar 2016–Sep 2016 **Research Intern**, *United Nations Industrial Development Organization (UNIDO), Business Environment, Cluster and Innovation Division*, Vienna, Austria.

Research on FDI & institutions based on data from the UNIDO African Investors Surveys.

## Education

since Oct 2015 **Doctoral Programme Quantitative Economics**, *University of Kiel, Germany*.

Doctoral Thesis: Corporate Governance, Firms' Foreign Ownership and Global Value Chain Participation, Submission: End of 2023; Supervisors: Prof. Holger Görg, PhD & Prof. Dr. Horst Raff.

Selected courses from the Advanced Study Program at the Kiel Institute: Firms and Workers in the Global Marketplace (Pinelopi Goldberg, Yale University), The Governance of Trade and Investment in a New Era of Globalization (Iza Lejárraga, OECD), and Microeconomic Policy Evaluation Methods (Sourafel Girma, University of Nottingham).

- 2018 **Microeconometrics Summer School**, *Barcelona GSE, Spain*, Panel Data Linear Analysis (Badi Baltagi), Econometrics of Cross-section Data with Applications (Jaume Garcia).
- 2015 **Master of Science in Economics**, *University of Kiel, Germany*, Specializations: International economics, macroeconomics & growth, applied microeconomics, empirical methods.  
Thesis: International trade and wages – Evidence for Sub-Saharan Africa  
Supervisors: Prof. Holger Görg, PhD & Prof. Dr. Rainer Thiele
- 2012 **Bachelor of Science in Economics**, *Nürtingen University, Germany*, Specializations: Empirical analysis, international economics.  
Thesis: Impacts of economic integration and monetary union on trade of ECOWAS member states – A gravity approach  
Supervisors: Prof. Dr. Christian Arndt & Prof. Dr. Gerhard Pfister
- 2010 **Studies in Economics as Exchange Student**, *Rhodes University, Grahamstown, South Africa*.  
**Studies in Economics as Exchange Student**, *Université de la Méditerranée Aix-Marseille, Aix-en-Provence, France*.

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## Publications

**Corporate social responsibility along the global value chain** (with Herkenhoff, P.; Krautheim, S.; Semrau, F.) CESifo Working Paper No. 9498, CESifo, Munich, 2021., forthcoming at the *Journal of Development Economics*

Firms are under increasing pressure to meet stakeholders' demand for Corporate Social Responsibility (CSR) along their global value chains. We study the incentives for and investments in CSR at different stages of the production process. We analyze a model of sequential production with incomplete contracts where CSR by independent suppliers differentiates the final product in the eyes of caring consumers. The model predicts an increasing CSR profile for suppliers along the value chain: from upstream suppliers with low CSR to downstream suppliers with higher CSR. We confirm this prediction using Indian firm-level data. We compute a firm's value chain position combining product-level information in our data with the World Input-Output Database. We find that more downstream firms have higher CSR expenditures as measured by a combination of staff welfare spending and social community spending.

**Foreign direct investment & petty corruption in Sub-Saharan Africa: An empirical analysis at the local level** (with Donaubauer, J.; Kannen, P.), *Journal of Development Studies*, 2021

Inspired by a recent and ongoing debate about whether foreign direct investment (FDI) represents a blessing for or an impediment to economic, social, and political development in FDI host countries this paper addresses two issues: Does the presence of foreign investors impact the occurrence of petty corruption? If so, what are the main underlying mechanisms? Geocoding an original firm-level dataset and combining it with georeferenced household survey data, this is a first attempt to analyze whether the presence of foreign investors is associated with changes in local corruption around foreign-owned production facilities in 19 Sub-Saharan African countries. Applying an estimation strategy that explores the spatial and temporal variation in the data, we find strong and consistent evidence that the presence of foreign firms increases bribery among people living nearby. When examining two potential channels, we find no clear support that FDI-induced economic activity leads to more corruption. In contrast, the results provide evidence that FDI affects corruption via norm transmission.

Submitted **Green gifts from abroad? FDI and firms' green management** (with Kannen, P.; Semrau, F.), Kiel Working Paper No. 2200, November 2021

To accelerate the pace of green transformation, a country relies heavily on the environmental performance of its firms. In this paper, we investigate whether firms with foreign ownership are more likely to adopt green management practices, helping these firms to monitor and reduce their environmental impact. Using firm-level data for 31 countries from Eastern Europe, Central Asia, and North Africa, we show that foreign ownership increases the likelihood of implementing green management practices. However, the magnitude of the relationship depends on foreign direct investment (FDI) host and home country characteristics – holding only for firms 1) in high- and upper-middle-income countries, 2) in countries with relatively good environmental performance, and 3) in countries receiving the bulk of their FDI from high-income or relatively good environmental performing countries. Firms in lower-middle-income countries do not necessarily derive environmental benefits from foreign ownership. In general, we find the relationship to be more pronounced in the manufacturing sector than in the service sector.

Draft available **Corporate governance and firm performance: Evidence from India** (single-authored paper)

I use the exogenously imposed corporate governance reform in India to see whether changes in corporate governance affect firms' performance. I find that firms affected by the reform experience higher returns on assets and firm value compared to comparable but non-affected firms. In order to explore potential underlying channels, I rely on a specific aspect of the reform, namely the requirement to have a certain share of independent directors in the board of directors. It appears that firms, which had to change their board of directors due to the reform enabled firms to perform better and additionally become more productive.

**Exporting, importing, and firm-level volatility: Evidence from India** (with Görg, H.; Kroeger, T.; Raff, H.)

This paper examines the relationship between firms' trade status and sales volatility for an emerging market – India. We find that firms that start to export, import, or both export and import exhibit substantially and persistently lower sales volatility compared to their purely domestic counterparts. We establish the causality of this effect by exploiting an IMF-imposed, exogenous tariff reform that prompted Indian firms to trade internationally. A difference-in-difference matching-estimator allows us to compare trade starting firms with their counterparts and thus address selection problems. Our findings suggest that participation in international trade can reduce revenue risks for firms in emerging markets.

New projects **Consequences of the French human rights due diligence legislation** (with Abdelsalam, F. and Marchal, L.)

**Political economy of corporate social responsibility in India**

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## Research Visits

Apr 2023 **European University Institute Florence, Italy.**

Jan, Jul 2023 **Paris 1 University, France.**

Jan-Apr 2020 **University of Nottingham, UK.**

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## Policy Reports & Policy Papers

**The cumulative effect of due diligence EU legislation on SMEs** (with Hanley, A.; Thiele, R.; Semrau, F.), study requested by the INTA committee of the European Parliament, September 2023.

**Sustainable global supply chains: New policy challenges, new research perspectives** (with Altenburg, T.; Carry, I.), Sustainable Global Supply Chains Report 2022, March 2022.

**The future of global value chains in a post-pandemic world** (with Falk, S.; Haraguchi, N.; Ruiz Hernanz, A.; Seric, A.; Zagato, L.), Background paper for the UNIDO Industrial Development Report 2022.

**Green gifts from abroad? Foreign ownership and green management** (with Kannen, P. and Semrau, F.), FDIntelligence, pp. 66-67, February/March 2022.

**Multilateral coordination and exchange for sustainable global value chains** (with Görg, H.; Lay, J.; Pahl, S.; Seric, A.; Yaroshenko, L.), T20 policy brief, September 2021.

**Lagging behind? German foreign direct investment in Africa** (with Glitsch, J.; Godart, O.; Görg, H.; Möhle, S.), KCG Policy Paper No. 5, June 2020.

**Policy instruments for FDI promotion in Africa** (with Möhle, S.), PEGNet Policy Brief No. 21, June 2020.

**Instrumente und Wirkung der Aussenwirtschaftsförderung in Afrika** (with Glitsch, J.; Godart, O.; Görg, H.; Möhle, S.), Report on behalf of GIZ, 2019.

**Socially responsible production in global value chains: A roadmap** (with Hanley, A.; Hornok, C.; Semrau, F.), T20 policy brief, October 2019.

Work in progress **Due diligence in global value chains: Unintended consequences for supplier countries of the German initiative** (working title) (with Jann Lay, Stefan Pahl, Rainer Thiele).

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## Teaching Experience

- October 2022 **Introduction to academic writing**, *PhD candidates and junior researchers from West Africa*, Summer School, Lomé, Togo.
- March 2022 **Introduction to academic writing**, *PhD candidates from Uganda*, PEGNet EPRC Workshop, Kampala, Uganda.
- July 2019, 2022 **Introduction to international trade & trade policy**, *High school graduates*, Summer School of the Konrad Adenauer Foundation.
- annually 2018-2020 **Stata introduction**, *Master level*, University of Kiel, Germany; Prof. Holger Görg, PhD.
- annually 2017-2020 **Tutor for advanced international trade (empirical applications)**, *Master/ PhD level*, University of Kiel, Germany; Prof. Holger Görg, PhD.
- Winter 2014/15 **Tutor for inferential statistics**, *Bachelor level*, University of Applied Science Kiel, Germany; Prof. Dr. Björn Christensen.
- Summer 2015
- Winter 2011/12 **Tutor for macroeconomics**, *Bachelor level*, Nürtingen University, Germany; Prof. Dr. Gerhard Pfister.
- Summer 2012

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## Conferences & Invited Presentations

- 2023 Aarhus-Kiel Workshop  
Conference at the European University Institute (EUI) Florence  
International Economics and Labour Markets Seminar, CES, Paris 1 University
- 2022 DRUID Conference  
Annual Meeting of the European Trade Study Group (ETSG)  
Integrated Earth System Research Conference  
Research Seminar at the Kiel Institute  
UNIDO Forum on Globalization and Industrialization, pre-Forum Workshop
- 2021 Annual Meeting of the European Trade Study Group (ETSG)  
Launch Event for the Research Network Sustainable Global Supply Chains
- 2020 Brown Bag Seminar at the School of Economics at Nottingham University  
Open International Brown Bag at Johannes Gutenberg University Mainz
- 2019 Mainz-Groningen Workshop on Foreign Direct Investment and Multinational Corporations  
KCG Lunch Time Seminar  
Research Seminar at the University Passau  
Aarhus-Kiel Workshop  
Annual Meeting of the European Trade Study Group (ETSG)  
Annual Meeting of the Poverty Reduction, Equity, and Growth Network (Pegnet)  
Annual Conference of the Research Group on Development Economics of the German Economic Association (VfS)  
2nd HSU-IfW-Workshop in Development and Environmental Economics  
Annual Meeting of the European Public Choice Society (EPCS)  
Göttinger Workshop Internationale Wirtschaftsbeziehungen
- 2018 4th Mainz Workshop on Foreign Direct Investment and Multinational Corporations

KCG Workshop on Economic and Social Consequences of Global Value Chains  
1st HSU-IfW-Workshop in Development and Environmental Economics  
Aarhus-Kiel Workshop  
IfW Young Researchers Seminar

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## Non-Academic Talks

- 2023 Presentation on *The cumulative effect of due diligence EU legislation on SMEs* at the UNIDO Conference Skills for Sustainability in Global Supply Chains, Austria  
Presentation on *Globale Textillieferketten – Aktuelle Entwicklungen und die Rolle von Nachhaltigkeit* at the panel discussion "Die Textilwirtschaft in der Krise – nehmen wir den Faden auf!" organized by Bündnis Eine Welt Schleswig-Holstein
- 2022 Panelist at the panel discussion *CSR and Sustainable Supply Chains* at the UNIDO Forum on Globalization and Industrialization 2022  
Keynote at the CEPS Working Group on Strategic Autonomy and the Resilience of Value Chains  
Panelist at the panel discussion *Gerechter Handel, fairer Konsum? Die toten Winkel der Globalisierung* at the Friedrich Naumann Foundation  
Exchange on *Unbeabsichtigte Folgen von Lieferkettensorgfaltspflichtengesetzen in Zulieferländern?* at Leibniz Book a Scientist  
Guest lecture at the course supply chain and operations management, University of Applied Science Kiel
- 2019 Speech on *Trade policy in the age of Trump & Co.* at the annual meeting of the Association of German Businesswomen (VdU)
- 2018 Speech on *Trade policy in the age of Trump & Co.* at the European Researchers' Night in the Kiel Region

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## Grants

- 2022 Summer School on Agricultural Transformation and Global Value Chain Participation in West Africa, Volkswagen Foundation Knowledge for Tomorrow – Cooperative Research Projects in Sub-Saharan Africa, jointly with Thiele, R. (IfW), Egbendewe, A. (University of Lomé, Togo) and Gafa, D. (University of Lomé, Togo), Amount of grant: 79.400 EUR

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## Conference & Workshop Organization

- 2023 **Advancing sustainability of critical supply chains in developing countries**, Conference of the Research Network Sustainable Global Supply Chains, hybrid in Kiel, Germany, September, 2 days.
- 2022 **Summer school on agricultural transformation and global value chain participation in West Africa**, jointly with the University of Lomé, Lomé, Togo, October, 10 days.  
**Addressing fragility and conflict in developing countries**, jointly with the Economic Policy Research Centre (EPRC), Kampala, Uganda, September, 2 days.  
**Regional development and long-term impacts of COVID-19, including trainings for PhD candidates from Uganda**, jointly with the Economic Policy Research Centre (EPRC), Kampala, Uganda, 5 days.

2021 **The Role of social protection in cushioning the effects of pandemics**, jointly with the German Development Institute / Deutsches Institut für Entwicklungspolitik (DIE), online workshop.

**Climate risks and policies - Towards resilient low-carbon economies**, jointly with the German Institute for Global and Area Studies (GIGA), Mercator Research Institute on Global Commons and Climate Change (MCC), GIZ, online conference, 2 days.

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## Professional Service & Memberships

Refereeing	Journal of International Development, Review of World Economics, Blog Series of the Research Network Sustainable Global Supply Chains
Membership	German Economic Association (Verein für Socialpolitik); Research Fellow at Kiel Centre for Globalization (KCG)
Organizational & Managerial Tasks	<p>Co-organizer of the KCG Lunch Time Seminar and the Research Seminar of the Research Network Sustainable Global Supply Chains.</p> <p>Research Network Sustainable Global Supply Chains: Coordination of activities among the partner institutes; Organization of network meetings, seminars, conferences, and exchange with the Federal Ministry for Economic Cooperation and Development (BMZ); Coordination of network members (selection, admission, integration); Part of the editorial team for the blog series; Preparation of the flagship annual report of the network.</p> <p>Poverty Reduction, Equity &amp; Growth Network (PEGNet): Organization of seminars, workshops, and conferences with partner organizations in Africa and German development cooperation organisations (GIZ, KfW); Coordination of a mentoring program for junior researchers from Africa; Coordination and editing of policy briefs.</p> <p>Coordination of student assistants and interns; Supervision of Bachelor and Master theses.</p>