

# Frauke Steglich

✉ [frauke.steglich@ifw-kiel.de](mailto:frauke.steglich@ifw-kiel.de)  
📄 [fraukesteglich.com](http://fraukesteglich.com)  
🐦 @FraukeSteglich  
🌐 [frauke-steglich](https://www.linkedin.com/in/frauke-steglich)

## Research Interests

International and development economics, global value chains, foreign direct investment, corporate governance, corporate social responsibility; applied microeconomics.

## Work Experience

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

since 2020 Member of the Research Centre *International Development*

Co-leader *Research Network Sustainable Global Supply Chains*

Research & Outreach Tasks: Conducting research on the effects of due diligence regulations on firms and trade relations, corporate governance and firm performance, the role of corporate responsibility for development, and global value chain participation of firms; Research targeted for publication in peer-reviewed international journals and presentation of research-based insights at conferences and workshops; Research-based policy consultancy, e.g., for ministries and international organisations.

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

2016-2020 Member of the Research Centre *International Trade and Investment*

since Jan 2017 **Freelance Consultant**.

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

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

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, international trade & foreign direct investment, Submission: Spring 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*.

---

## Research Visits

- Jan 2023 **Paris 1 University, France**.  
Jan-Apr 2020 **University of Nottingham, UK**.

---

## Publication

### **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.

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

Improvements of firms' environmental performance crucially determine the speed of a country's green economic transformation. In this paper, we investigate whether firms with foreign ownership are more likely to adopt 'green' management practices, which determine the capability to monitor and improve a firm's impact on the environment. By using multi-country firm-level data, we show that foreign ownership increases the likelihood of implementing green management practices. Considering country heterogeneity, we reveal that only firms based in more developed economies and in countries with better environmental performance benefit from foreign direct investment, while this is not the case for firms based in less developed economies or countries with weak environmental performance. In addition, we find that the effect is more robust for manufacturing sector firms than for service sector firms. Overall, our results suggest that foreign ownership can contribute towards a country's green economic transformation.

### **Corporate social responsibility along global value chains** (with Herkenhoff, P.; Krautheim, S.; Semrau, F.) CESifo Working Paper No. 9498, CESifo, Munich, 2021., revise and resubmit at *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.

Work in progress **Corporate governance and firm performance: Evidence from the corporate governance reform in 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 productivity 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 – which can be seen as an improvement in management quality – enabled firms to become more productive.

**The dampening effects of international trade on firms' sales volatility** (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 import or export have lower sales volatility compared to their purely domestic counterparts. We establish the causality of this effect based on an IMF-imposed, exogenous tariff reform that prompted firms to start importing and exporting. A difference-in-difference matching-estimator allows us to compare marginal trade starting firms with their marginal counterparts and thus address selection problems. We find a strong and persistent treatment effect of importing and exporting on volatility levels. Our findings suggest that international trade is beneficial as it reduces income risks for emerging markets.

**Consequences of the French human rights due diligence legislation** (with Marchal, L.)

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

---

## Policy reports & policy papers

**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).

---

## 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

---

## Conferences & Invited Presentations

- 2023 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

## Non-Academic Talks

- 2023 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

## 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 Lome, Togo) and Gafa, D. (University of Lomé, Togo), Amount of grant: 79.400 EUR

## Conference & Workshop Organization

- 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), Gesellschaft für International Zusammenarbeit (GIZ), online conference, 2 days.

---

## Miscellaneous

- Refereeing List Forum für Wirtschafts- und Finanzpolitik, 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 Co-organizer of the KCG Lunch Time Seminar and the Research Seminar of the Research Network Sustainable Global Supply Chains.
- Research Network Sustainable Global Supply Chains: Coordination of activities among the partner institutes; Organization of network meetings, seminars, workshops, and conferences; 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.
- Poverty Reduction, Equity & Growth Network (PEGNet): Organization of seminars, workshops, and conferences with partner organizations in Africa and from the German development cooperation; Coordination of a mentoring program for junior researchers from Africa; Coordination and editing of policy briefs.
- Coordination of student assistants and interns; Supervision of Bachelor and Master theses.

---

## Computer Skills & Continuing Education

- Advanced Microsoft Office, Stata,  $\LaTeX$
- Intermediate Adobe Creative Suite, R, Python
- Ongoing Certificate Program 'Leadership Competence', University of Kiel