

The chair for “Governance in International Agribusiness” affiliated with the TUM School of Management and the TUM School of Life Sciences offers a

## Ph.D. Student / Research assistant in Applied Economics

starting May/June 2022 (on the Freising-Weihenstephan Campus). Initial appointment will be 2 years with the possibility of extension. Salary is in accordance with the German State Regulated Public Salary Scale (TV-L E13, 50%).

### Tasks

The successful candidate is expected to actively engage in an international project called **GreenDriedFruits: Sustainability in Practice** funded under the PRIMA program; Partnership for Research and Innovation in the Mediterranean area. The overall goal of GreenDriedFruits is to provide sustainable solutions for post-harvest pest management in dried fruit commodities (i.e., figs, dates, and currants) that can be efficiently and easily adopted by the firms to substitute conventional treatments mostly based on intense use of toxic insecticides or on the use of modified or controlled atmosphere. In the context of this project, the Governance in International Agribusiness group leads a work package on supply-side economic analysis (value chain analysis, stakeholders’ technology uptake and potential for conversion to organic agriculture) and also contribute to conduct demand-side economic analysis.

### Tasks are:

- To conduct a qualitative value chain analysis for currants, figs and dates in key producing countries (Greece, Turkey and Israel) based on literature review and in collaboration with our local partners.
- To set up and conduct a quantitative survey with an experimental component (e.g., scenario and discrete choice experiments) with the objective to quantify (i) willingness to adopt the technology; (ii) rate of technology diffusion; and (iii) probability of conversion to organic agriculture.
- To contribute to a consumer analysis based on discrete choice experiments.

### Qualifications

- An excellent Master’s level degree in economics or related disciplines
- Knowledge or proven interest experimental approaches (e.g., randomized controlled experiments)
- Proficiency in statistical/econometrics software
- Fluency in written and spoken English; knowledge of Greek, Turkish or Hebrew languages is an advantage, but not a must
- Strong motivation to publish in international leading peer-review journals
- Personal initiative, commitment and an excellent team player

### We offer

The Professorship “Governance in International Agribusiness” offers an international and stimulating work environment that promotes teamwork and individual career development. More information about the group is available at <https://www.apga.wzw.tum.de>.

The Technical University of Munich is an equal opportunity employer. TUM strives to raise the proportion of women in its workforce and explicitly encourages applications from qualified women. Applications from disabled persons with essentially the same qualifications will be given preference.

### Application

Please email the head of the group Prof. Luisa Menapace ([luisa.menapace@tum.de](mailto:luisa.menapace@tum.de)) to signal your interest to apply to the position. You will then receive instructions regarding your application, which will include standard documents and a **task** to demonstrate your ability. The position remains open until filled.

If you apply in writing, we request that you submit only copies of official documents, as we cannot return your materials after completion of the application process.



TUM School of Management / TUM School of Life Sciences  
Technical University of Munich

*Opportunities  
for Talents*

As part of your application, you provide personal data to the Technical University of Munich (TUM). Please view our privacy policy on collecting and processing personal data in the course of the application process pursuant to Art. 13 of the General Data Protection Regulation of the European Union (GDPR) at <https://portal.mytum.de/kompass/datenschutz/Bewerbung/>. By submitting your application you confirm to have read and understood the data protection information provided by TUM.

Find out more about us at [www.tum.de](http://www.tum.de).