

HANH MY LE

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Institute of Economics

Technische Universität Braunschweig

Spielmannstr. 9, Braunschweig 38106, Germany

CURRENT POSITION

2020 - Technische Universität Braunschweig
Research Assistant at the Chair of Empirical Economics and Econometrics

EDUCATION

2020 - 2026 Technische Universität Braunschweig
(submitted) PhD Economics, Thesis: Essays on Non-Market Forces and Resource Allocation
Supervisor and first examiner: Prof. Dr. Markus Ludwig
Second examiner: Prof. Dr. Christian Leßmann

May 2023 University of York, Department of Economics and Related Studies
Visiting PhD student, Host: Prof. Dr. Matthias Flückiger

2016 - 2019 University of Erlangen-Nürnberg
MA Development Economics and International Studies

2009 - 2013 Hanoi Foreign Trade University
BA Economics, Advanced Program Accredited by Colorado State University

RESEARCH

Main fields

Development Economics, Environmental Economics, Political Economy

Working papers

1. Salinization and Development, with Markus Ludwig

Accepted at the Journal of the European Economic Association

[Link to SSRN working paper](#)

Climate change–intensified seawater intrusion creates a dual shock of transitory freshwater shortages and lasting soil degradation. We study its impacts on agricultural production in the Vietnamese Mekong Delta, a major rice exporter. Combining river salinity observations and detailed canal network data to map localized hydrological shocks, we find that salinity reduces rice yields but generates disproportionately larger declines in output and revenue. These losses are driven by a contraction in land under cultivation and limited substitution toward salt-resistant crops, pointing to constrained short-run adaptation. Using household and firm data, we further document reductions in own-farm employment alongside minimal transition to non-agricultural sectors, suggesting frictions in labor adjustment. Beyond income effects predicted by Engel curves, households reallocate expenditures toward healthcare and children’s schooling. The increase in schooling spending is driven by higher participation and may reflect shifts in opportunity costs, though we cannot rule out forward-looking responses.

2. Geopolitical Distance and High Seas Fishing, with Thomas Schiller

Best Paper Award at Bundesbank Workshop for Young Scientists

To what extent is resource use in transboundary commons driven not only by economic incentives but also by geopolitical motives? We extend the Gordon-Schaefer fisheries model to include political payoffs and show that these can sustain resource use even under negative economic returns. We test the framework on the Chinese distant-water fishing fleet, the world's largest, by examining its activity on the high seas just outside foreign exclusive economic zones. Holding economic incentives constant, the likelihood of Chinese fleet presence or fishing rises with the UN General Assembly voting-based political distance between China and the coastal host country. These estimates are unlikely to reflect reverse causation or omitted confounders. The pattern is broadly consistent with surveillance as the main motive: the effect is concentrated in small fleets of vessels with untraceable ownership, no seasonal fishing pattern, and a tendency to cluster near submarine cables and NATO military installations.

3. Gender Bias in the Aftermath of Fraud: Evidence from the Theranos Case, with Matthias Flückiger, Jonas Klärchen and Markus Ludwig

The gender gap in start-up financing is an important source of inefficiency. We show that high profile, negative, gender-salient news about female entrepreneurs can exacerbate this gap. Our study focuses on the fraud committed by the biotech start-up Theranos and its female founder Elizabeth Holmes. We find that investment in female-led start-ups drops by 18% after the fraud is uncovered in October 2015. Suggestive evidence points to the reinforcement of negative stereotypes among investors as a potential mechanism. Using an online experiment, we validate these findings. Finally, we show that share prices of companies led by female CEOs also decline.

Work in progress

1. Fusion as catalyst for green and brown energies
2. Diffusion of disruptive technologies in life sciences, with Markus Ludwig

RESEARCH PRESENTATIONS

- 2026 Erlangen-Nürnberg; Bremen
- 2025 Magdeburg; VfS Annual Conference Cologne; Kiel-Göttingen-CEPR Conference Berlin; Bundesbank Workshop for Young Scientists Hannover; Applied Young Economists Webinar
- 2024 Harz Workshop; EPCS Meeting Vienna; CESifo/ifo Junior Workshop on Energy and Climate Economics Munich; Political Economy of Democracy and Dictatorship Conference Münster
- 2023 Göttingen; German Development Economics Conference Dresden; University of York Seminar; Urban Economics Association European Meeting Milan; EPCS Meeting Hannover
- 2022 Environmental Protection and Sustainability Forum Graz; VfS Doctoral Workshop Development Economics Berlin; Verein für Socialpolitik Annual Conference Basel

AWARD AND SCHOLARSHIP

- 2025 Best Paper Award, Bundesbank Workshop for Young Scientists on Applied Economics
- 2018 Graduation Scholarship, University of Erlangen-Nürnberg (Abschlusstipendium der FAU)
- 2013 National Finalist, Procter and Gamble ASEAN Business Challenge
- 2012 AmCham Scholarship Runner-up, American Chamber of Commerce in Hanoi

ACADEMIC SERVICE

Organizing: [Institute of Economics Research Seminar](#)

Refereeing: Bulletin of Economic Research

TEACHING

2023 - present	Seminar in Natural Resources Economics (Master), Lecturer
2021 - present	Empirical Research in Economics/Econometrics (Master, Bachelor), Tutor
2020 - present	Statistical Learning in Economics (Master), Tutor
2021 - present	Supervising theses for Bachelor's and Master's students
2025	Seminar in Culture Economics (Master), Lecturer
2023 - 2025	Introduction to Regression Modeling (Bachelor), Lecturer
2022	Geospatial Data in Economics (Master), Tutor

EXPERIENCE OUTSIDE ACADEMIA

2018 - 2019	Working student for MOOCs & Software Academy, Continental AG, Hannover
2014 - 2015	Consultant for banking and finance sector, Manpower, Hanoi
2013 - 2014	Associate for learning design, John Clements Consultants, Manila
2013	Member, Global Shapers Community of the World Economics Forum, Hanoi
2010 - 2013	President & vice president for Global Talent Program, AIESEC Chapter Hanoi Foreign Trade University

SKILLS

Data analysis and programming: R, Python, Stata, Git

Editing: $\text{\LaTeX}$, HTML

Online experiment platform: Prolific

Language: Vietnamese (native), English (fluent), German (intermediate)

REFERENCE

Prof. Dr. Markus Ludwig

Prof. Dr. Matthias Flückiger

Prof. Dr. Felix Rösel

Contacts are shared upon request.

Last updated: August 19, 2026