



## Personendetailseite LSF Cache

### Prof. Dr. Andreas Klasen

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 on appointment

#### Function

- Fakultät Betriebswirtschaft und Wirtschaftsingenieurwesen (B+W), Professor\*in
- Institut für Angewandte Forschung, Mitglieder IAF
- Institute for Trade and Innovation (IfTI), Leiter\*in
- International Center, Wissenschaftl. Leiter\*in

#### Lectures (current and previous semester)

- Allgemeine Betriebswirtschaftslehre, B+W0101
- ECA Foundations and Principles, B+W1384
- Global Business Project, B+W1157
- Internationales Finanzmanagement, B+W1154
- Qualitative Methods, B+W0022w
- Strategic Information Management and Decision Making, B+W1315

#### Tasks

International Financial Management, Strategic Decision Making, Qualitative

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Methods

## Office hours

on appointment

## Curriculum Vitae

### Academic Career

Doctorate and studies in law, business administration and theology in Germany (University of Hanover and University of Wuerzburg) and the United Kingdom (Northumbria University and University of St Andrews)

### Occupation

Professor of International Business and Head of the Institute for Trade and Innovation (IfTI) at Offenburg University. Visiting Professor at Newcastle Business School, Northumbria University, Senior Honorary Fellow in the Global Policy Institute at Durham University and External Examiner at Cass Business School, City, University of London

Member of the Global Policy Advisory Board and member of the International Chamber of Commerce ICC Germany Steering Committee

Previously in industry and consulting, e.g. as a Partner and Economics & Policy Leader with PricewaterhouseCoopers (PwC), Managing Director of the official German

Export Credit and Investment Insurance Agency and Airbus Group (formerly EADS) Head of Guarantees and Export Finance. Vice President of the Berne Union

## Research Focus

### Research Projects

- Trade policy, innovation and economic development
- Export credit and political risk insurance
- Theology and leadership

## Publications

### Books and Publications

- Klasen, A., 'Trade: Gridlock and Resilience', in Hale, T. and Held, D. (eds.) Beyond Gridlock. Cambridge: Polity, pp. 65-82.
- Klasen, A. and Bannert, F., 'The Future of Foreign Trade Support – An Introduction', in Klasen, A. and Bannert, F. (ed.) The Future of Foreign Trade Support: Setting Global Standards for Export Credit and Political Risk Insurance. Durham: Global Policy and Wiley.

### Editor

- Klasen, A. and Bannert, F., The Future of Foreign Trade Support: Setting Global Standards for Export Credit and Political Risk Insurance. Durham: Global Policy and Wiley.
- Klasen, A. and Meyer, H., 'Economic Policy, Governance and Institutions in Times of Crisis', Global Policy 4, Suppl. 1.

### Reviewed Papers

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- Klasen A., 'Policy Instruments for Innovation, Investment and Global Trade', *Global Policy* 8, 3, pp. 389-391.
- Klasen, A. and Eicher, B., 'Instrumente staatlicher Innovationsförderung für Infrastruktur', *Recht der Internationalen Wirtschaft*, 11, 2017.
- Klasen, A., 'Private Investment and Public Funds for Climate Finance', *Global Policy* 6, 3, pp. 305-307.
- Klasen, A., 'Export Credit Guarantees and the Demand for Insurance', *CESifo Forum* 15, 3, pp. 26-33.
- Meyer, H. and Klasen, A., 'What Governments Can Do to Support their Economies: The Case for a Strategic Ecosystem', *Global Policy* 4, Suppl. 1, pp. 1-9.
- Klasen, A., 'Growth Through Trade: What An Export Promotion Instrument Can Do', *Social Europe Report* 2, 2013, pp. 35-37.
- Klasen, A., 'Export Credit Availability and Global Trade', *Global Policy* 4, 1, pp. 108-109.
- Bischoff, B. and Klasen, A., 'Hermesgedeckte Exportfinanzierung', *Recht der Internationalen Wirtschaft* 11, 2012, pp. 769-777.
- Klasen, A., 'Generating Economic Growth: How Governments can Help Successfully', *Global Policy* 3, 2, pp. 238-241.
- Klasen, A., 'On the corporate demand for insurance: German exporters' export credit guarantee demand',

NBS Research Working  
Papers, Vol. 8, pp. 96-100.

- Klasen, A., 'The Role of Export Credit Agencies in Global Trade', *Global Policy* 2, 2, pp. 220-222.

### Unreviewed Papers

- Klasen, A. and Bärthel, M., 'ECAs im Wettbewerb: Benchmarking staatlicher Exportfinanzierungsinstrumente', *ICC Germany-Magazin* 7, 2018, pp. 18-20.
- Klasen, A., 'Quo Vadis Freihandel?', *ICC Germany-Magazin* 5, 2017, pp. 12-13.
- Klasen, A. and Krummacker, S., 'Risk aversion, financing and real services', in *Berne Union 2017 Yearbook*, pp. 111-114.
- Klasen, A., 'Applying the 'Strategic Ecosystem': Trade Promotion and Economic Development in Africa', *Africa Policy Review* 2016/17, pp. 46-49.
- Klasen, A. and Schoene, E., 'Erfolgsfaktor Hermesdeckungen', *ICC Germany-Magazin* 2, 2016, pp. 36-39.
- Klasen, A., 'Why Academic Research Matters for Insurance Practitioners', *Berne Union 2015 Yearbook*, pp. 114-117.
- Klasen, A. and Bannert, F., 'The Need for Truly Global Rules', *Commonwealth Yearbook* 2015, pp. 246-248.
- Klasen, A., 'Export Promotion and Private Sector Development in Africa', *GREAT insights* 4,5, pp. 21-22.
- Klasen, A., 'Standardising

Export Credit in the Post-Crisis Environment', Berne Union 2014 Yearbook, pp. 52-55.

- Klasen, A., 'Ökonomische Analysen in WTO-Streitbeilegungsverfahren', Crisis Management, 11, 2006, pp. 11-12.

### **Speech, interviews and discussions**

- Afreximbank Annual General Meeting, Kigali: "Industrializing for Growth and Export Diversification: Lessons Learned from Successful Economies"
- Africa Trade & Export Finance Conference, Cape Town: "Export Credit in Africa: The Best Way Forward?"
- Aman Union Annual Meeting, Doha: "ECAs and their importance in Trade Finance"
- Berne Union Spring Meeting, Warsaw: "The Global CEO Survey - Demand for Insurance"
- BMWi Workshop on Export Finance, International Working Group, Berlin: "Case Studies on Structured Finance"
- British German Forum Wilton Park, Steyning: "The Economic Shift to Emerging Powers"
- DVfW German Insurance Association Conference, Vienna: "Demand for Export Credit and Political Risk Insurance"
- Energy Underwriting Specialist Meeting, Nairobi: "Energy and Climate Finance: Policy,

Governance and  
Economics”

- EU Export Credits Working Group, Tallinn: “Gridlock and Resilience in Trade - Globalisation and its Challenges”
- G20 Workshop on Mobilising Private Sector Climate Finance, Copenhagen: “High level panel discussion on findings”
- Global Convention Insuring Export Credit & Political Risk, London: “Navigating Economic Promotion: Smart Metering, Strategic Decisions”
- Global Export Finance Conference, Barcelona: “Global Trade and Economic Outlook ”
- Global Policy Discussion, London School of Economics and Political Sciences, London: “Promoting global trade”
- ICC Conference, Munich: “Chancen und Risiken in der Handels- und Exportfinanzierung”
- ICIEC Anniversary Seminar, Islamic Development Bank, Jeddah: “Supporting Developing Countries’ Exports and Investment Flows”
- Ifo Institute Conference “Ausländische Direktinvestitionen”, Munich: “Ausländische Direktinvestitionen und aktuelle Herausforderungen”
- Innovation Week UAE Ministry of Finance Seminar, Dubai: “Innovative Financing and Financing Innovation”

- St Gallen Symposium, St. Gallen: "Successful Aircraft Financing"
- Trade Credit Insurance Summit, Dubai: "Promoting Exports and Intra-Regional Trade"
- World Export Development Forum, Doha: "Innovative Financing to Internationalise SMEs"
- WTO Public Forum, Geneva: "Trade Finance for SMEs: Policy, Instruments and Innovation"
- WTO Public Forum, Geneva: "New Trade Initiatives in the OIC Region: Toward Achieving Sustainable Development Goals"

## Other

### Memberships

- Deutsche Gesellschaft für Finanzwirtschaft, Mitglied
- Global Policy Advisory Board, Mitglied
- University of St. Andrews General Council Business Committee, Mitglied
- ICC Germany, Mitglied des Hauptausschusses

### Reviewing Activities

Benchmarking, strategy development, economic analyses and process improvement for multilateral development banks and national governments, e.g.

- African Export-Import Bank
- African Trade Insurance Agency
- Asian Development Bank



- Botswana Development Corporation
- EKF Denmark's Export Credit Agency
- European Investment Bank
- GIEK The Norwegian Export Credit Agency
- ITFC, Islamic Development Bank Group
- Japan Bank for International Cooperation
- Ministry of Economy and Employment, Finland
- Switzerland Innovation
- World Bank Group

## Links

- [Institute for Trade and Innovation \(IfTI\)](#)