

Mulu G Gebreyohannes

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Webpages: [Barnard College](#) | [Google Scholar](#) | [UNU-MERIT](#)

Professional Summary

Senior Economist with over 18 years of research experience in renowned organizations, known for impactful research. Published 50+ scholarly articles and acquired wide recognition in the field of Private Sector Development; Value Chains and non-traditional exports; investment, trade, and industry policy and development; entrepreneurship and small business development; climate change and greening industrialization; labor market and job creation, as well as Science, Innovation, and Technology (STI) policy and practice. Led 17+ policy-relevant research projects, demonstrating expertise in project cycle management, survey design, data analysis, and report dissemination. Wide research collaboration with international organizations and universities. Skilled in engaging diverse stakeholders, including academia, businesses, media, and policymakers. Proficient in quantitative and qualitative analysis, adept at handling large datasets and advanced econometrics tools.

Education

Ph.D in Economics

Göteborg University, Göteborg, Sweden (2002 - 2006)

M.A. in Economics

Korea Development Institute (KDI) School of Public Policy and Management, Seoul, S. Korea (1998 - 1999)

B.A. in Economics

Ethiopian Civil Service University, Addis Ababa, Ethiopia (1995 - 1997)

Professional Employment

Term Associate Professor

(2022 – Present)

Barnard College – Columbia University, New York, NY

- Instructed undergraduate students in Mathematics for Economics and related courses, employing effective teaching methods to enhance understanding of key concepts.
- Supervised and mentored students in research activities, aligning projects with academic objectives and fostering skill development.
- Conducted high-quality academic and policy-focused research, applying analytical skills to generate valuable insights.

Co-founder and Managing Director

Premier Development Research Institute (PDRI), Addis Ababa, Ethiopia (2019 - 2021)

- Founded and managed a consultancy firm, securing numerous projects and ensuring financial stability.
- Conducted research including on small business, labor, and workforce skills issues.
- Leading research teams in field surveys and data analysis.
- Produced policy analysis and recommendation reports, aiding clients, including government entities, in enhancing their policies and strategic plans.

Senior Fellow

Ethiopian Development Research Institute, Addis Ababa, Ethiopia (2014 - 2021)

- Conducted impactful academic and policy research in areas of investment, trade, entrepreneurship, small businesses, employment, and green industrialization.
- Held leadership roles as Head of the Entrepreneurship and Small Business Development (ESBD) research program and Senior Program Lead for the Environment and Climate Research Centre (ECRC).
- Led 10+ major research projects and mobilized large sum of research fund.
- Contributed to national development policies, engaged with diverse stakeholders, and represented the organization in external forums, including media briefings. Coordinated the development of a 10-year strategic plan and made substantial contributions to capacity building initiatives.

Senior Economist

United Nations University (UNU-MERIT), Maastricht, The Netherlands (2008 – 2014)

- Conducted impactful academic and policy research, contributing to advancements in understanding critical issues and disseminating findings globally, including within the United Nations and beyond.

- Led research projects with thorough field surveys, data collection and analysis, resulting in numerous peer-reviewed articles and international conference presentations.
- Instructed post-graduate students, conducted training sessions for policymakers, and represented UNU-MERIT at international platforms, enhancing organizational visibility and influence.

Research Fellow and Director of Poverty and Sectoral Development Directorate

Ethiopian Development Research Institute, Addis Ababa, Ethiopia

(2006 – 2008)

- Executed academic and policy research, enhancing the knowledge base, and fostering collaboration and partnerships on an international scale.
- Headed the Poverty and Sectoral Development Directorate, showcasing strategic leadership.
- Secured and managed multiple impactful research projects, strengthening global research collaborations and resulting in the production of impactful research reports.

Affiliations and Professional Services

- Visiting Fellow, Centre for Economic Development and Policy, [CEDP](#), Columbia University (since 2022)
- Member UN STIxNET a network of STI policy and practice experts. [since 2020]
- Referee for various peer-reviewed international journals.
- Member of Job Policy Advisory Council, Ethiopia [2019-21]
- National Entrepreneurship Technical Task force member (NES-TTF) [2018]
- Member of Board of Management for Tigray Institute for Policy Studies (TIPS) [2019-20]
- Research Associate, department of economics, Goteborg University, Sweden [2007-08]
- Member of Board of Management of the Development Bank of Ethiopia (DBE) [1999 - 2001].

Publications

Journal Articles

- Girum Abebe and Mulu Gebreeyesus (2024). “How Well do Worker Cooperatives Perform in Manufacturing? Evidence from a Large Low-Income Country” *Economic Development and Cultural Change*, Volume 72, Number 4.
- Cooper, Adam et al. (2020). “Mapping Academic Literature on Governing Inclusive Green Growth in Africa: Geographical Biases and Topical Gap” *Sustainability* 2020, 12(5), 1956.
- Siba, Eyerusalem, Mans Soderbom, Arne Bigsten, Mulu Gebreeyesus (2020). “The relationship between enterprise clustering, prices and productivity in Ethiopia’s manufacturing sector” *Review of Development Economics*.
- Okereke, Chukwumerije, Alexia Coke, Mulu Gebreeyesus, Tsegaye Ginbo, Jeremy J. Wakeford, Yacob Mulugetta (2018). “Governing green industrialisation in Africa: Assessing key parameters for a sustainable socio-technical transition in the context of Ethiopia”. *World Development*, Volume 115, March 2019, Pages 279-290.
- Wakeford J.J. M. Gebreeyesus, T. Ginbo, K. Yimer O. Manzmbi C. Okereke, M. Blalck and Y. Mulugetta (2017). Innovation for green industrialisation: An empirical assessment of innovation in Ethiopia’s cement, leather and textile sectors. *Journal of Cleaner Production*, Volume 166, 10 November 2017, Pages 503-511.
- Iizuka, Michiko and Mulu Gebreeyesus (2017). ‘Discovery’ of non-traditional agricultural exports in Latin America: diverging pathways through learning and innovation. *Innovation and Development*. Volume 8, 2018 - Issue 1 Pages 59-78.
- Siba, Eyerusalem and Mulu Gebreeyesus (2017). Learning to export and learning from exporting: The case of Ethiopia manufacturing. *Journal of African Economies*, vol. 26, number 1, pp. 1-23.
- Iizuka, Michiko and Mulu Gebreeyesus (2016). Using functions of innovation systems to understand the successful emergence of non-traditional agricultural export industries in developing countries: cases from Ethiopia and Chile. *European Journal of Development Research*. vol. 29(2), pp. 384-403.
- Bigsten, Arne, Mulu Gebreeyesus & Måns Soderbom (2016). Tariffs and firm performance in Ethiopia, *Journal of Development Studies*. Vol. 52, 7, p. 986-1001.
- Gebreeyesus, Mulu (2015). Firm Adoption of International Standards: Evidence from the Ethiopian Floriculture Sector, *Agricultural Economics*, 46 (2015) 1-17.
- Gebreeyesus, Mulu & Pierre Mohnen (2013). Innovation performance and embeddedness in networks: evidence from the Ethiopian footwear cluster, *World Development*, vol. 41, pp. 302-316.

- Gebreeyesus, Mulu & Michiko Iizuka (2012). Discovery of Flower Industry in Ethiopia: Experimentation and Coordination, *Journal of Globalization and Development*, Vol. 2, Issue 2, pp. 1–25.
- Gebreeyesus, Mulu & Tetsushi Sonobe (2012). Global value chains and market formation process in emerging export activity: evidence from Ethiopian flower industry. *Journal of Development Studies*, Vol. 48, No. 3, 335–348, March 2012.
- Bigsten, Arne & Mulu Gebreeyesus (2009). Firm productivity and Exports: Evidence from Ethiopian manufacturing” *Journal of Development Studies*, Vol. 45, No. 10, 1594–1614.
- Gebreeyesus, Mulu (2008). Firm turnover and productivity differentials in Ethiopian manufacturing. *Journal of Productivity Analysis*, special issue on transition economies V. 29, No. 2 / April 2008, 113-129.
- Bigsten, Arne & Mulu Gebreeyesus (2007). The Small, the Young, and the Productive: Determinants of Manufacturing Firm Growth in Ethiopia. *Economic Development and Cultural Change*, Vol. 55 No. 4.
- (with - Gebreslassie et al., 2020) “The State of Manufacturing Infrastructure and Business Environment in Tigray: Challenges and Recommended Policies”, *Branna Journal of Engineering and Technology*. December 2020.

Books

- Gebreeyesus et al. (2022). Ethiopia FDI Policy Report. Publisher PSI and GRIPS. [Book link](#)
- Hailu, Kidanemariam, Mulu Gebreeyesus, Kenichi Ohno, Tsegay Teklesselassie (2020) Ethiopia Productivity Report. Publisher PSI and GRIPS. [Book link](#)
- Gebreeyesus, et al. (2018). Main Features of Micro and Small Manufacturing Enterprises in Ethiopia: Baseline Survey Report. Publisher EDRI. ISBN – 978-99944-72-63-5. [Book link](#)
- Gebreeyesus, Mulu, Birhanu Beshah, and Girum Abebe (2017). Foreign Direct Investment in Ethiopia: Challenges, Opportunities and Policy Options for Effective Use to Stimulate Industrialization. PSRC/EDRI. ISBN – 978-99944-74-37-0. [Book link](#)

Book chapters

- Gebreeyesus, Mulu (2019). ‘The private sector in Ethiopia’s transformation’ (in eds.) Cheru, Fantu, Cramer, Christopher Oqubay, Arkebe. *The Oxford Handbook of the Ethiopian Economy*, Oxford University Press.
- Gebreeyesus, Mulu, (2018). “Industries without smokestacks: Implications for Ethiopia’s industrialization”. (in eds.) John Page, Finn Trap and Richard Newfarmer. *Industries without Smokestacks and Structural Transformation in Africa*, Oxford University Press.
- Gebreeyesus, Mulu (2017). “A natural experiment of industrial policy: Floriculture and the metal and engineering industries in Ethiopia” (in eds.) John Page and Finn Trap, *The Practice of Industrial Policy*, Oxford University Press.
- Gebreeyesus, Mulu (2016). “Industrial policy and development in Ethiopia” in (eds.) Newman et al. ‘*Manufacturing Transformation: Comparative Studies of Industrial Development in Africa and Emerging Asia*’, Oxford University Press.
- Gebreeyesus, Mulu (2011). “Innovation and Microenterprise Growth in Ethiopia”, in (eds.) Adam Szirmai Wim Naude and Micheline Goedhuys ‘*Entrepreneurship, Innovation, and Economic Development*’ pp. 122-146, Oxford University Press.

Working papers and research reports

- (2023). “Improving the investment landscape for local production of essential antibiotics in Ethiopia: An Advisory Report” (UNCTAD/TCS/DIAE/INF/2023/6). [report link](#)
- Gebreeyesus, Mulu (2022). “Ethiopia’s Response to the Covid-19 Pandemic: Measures, Impacts and Lessons” for the South-South Integration and the SDGs: Enhancing Structural Transformation in Key Partner Countries of the Belt and Road Initiative. UNCTAD/BRI PROJECT/RP 25. [report link](#)
- Gebreeyesus, Mulu and Tsegay G Tekleselassie (2021). A Rapid Skills Assessment of Ethiopia’s Tourism Sector during the COVID-19 Pandemic. International Labour Organization. [report link](#)
- Gebreeyesus, Mulu (2020). “Structural Transformation and the Development of Clean Industries in Ethiopia” for the project “Energy Transition Strategies: Ethiopia’s Low-Carbon Development Pathway”, Center for Strategic and International Studies (CSIS)
- (2020). (with others) “Science, Technology and Innovation Policy Review: Ethiopia” (UNCTAD/DTL/STICT/2020/3)

- Assefa, Berihu, Mulu Gebreeyesus and Alebel Bayrau (2020). Chinese Investment in Ethiopia: Contribution, Challenges, Opportunities and Policy. PSI Research Report 34.
- Assefa, Berihu and Mulu Gebreeyesus (2018). "Drivers of Quality Problems in the Leather Sector Value Chain in Ethiopia" Policy Studies Institute Working Paper 026.
- Girum Abebe, Berihu Assefa, Mulu Gebreeyesus and Tigabu Degu (2018). "Identifying dynamic and constrained entrepreneurs in low income countries: evidence from Ethiopia". EDRI Working Paper 023. Addis Ababa: Ethiopian Development Research Institute.
- Berihu Assefa, Mulu Gebreeyesus and Firew Weldeys (2018). "Alleviating the Barriers to Domestic Investment in Addis Ababa: Underlined Causes and Proposed Solutions". EDRI Working Paper 022. Addis Ababa: Ethiopian Development Research Institute.
- Gebreeyesus, Mulu and Alekaw Kebede (2017). "Ethiopia's export promotion and the misalignment of the tariff and exchange rate regimes". EDRI Working Paper 19, Addis Ababa: Ethiopian Development Research Institute.
- Gebreeyesus, Mulu and Ashagrie Demile. (2017). Why export promotion efforts failed to deliver? Assessment of the export incentives and their implementation in Ethiopia. EDRI Working Paper 17, Addis Ababa: Ethiopian Development Research Institute.
- Jeremy J. Wakeford, Mulu Gebreeyesus, Tsegaye Ginbo, Kassahun Yimer, Orn lie Manzambi, Mairi Black, Yacob Mulugetta, Chukwumerije Okerek (2017). "An Assessment of Ethiopia's Innovation Systems in Relation to Green Industrialisation" Research Report based on a project entitled "Interactions between Industrial Policies and Green Economy Strategies in Ethiopia".
- Alebel Bayrau Weldesilassie, Mulu Gebreeyesus, Girum Abebe & Berihu Assefa (2016). "A Study on Industrial Park Development: Issues, Practices and Lesson from China's SEZ" Research Report 30, Ethiopian Development Research Institute.
- Lenhardt, A., A. Rogerson, F. Guadagno, T. Berliner, M. Gebreeyesus, A. Bayrau (2015). One foot on the ground, one foot in the air - Ethiopia's delivery on ambitious development agenda. London, ODI Development Progress and ECDPM, 2015.
- Gebreeyesus, Mulu (2014). "A natural experiment of industrial policy: Floriculture and the metal and engineering industries in Ethiopia" UNU-WIDER WP 163/2014.
- Szirmai, Adam, Mulu Gebreeyesus, Francesca Guadagno & Bart Verspagen, 2013. Promoting productive employment in Sub-Saharan Africa: A review of the literature, a report prepared for the Knowledge Platform Development Policies of the Ministry of Foreign Affairs of the Netherlands, UNU-MERIT Working Paper 2013-062.
- Gebreeyesus, Mulu, 2013. The End of the Multifiber Arrangement (MFA) and Heterogeneous Performance of Quota Constrained Countries. UNU-MERIT Working Paper, 2013-035.
- Bigsten, Arne, Mulu Gebreeyesus, Eyerusalem Siba, Mans Soderbom (2011). "The effects of agglomeration and competition on prices and productivity: evidence from Ethiopia's manufacturing sector", presented at Center for the Study of African Economies (CSAE) Conference on Economic Development in Africa in Oxford 2011.
- Gebreeyesus, Mulu, 2009. Inaction and spikes of investment in Ethiopia manufacturing firms: empirical evidence on irreversibility and non-convexity. UNU-MERIT Working Paper 2009-61.
- Bigsten, Arne, Mulu Gebreeyesus, M ns S derbom (2009). Gradual trade liberalization and firm performance in Ethiopia (2009), Center for the Study of African Economies, CSAE WPS/2009-21.
- Growth of micro-enterprises: Empirical evidence from Ethiopia (2007), Ethiopian Development Research Institute (EDRI), p.1-21.

Unpublished policy reports (submitted to governments and other clients)

- (2021). "National Skill Planning Exercise for Ethiopia: Manufacturing Sector" submitted to GTZ (Germany) and Ethiopia Job Creation Commission (sole author).
- (2020). "Demand-Driven MSME Support System for Ethiopia" submitted to FirstConsult/ Ethiopia Job Creation Commission (lead author).
- (2020). "Manufacturing Inputs and Services Demand Mapping" submitted to FirstConsult/Ministry of Trade and Industry (lead author).

- (2020). “Managing the Social and Economic Impact of COVID-19 pandemic in Tigray: lessons and policy response” submitted to the government of Tigray August 2020 (lead author).
- (2019). “National Leather Sector Roadmap for Ethiopia” submitted to Enterprise Partners/ Ministry of Trade and Industry (lead author).
- (2019). “Background papers for the preparation of 15 – year perspective plan: Urban Development and Housing in Ethiopia” submitted to Ethiopia Plan and Development Commission (team member).
- (2019). “Reviving the Ethiopian industrial sector: current state, measure and policy options” submitted to the Prime Minister Office (team member)
- (2019). Ethiopia’s Export Underperformance: Policy Constraints and Structural Weakness. Submitted to the Prime Minister Office (team member).
- (2018). “Assessment of the Entrepreneurship Eco-system in Ethiopia”. Background study for the development of Entrepreneurship Strategy in Ethiopia (with Tsegay Gebrekidan and Habtamu Adane).
- (2018). “Transforming the Industry Manufacturing and Investment in Tigray: Challenges, Prospects and Policy/Strategy Options” submitted to the government of Tigray July 2018 (lead author).
- (2016). “Large Scale Commercial Agriculture Strategy for Ethiopia”, client Prime Minister Office Ethiopia.
- (2010) “Small and Medium Sized Enterprises in Ethiopia: Capabilities, Job Creation and Growth” for the International Growth Centre (IGC).
- (2008). “Agglomeration effects in Ethiopian manufacturing” for UNIDO background paper for the Industrial Development Report 2009.

Research in Progress

- “Nurturing Entrepreneurship and Small Enterprises in Large Developing Country: Outreach, Impact and Sustainability of Business Development Services” Book draft.
- “Social Networks, Job Matching and Labor Market Outcomes in Low-Skilled Jobs: Evidence from Ethiopia”
- “Determinants of labour turnover in micro and small enterprises in Ethiopia”
- “Job Quality in the MSE sector in Ethiopia: Evidence from firm-level data”

Research Projects

- Co-Investigator – “Foreign Direct Investment (FDI) Policy Research Report” a joint project Policy Studies Institute Ethiopia and National Graduate Institute for Policy Studies (GRIPS) Japan (completed December 2021).
- Co-Investigator – “Rapid skill assessment of the Ethiopian agro-processing and tourism sectors during COVID-19 Pandemic” (ILO funded project and completed April 2021).
- Principal Investigator – “Assessing the existing MSMEs support System and Structure in Ethiopia” – for FirstConsult and funded by MasterCard (completed Oct. 2020).
- Principal Investigator – “Manufacturing Inputs and Services Demand Mapping in Ethiopia” – for FirstConsult and funded by MasterCard (completed August 2020).
- Co-investigator – “Research on Chinese Enterprises involvement in and Contribution to Ethiopia’s Industrialization, Challenges, Opportunities and Policy Suggestions for Ethiopian Policy Makers” funded by China Chamber of Commerce, Addis Ababa, Ethiopia (completed December 2019).
- Principal Investigator - “National Leather Sector Roadmap: Ethiopia” – for Ministry of Industry and Trade (MoTI) and Enterprise Partners (EP) (completed July 2019).
- Co-Investigator - “Ethiopia Productivity Report” a joint project Policy Studies Institute Ethiopia and National Graduate Institute for Policy Studies (GRIPS) Japan and funded by the JICA (completed Sept. 2019).
- Principal Investigator - “SME Finance in Ethiopia: Project Impact Evaluation (SMEFP)” a joint project Ethiopian Development Research Institute and the World Bank, which run from 2016-2019 and funded by the European Union (EU).
- Principal Investigator – “*Entrepreneurship and Small Business Development in Ethiopia* (ESBDE)” research program at EDRI funded by IDRC, ECRC/EDRI and EU since 2016.
- Principal Investigator - “Assessment of the Entrepreneurship Eco-system in Ethiopia”. Background study for the development of Entrepreneurship Strategy in Ethiopia (funded by UNIDO and completed in 2018).
- Principal Investigator – “Foreign Direct Investment (FDI) in Ethiopia: challenges, alternatives and opportunities” funded by the *Ethiopian Policy Study and Research Centre* (EPSRC).

- Co-investigatory - “Interactions between Industrial Polices and Green Economy Strategies in Ethiopia” research program at EDRI in collaboration with University College London (UCL) and funded by CDKN/DFID, 2015-2017.
- Co-investigator - “Industrial Park Development in Ethiopia” research project at EDRI 2015-2017.
- Principal investigator – “Large Scale Commercial Agriculture Strategy for Ethiopia” research project EDRI 2016.
- Principal investigator - “Learning to Compete: Accelerating Industrial Development in Africa” Ethiopia country case a collaborative research project of the Brookings Institution and UNU-WIDER covering 12 countries May 2011-2013.
- Principal investigator - “Leather-Footwear industry Survey in Addis Ababa” collaborative project between Ethiopian Development Research Institute (EDRI) and National Graduate Institute for Policy Studies (GRIPS) Japan 2008 – 2009.
- Principal investigator - “Ethiopia Cut-Flower Industry Survey” collaborative project between Ethiopian Development Research Institute (EDRI) and National Graduate Institute for Policy Studies (GRIPS) Japan 2007 – 2008.
- Principal investigator - “Survey of Tailors and Ready-Made Garments in Addis Ababa” a collaborative project between Ethiopian Development Research Institute (EDRI) and National Graduate Institute for Policy Studies (GRIPS) Japan, 2007.
- Principal Investigator - “Analysis of the effect of import liberalization on performance of the manufacturing sector in Ethiopia” hosted by Gothenburg University, Sweden and funded by SIDA/SAREC, January 2007.
- Co-investigator - Investment Climate Survey (ICS) II in 2006, joint survey by World Bank and Ethiopian Development Research Institute on manufacturing and some service enterprises in Ethiopia.
- Co-investigator - Investment Climate Survey (ICS) I in 2002 joint survey by World Bank and Ethiopian Development Research Institute on manufacturing enterprises in Ethiopia.

Computer skills

- STATA
- Word, Excel, Access, PowerPoint
- SPSS