

# SARAH FROHNWEILER

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Research Field: Development Economics

Research Topics: Labor and Migration

## EDUCATION

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<b>University of Göttingen</b> PhD in Economics	2022 - 2025 (expected)
<b>University of Western Australia</b> Visiting scholar in the Department of Economics	2024
<b>Tufts University</b> Visiting scholar at The Fletcher School and the Department of Economics	2024
<b>University of Göttingen</b> M.Sc. in <i>Development Economics</i>	2018 - 2020
<b>University of Bayreuth</b> B.A. in <i>International Economics and Development</i>	2014 - 2018

## JOB MARKET PAPER

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Make me believe. Self-efficacy and human capital investments among young women in Ghana.

Development programs focus on addressing external constraints such as limited access to education, credit, social protection, or infrastructure. However, many programs see low participation, even among those eligible or initially registered. Recent evidence suggests that internal, psychological constraints may suboptimally affect employment and investment decisions. In Ghana, I examine whether a randomized video- and message-based testimonial campaign designed to boost self-efficacy as one potential internal constraint can increase participation in a training program that minimized external constraints as much as possible. The testimonials raised self-efficacy to a magnitude comparable to intensive face-to-face interventions and improved training participation among those who started. Effects were driven by better training performance and changes in participant composition. In line with theory, effects are concentrated among women with medium baseline education and low initial self-efficacy levels.

## PUBLICATIONS

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Frohnweiler, Sarah, Bernd Beber, and Cara Ebert (2024). “Information frictions, belief updating and internal migration: Evidence from Ghana and Uganda.” **Journal of Development Economics**, 171. [\[link\]](#)

Frohnweiler, Sarah, Esther Heesemann, Marcello Perez-Alvarez, Manuel Santos Silva, and Sebastian Vollmer (forthcoming). “Hospital construction and emergency waiting time: Evidence from Nicaragua.” **Journal of Development Effectiveness**. [\[WP link\]](#)

Frohnweiler, Sarah, Bernd Beber, and Cara Ebert (2023). “Delayed Effects on Migration Intentions in an Information Provision Experiment in Ghana.” **Revue d’économie du développement**, 35, 37-44. [\[link\]](#)

## WORKING PAPERS

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Frohnweiler, Sarah, Bernd Beber, Tabea Lakemann, Jan Priebe, and Jann Lay (2024). “Effects of skills training on employment and livelihood outcomes: A randomized controlled trial with young women in Ghana”. Ruhr Economic Papers, 1095. [\[link\]](#)

## WORK IN PROGRESS

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Skills trainings and Bayesian learning: A multisite randomized controlled trial in Ghana (with Bernd Beber, Tabea Lakemann, Peter Partey, and Jann Lay)

Cognitive load, migration, and climate adaptation in Senegal (with Bernd Beber, Lena Detlefsen, Cara Ebert, and Salar Jahedi)

## NON-PEER REVIEWED PUBLICATIONS

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Beber, Bernd, Sarah Frohnweiler, Tabe Lakemann, and Jann Lay (2024). “Good Jobs through Training: Refining Development Cooperation in Africa.” GIGA Focus Africa, 4, Hamburg: German Institute for Global and Area Studies (GIGA). [[link](#)]

Ebert, Cara, Daniela Flörchinger, Sarah Frohnweiler, Stephanie Ihring, and Micaela Rosadio Cayllahua (2021). “Employment and income effects of skills development interventions: An impact evaluation of three employment promotion measures in Eastern Africa within GIZ’s Employment and Skills for Development program.” RWI project report. [[link](#)]

## PROFESSIONAL ACTIVITIES

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### Conference and Seminar Presentations

MIT Behavioral Lunch (Cambridge), PhD Workshop Tufts University (Medford), University of Western Australia (Perth), Curtin University (Perth), GDE (Hannover), AFES (Abidjan), SEEDDEC (Bergen), ESPE (Rotterdam), VfS (Berlin), OXDEV (Oxford)

CSAE (Oxford), Economics of Migration - Junior Seminar (online), Economics of Migration - Junior Workshop (Paris), GDE (Dresden)m EALE (Prague) 2023

Doctoral Workshop of the Research Group on Development Economics of the German Economic Association (Berlin), IDOS (Bonn), MoPED (Berlin), NOVAFRICA (Lisbon) 2022

### Services to the Profession

Organizing member of the Development Economics Network Berlin (DENEb) [[website](#)] 2020 -

## FIELDWORK & DATA COLLECTION

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Principle Investigator for N4G program evaluation in Ghana including three waves 2021-2023

Field Coordinator for ProfArts program evaluation in Ghana including three waves 2020-2023

Field Coordinator for endline data collection of hospital evaluation in Nicaragua 2019

## SCHOLARSHIPS & GRANTS

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RWI Research Exchange funding 2024

DAAD Conference Funding 2023

Leibniz PhD Network - Small Event Fund 2023

Financing of the 8th DENEb PhD Workshop taking place in Berlin

Scholarship Stiftung der deutschen Wirtschaft (sdw) - Studienförderwerk Klaus Murmann 2018 - 2020

## EMPLOYMENT

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**RWI - Leibniz Institute for Economic Research** 2020 -

Researcher in the research unit *Climate Change and Development*

**University of Göttingen** 2018 - 2020

Research assistant at the *Chair of Development Economics*, Prof. Stephan Klasen, PhD

<b>University of Bayreuth</b>	2017 - 2018
Research assistant at the <i>Chair of Institutional Economics</i> , Prof. Dr. Martin Leschke	
<b>KfW Research Team</b>	2018
Intern at the team <i>Macro and Global Economics</i>	
<b>PricewaterhouseCoopers GmbH</b>	2018
Intern at the department <i>Economics and Policy</i>	
<b>Federal Ministry for Economic Affairs and Energy</b>	2018
Intern at the department VII A1 <i>Fundamental issues of the national and European SME policy</i>	
<b>German-Argentinian Chamber of Industry and Commerce</b>	2016
Intern at the departments <i>Foreign Trade</i> and <i>Environment and Energy</i>	

## SKILLS

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<b>Software</b>	Stata, L <sup>A</sup> T <sub>E</sub> X, SurveyCTO
<b>Languages</b>	German (native), English (fluent), Spanish (fluent)

## REFERENCES

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**Krisztina Kis-Katos**  
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 University of Göttingen  
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 & University of Göttingen  
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**Cara Ebert**  
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