

SARAH FROHNWEILER

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Primary field: Development Economics

Secondary fields: Labor, Migration, and Behavioral Economics

EDUCATION

University of Göttingen 2022 - 2025 (expected)

PhD in Economics

University of Western Australia 2024

Visiting scholar in the Department of Economics

Tufts University 2024

Visiting scholar at The Fletcher School and the Department of Economics

University of Göttingen 2018 - 2020

M.Sc. in *Development Economics*

University of Bayreuth 2014 - 2018

B.A. in *International Economics and Development*

JOB MARKET PAPER

Make me believe. Self-efficacy and human capital investments among young women in Ghana. [[Development Impact Blog Post](#)]

Programs aimed at fostering development typically target external constraints, such as limited access to education, credit, or social protection. However, participation and completion rates in these programs often remain low. Internal psychological constraints may represent an additional barrier to engagement and investment decisions. I implemented a pre-registered randomized testimonial campaign designed to boost self-efficacy – beliefs about one’s ability to succeed – among young women in Ghana who registered for a free training program. The testimonials significantly raised self-efficacy and training completion rates, driven by enhanced training performance and a shift in the characteristics of participants who initiated the training. Consistent with a model of behavioral investment traps, effects are concentrated among women with intermediate education levels and lower self-efficacy. These findings suggest that addressing both internal and external constraints can enhance program outcomes.

PUBLICATIONS

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, 103311. [[Journal](#)]

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**. [[Journal](#)]

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. [[Journal](#)]

WORKING PAPERS

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. [[Working paper](#)]

WORKS IN PROGRESS

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

Beber, Bernd, Sarah Frohnweiler, Tabea 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). [[Report](#)]

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. [[Report](#)]

PROFESSIONAL ACTIVITIES

Conference and Seminar Presentations

MIT Behavioral Lunch (Cambridge, USA), PhD Workshop Tufts University (Medford, USA), 2024
University of Western Australia (Perth, AUS), Curtin University (Perth, AUS), GDE (Hannover, DEU), AFES (Abidjan, CIV), SEEDEC (Bergen, NOR), ESPE (Rotterdam, NLD), VfS (Berlin, DEU), OXDEV (Oxford, GBR), BSoE Workshop (Berlin, DEU)

CSAE (Oxford, GBR), Economics of Migration Junior Seminar (online), Economics of Migration 2023
- Junior Workshop (Paris, FRA), GDE (Dresden, DEU), EALE (Prague, CZE)

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

Services to the Profession

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

FIELDWORK & DATA COLLECTION

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

RWI Research Exchange funding 2024
DAAD Conference Funding 2023
Leibniz PhD Network - Small Event Fund, 8th DENEb PhD Workshop 2023
Scholarship Stiftung der deutschen Wirtschaft (sdw) - Studienförderwerk Klaus Murmann 2018 - 2020

EMPLOYMENT

RWI - Leibniz Institute for Economic Research	2020 -
Researcher in the research unit <i>Climate Change and Development</i>	
University of Göttingen	2018 - 2020
Research assistant at the <i>Chair of Development Economics</i> , Prof. Stephan Klasen, PhD	
University of Bayreuth	2017 - 2018
Research assistant at the <i>Chair of Institutional Economics</i> , Prof. Dr. Martin Leschke	
KfW Research Team	2018
Intern at the team <i>Macro and Global Economics</i>	
PricewaterhouseCoopers GmbH	2018
Intern at the department <i>Economics and Policy</i>	
Federal Ministry for Economic Affairs and Energy	2018
Intern at the department VII A1 <i>Fundamental issues of the national and European SME policy</i>	
German-Argentinian Chamber of Industry and Commerce	2016
Intern at the departments <i>Foreign Trade</i> and <i>Environment and Energy</i>	

SKILLS

Software	Stata, L ^A T _E X, SurveyCTO, MSOffice
Languages	German (native), English (fluent), Spanish (fluent)

REFERENCES

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