SARAH FROHNWEILER

RWI – Leibniz Institute for Economic Research, Zinnowitzer Straße 1, 10115 Berlin, Germany

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Research Field: Development Economics
Research Topics: Labor and Migration

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

University of Göttingen — 2018 - 2020
M.Sc. in *Development Economics*

University of Bayreuth — 2014 - 2018
B.A. in *International Economics and Development*

REFERENCES

Krisztina Kis-Katos	**Jann Lay**	**Sebastian Vollmer**
University of Göttingen	GIGA – German Institute for	University of Göttingen
krisztina.kis-katos@uni-goettingen.de	Global and Area Studies	svollmer@uni-goettingen.de
	jann.lay@giga-hamburg.de	

JOB MARKET PAPER

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

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

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

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, 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, Stepahnie 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

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), SEEDEC (Bergen), ESPE (Rotterdam), VfS (Berlin), OXDEV (Oxford)	2024
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

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 Financing of the 8th DENeB PhD Workshop taking place in Berlin	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 *Climate Change and Development*

University of Göttingen   2018 - 2020
Research assistant at the *Chair of Development Economics*, Prof. Stephan Klasen, PhD

University of Bayreuth   2017 - 2018
Research assistant at the *Chair of Institutional Economics*, Prof. Dr. Martin Leschke

KfW Research Team   2018
Intern at the team *Macro and Global Economics*

PricewaterhouseCoopers GmbH   2018
Intern at the department *Economics and Policy*

Federal Ministry for Economic Affairs and Energy   2018
Intern at the department VII A1 *Fundamental issues of the national and European SME policy*

German-Argentinian Chamber of Industry and Commerce   2016
Intern at the departments *Foreign Trade* and *Environment and Energy*

SKILLS

Software   Stata, LaTeX, SurveyCTO, ArcGIS
Languages   German (native), English (fluent), Spanish (fluent)