

SARAH FROHNWEILER

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Primary field: Development Economics

Secondary fields: Labor Economics 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 cooperation focuses on programs that alleviate individuals' external constraints to development such as limited access to education, credit, or social protection. However, many of such programs experience low participation, even among those eligible or initially registered. Recent theoretical frameworks suggest that internal, psychological constraints may sub-optimally influence employment and investment decisions. Can addressing both external and internal constraints improve program participation? I conducted a randomized testimonial campaign among young vulnerable women in Ghana who registered for a free training program. Women received videos and messages aimed at boosting self-efficacy – beliefs about the ability to accomplish a desired outcome – which may be an important internal constraint limiting aspirations and, thus, investment incentives. The testimonials significantly raised self-efficacy and increased training completion rates among those who started the training. Effects are driven by improved training performance and changes in the composition of individuals selecting into training start. Consistent with predictions from a model of behavioral investment traps, the effects are concentrated among women with medium education and lower self-efficacy.

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. [[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, 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). [[link](#)]

Ebert, Cara, Daniela Flörchinger, Sarah Frohnweiler, Stephannie 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), SEEDDEC (Bergen), ESPE (Rotterdam), VfS (Berlin), OXDEV (Oxford)

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

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

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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