

# Thiago Scarelli

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## Research fields

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**Primary:** Labor Economics; Development Economics

**Secondary:** Behavioral Economics; Applied Econometric Methods

## Education

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**Ph.D. candidate in Economics**, Paris School of Economics (2019-24, *expected*)

*Thesis title:* Occupational Choice and Liquidity Constraints in Developing Markets

*Supervisor:* David N. Margolis

*Thesis committee member:* Luc Behaghel

**M.A. Economics**, Paris School of Economics (2017-19)

**B.A. Economics**, Universidade de São Paulo (2009-14)

**B.A. Journalism**, Universidade de São Paulo (2003-07)

## Academic visiting positions

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**University of Chicago**, visiting researcher under the supervision of John List (2023)

**Goethe-Universität Frankfurt**, undergraduate exchange program in Sociology (2005-06)

## Job market paper

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### **Worker's Preferences over Payment Schedules: Evidence from Ridesharing Drivers**

This paper investigates how much workers value a short delay-to-pay and how their financial conditions affect this preference. Leveraging a nationwide experimental survey of ridesharing drivers in Brazil, I document three key findings. First, this population strongly prefers a work arrangement that pays shortly after a task, compared with the alternative of earning a larger amount with a month's delay. Second, individuals from the poorest households are more likely to prioritize quick payment schemes. Finally, the workers' choices when facing this trade-off are affected by how they frame their household liquidity.

## Publications

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### **Occupations and Wealth in Developing Countries** [\[pdf\]](#)

*Revue d'économie du développement* (2022)

To what extent the workers' occupational category (whether someone is an employer, an employee, an own-account worker, or an unpaid family worker) is associated with their material living conditions? Motivated by this question, this short paper looks at the distribution of employment categories over different wealth levels in 1,313 regions from 46 low- and middle-income countries. We find that, despite a wide diversity in the composition of those markets, own-account and family workers are consistently overrepresented among the poorest members of the employed population.

## Selected research in progress

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### **When You Can't Afford to Wait for a Job: The Role of Time Discounting for Own-Account Workers in Developing Countries**, with David N. Margolis [\[pdf\]](#)

R&R, *Economic Development and Cultural Change*

Frictional labor markets impose a fundamental trade-off: individuals may work on their own at any time, but can only take a potentially better-paid wage job after spending some time looking for it, suggesting that intertemporal considerations affect how people choose their occupation. We formalize this intuition under the job search framework and show that a sufficiently high subjective discount rate can justify the choice for own-account work even when it pays less than wage work. With this simple model, we estimate a lower bound for the discount rate that is implicit in the occupational choice of urban own-account workers in Brazil. We find that at least 65 percent of those workers appear to discount the future at rates superior to those available in the credit market, which suggests constrained occupational choice. Finally, we show that the estimated time preference lower bound is positively associated with food, clothing, and housing deprivation.

## Referee service

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*Journal of International Development* (2022, 23)

*Revue d'économie politique* (2022)

## Research conferences

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*IZA Summer School in Labor Economics*, Berlin (2023)

*PSE-CEPR Policy Forum*, Paris (2023)

*European Association of Labor Economists (EALE) Annual Conference*, Padova (2022)

*International Conference on Development Economics*, Clermont-Ferrand (2022)

*Journées de Microéconomie Appliquée*, Rennes (2022)

*Society of Labor Economists (SOLE) Annual Meeting*, Minneapolis (2022)

*Annual IZA/World Bank Jobs and Development Conference*, Warsaw (2020)

## Research seminars

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*University of Chicago, Experimental Seminar*, Chicago (2023)

*University of Chicago, Development Meeting*, Chicago (2023)

*Université Paris 1 Panthéon-Sorbonne, Behavior Workgroup*, Paris (2021)

*Paris School of Economics, Casual Friday Development Seminar*, Paris (2020, 21, 23)

## Conference organization

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*Panthéon-Sorbonne's Doctorissimes Conference*, Paris (2020, 22)

## Research grants

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**International mobility grant**, Paris School of Economics (2023)

**Research grant**, French National Research Agency (ANR) (2022-23)

**Full Ph.D. scholarship**, French Minister of Higher Education and Research (2019-22)

## Teaching experience

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**Université Paris 1 Panthéon-Sorbonne**, Teaching Assistant

— *Statistics*, undergraduate, in French (Fall 2019, 22)

— *Introduction to Econometrics*, undergraduate, in English (Spring 2020, 21)

— *Applied Econometrics*, masters, in French (Fall 2020, 21)

— *Descriptive Statistics*, undergraduate, in French (Fall 2020, 21)

**Sciences Po**, Adjunct Professor

— *Statistics Applied to Social Sciences*, undergraduate, in English (Spring 2020, 21)

## Other professional experience

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**Consultant**, World Bank, Social Protection and Labor, Global (2023)

**Credit analyst**, Moody's Investors Service, Financial Institutions Group, Latin America (2013-17)

**Macroeconomic research intern**, Banco Bradesco, Brazil (2012-13)

**Research analyst**, Frost & Sullivan, Brazil (2011-12)

**Journalist**, Universo Online, Brazil (2009-11)

**Journalist**, Agenzia Nazionale Stampa Associata, Brazil (2008-09)

## Languages

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Native proficiency in **Portuguese**

Full working proficiency in **English**, **French** and **Spanish**

Intermediate working proficiency in **Italian** and **German**

## Programming languages and software

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Full working proficiency with R, Stata, LaTeX, Qualtrics, HTML, CSS

## References

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**David N. Margolis**, Paris School of Economics

**Luc Behaghel**, Paris School of Economics

**John List**, University of Chicago