

Giulia Salvi

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Research Interests:

Primary: Development Economics, Behavioral & Experimental Economics
Secondary: Gender

Desired Teaching:

Development Economics, Behavioral Economics, Microeconomics

Education:

Ph.D., Economics, University of Gothenburg, Sep. 2022 – 2027 (expected)
Supervisors: Associate Prof. Joseph Vecci & Prof. Fredrik Carlsson
Visiting Student, Princeton University, 2026
MSc., Economics, University of Rome Tor Vergata, 2019 – 2021
Visiting Student (Dual Degree Program), University of Gothenburg, 2020 – 2021
BSc., Economics, University of Rome Tor Vergata, 2016 – 2019

Working Papers:

“Spousal Decision-Making and Women’s Employment”. Pre-Analysis plan available [here](#).

*Single-authored **Job Market Paper***

“Community-Based Solutions to Overcome Collective Action Problems: An Experiment in Rural Vietnam” with Thong Ho (Ho Chi Minh City University of Economics), Dung Le (Wageningen University), Nguyen Thi Phuong Linh (National Economics University), Joseph Vecci (Gothenburg University). Pre-Analysis plan available [here](#).

Work in Progress:

“Information and Husbands’ Support for Women’s Employment”. *Single-authored*

Grants, Scholarships, and Awards:

CEPR STEG Research Grants (with Thong Ho, Dung Le, Nguyen Thi Phuong Linh, Joseph Vecci), Research grant, 2025
Royal Swedish Academy of Science, Research grant, 2024 & 2025
The Barbro Osher's foundation, Research grant, 2025
Hedelius Scholarship, Travel grant, 2025
Lars Hiertas Memorial Foundation, Research grant, 2025
Donations Board Scholarships, Travel grant, 2024
Stiftelsen Siamon, Travel grant, 2024

Teaching Experience:

Teaching Assistant, Intermediate Micro (Undergrad), University of Gothenburg, 2023 - present
Teaching Assistant, Microeconomics (Undergrad), University of Gothenburg, 2024 - present

Professional Activities:

Development Economics Seminar Coordinator, University of Gothenburg, 2025
Chair, Doctoral Student Committee, Department Level, University of Gothenburg, 2023 – 24
Student Rep, Doctoral Student Committee, Faculty Level, University of Gothenburg, 2023 – 24

Presentations:

2026: Development Economics lunch Seminar, University of Gothenburg (planned)
Annual Swedish Development Economists (ASWEDE) Conference (planned)
Behavioral and Experimental Economics lunch Seminar, University of Gothenburg (planned)
Oxford Development Economics Workshop
The Choice Lab breakfast series, Norwegian School of Economics
University of Pittsburgh
Development Economics lunch Seminar, University of Gothenburg

2025: Behavioral and Experimental Economics Group Workshop, University of Gothenburg
Development Economics lunch Seminar, University of Gothenburg

2024: Workshop on Women in Private Sector Development and sustainable job creation
Annual Swedish Development Economists (ASWEDE) Conference
University of Economics Ho Chi Minh City
ESA World Meeting
Workshop in Experimental Economics, Universidad de Piura

Relevant Work Experience:

Trainee, European Economic and Social Committee (EESC, EU), 2022
Quantitative Intern, International Fund of Agricultural Development (IFAD, UN), 2021
Short-term Economic Consultant, Italian Chamber of Deputies, 2021

Computer Skills:

Stata (advanced), Latex (advanced), R (intermediate), Python (intermediate)

Languages:

Italian (native), English (fluent), Spanish (intermediate)

Research Description

My research lies at the intersection of development, behavioral, and experimental economics. I am particularly interested in understanding how social groups shape economic decisions in developing countries. My research focuses on two important development challenges: barriers to women's employment, where decisions are often made within households, and environmental collective-action problems, where weak institutions and limited enforcement make cooperation

among community members particularly important. I use a combination of survey experiments, lab-in-the-field experiments, and randomized field interventions to understand the mechanisms underlying these challenges and evaluate potential solutions, with applications in India and rural Vietnam.

Spousal Decision-Making and Women's Employment (*Job Market Paper*).

Across the world, women remain substantially less likely than men to participate in the labor force. For married women, employment decisions are often made within the couple rather than individually, yet little is known about whether and how husbands' and wives' preferences over jobs differ or how these preferences translate into joint decisions. To investigate this, I conduct a survey experiment with 1,021 married couples in peri-urban India, where all sampled wives are out of the labor force. Husbands and wives separately evaluate the same hypothetical job offers for the wife, with experimentally varied characteristics designed to relax previously identified constraints to female employment. Couples then evaluate the same offers jointly, allowing me to compare individual decisions with joint decisions. I document four main findings. First, husbands' willingness to accept employment opportunities for their wives is low for jobs that do not alleviate salient constraints, but increases substantially when constraints are relaxed. Second, husbands and wives value most job characteristics similarly on average, although husbands place significantly greater value on female-only workplaces. Third, disagreement is widespread: spouses disagree on 36 percent of job offers, with disagreement occurring in both directions. Fourth, joint decisions disproportionately favor rejection when spouses disagree, regardless of which spouse opposes the job. However, relaxing constraints reduce the likelihood that disagreement ends in rejection.

Community-Based Solutions to Overcome Collective Action Problems: An Experiment in Rural Vietnam with Thong Ho (Ho Chi Minh City University of Economics), Dung Le (Wageningen University), Nguyen Thi Phuong Linh (National Economics University), Joseph Vecchi (Gothenburg University).

Collective action problems pose significant barriers to addressing environmental problems in developing countries. In this project, we explore potential solutions to these challenges within the context of a rural area in a developing country. Our experiments compare the standard education approach which disseminates information about the environmental problem with three novel interventions. The first equips participants with a tailored set of tools aimed at enhancing cooperation and social capital within the community and thereby facilitating collective action. The second treatment adds a means for the community to monitor the environmental problem in public spaces. In the final variant, we provide additional information that enables the community to better understand their own exposure to the environmental issue. We also measure the impact on spillover farmers. We assess outcomes using metrics measuring changes in the environmental problem, production and cooperation within the community.

Information and Husbands' Support for Women's Employment

Husbands can play an important role in shaping women's labor-market decisions, yet little is known about whether providing them with information can increase their support for women's employment, or which types of information are most effective. This paper examines whether low-

cost information interventions addressing different concerns about women's work can influence husbands' willingness to support their wives' labor-market participation. I conduct a randomized information experiment with 1,021 married couples in peri-urban India, where all sampled wives are out of the labor force. Husbands are randomly assigned to one of three groups: a control group, a treatment providing information about legal protections for working women, or a treatment highlighting the potential benefits of women's employment for household welfare. I measure husbands' support through their willingness to allow their wives to be invited to an employment workshop and the minimum number of other participants they would require before agreeing to their wives' attendance. I find that both interventions increase support among husbands in households facing relatively few childcare and other household-responsibility constraints. However, these effects disappear among households facing greater constraints. These findings suggest that the effectiveness of information interventions depends on the extent to which household responsibilities are perceived as barriers to women's employment. More broadly, the results highlight the importance of considering both informational and structural constraints when designing interventions to promote women's employment.