Giulia Salvi

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Research Interests

Primary: Development Economics, Behavioral & Experimental Economics

Secondary: Gender Economics

Education

Ph.D. in Economics, University of Gothenburg, Sweden 09/2022 – 05/2027 (expected)
Supervisors: Associate Prof. Joseph Vecci & Prof. Fredrik Carlsson

Visiting Ph.D. Student, Princeton University, USA 02/2026 – 06/2026
Host: Associate Prof. Maria Micaela Sviatschi

M.Sc. in Economics, University of Rome Tor Vergata, Italy 2019 – 2021

Visiting Student, University of Gothenburg, Sweden 2020 – 2021

B.Sc. in Economics, University of Rome Tor Vergata, Italy 2016 – 2019

Working Papers

Spousal Decision-Making and Women's Employment **Job Market Paper**
Single-authored. Paper available here. Pre-Analysis Plan available here.

Abstract. Across the world, women remain substantially less likely than men to participate in the labor force. For married women, employment decisions often involve both spouses, yet little is known about how husbands and wives evaluate the same employment opportunities and how their individual preferences translate into joint decisions. To investigate these questions, I conduct a survey experiment with 1,021 married couples in peri-urban India, where all sampled wives are not working for pay. Husbands and wives independently evaluate identical hypothetical job offers for the wife, varying in wages, skill-development opportunities, and characteristics designed to alleviate constraints related to mobility, childcare, and mixed-gender workplaces. Couples then evaluate the same offers jointly, allowing me to examine how individual preferences translate into household decisions, particularly when spouses disagree. I find that husbands' willingness to support their wives' employment depends strongly on job characteristics. For a job without accommodations for key employment constraints, husbands' predicted probability of accepting the offer for their wives is only 23%. This probability increases substantially when jobs provide transportation, accommodate childcare responsibilities, or offer female-only workplaces. Husbands and wives value most job characteristics similarly, although husbands place significantly greater value on female-only workplaces. Despite these similarities, spouses disagree on approximately 36% of job offers. When they disagree, couples jointly reject the job in approximately 69% of cases, regardless of which spouse initially opposes employment. These findings suggest that addressing constraints to women's employment matters not only for women's individual willingness to work, but also for whether employment opportunities are acceptable within the household.

Community-Based Solutions to Overcome Collective Action Problems: An Experiment in Rural Vietnam
With Thong Ho, Dung Le, Phuong Linh Nguyen, Joseph Vecci.
Pre-Analysis Plan available here.

Abstract. Environmental problems often require coordinated action, yet cooperation is difficult when short-term private incentives conflict with longer-term collective interests. A large literature examines how collective action problems can be overcome, emphasizing communication, coordination, monitoring, and sanctions as key mechanisms for sustaining cooperation. However, much of the experimental evidence comes from laboratory public goods and common-pool resource games, leaving limited causal evidence on whether these mechanisms work in naturally occurring environmental settings. We address this gap through a randomized field experiment with over 1,600 shrimp farmers across 68 villages in Vietnam, where shared waterways facilitate the spread of pollution and shrimp disease. Drawing on Ostrom's design principles, we evaluate two community-based interventions: one promoting communication and coordination among farmers, and another combining communication with public monitoring of water quality. We find that communication increases discussion of shrimp disease, strengthens expectations of collective action, increases participation in community activities, and shifts norms surrounding pollution. However, neither intervention significantly improves environmental or production outcomes on average. Communication does improve environmental outcomes in villages with greater potential gains from coordination and more favorable conditions for collective action, including higher baseline social capital. Adding public monitoring generates no additional benefits and, relative to communication alone, reduces discussion and public goods behavior, potentially by increasing pessimism about environmental conditions.

Work in Progress

Information and Husbands' Support for Women's Employment
Manuscript in preparation

Safety at Work: Sexual Harassment Concerns and Women's Labor Market Choices
Research design stage

Grants and Scholarships

CEPR STEG Research Grant (with Ho, Le, Nguyen, and Vecci), GBP 19,500 (approx. EUR 23,400) 2025

Royal Swedish Academy of Sciences (Research Grant), SEK 160,000 (approx. EUR 14,600) 2025

Barbro Osher Research Scholarship (University of Gothenburg), SEK 70,000 (approx. EUR 6,400) 2025

Hedelius Scholarship (Princeton Research Stay), SEK 249,000 (approx. EUR 22,700) 2025

Lars Hierta Memorial Foundation (Research Grant), SEK 30,000 (approx. EUR 2,700) 2025

Royal Swedish Academy of Sciences (Research Grant), SEK 190,000 (approx. EUR 17,300) 2024

Donations Board Scholarship (University of Gothenburg), SEK 15,000 (approx. EUR 1,400) 2024

Stiftelsen Siamon (Conference Travel Scholarship), SEK 17,000 (approx. EUR 1,600) 2024

Teaching Experience

Teaching Assistant, Intermediate Microeconomics (Undergraduate) 2023 – present
University of Gothenburg, Sweden

Teaching Assistant, Microeconomics (Undergraduate) 2024 – present
University of Gothenburg, Sweden

Academic Service

Development Economics Seminar Coordinator 2025
University of Gothenburg, Sweden

Chair, Doctoral Student Committee (Department Level) 2023 – 2024
University of Gothenburg, Sweden

Student Representative, Doctoral Student Committee (Faculty Level) 2023 – 2024
University of Gothenburg, Sweden

Presentations and Conferences

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; 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 Bogotá; Workshop in Experimental Economics, Universidad de Piura

Relevant Work Experience

Trainee, European Economic and Social Committee (EESC, EU), Brussels, Belgium 2022

Quantitative Intern, International Fund for Agricultural Development (IFAD, UN), Rome, Italy 2021

Short-term Economic Consultant, Italian Chamber of Deputies, Rome, Italy 2021

Software Skills

MS Office, Stata, LaTeX, R, Python, KoboToolbox

Languages

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

References

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Prof. Peter Martinsson
University of Turin
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