

# Thiago Scarelli

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## Research Fields

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Labor Economics; Development Economics; Experimental Economics.

## 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 Countries

*Supervisor:* David N. Margolis

**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** [ [file](#) ]

A job is usually characterized as a combination of what people do and how much they are paid, with little attention to the fact that work arrangements also define *when* people are paid for their labor. This paper advances this discussion by investigating (a) how much value workers assign to having a short interval between their tasks and the associated payment and (b) what explains potential differences in such valuation across workers. Using a large-scale survey experiment with ridesharing drivers in Brazil, I document that the median driver would be willing to forgo a third of their earnings to be paid on the same day of their rides, compared to the alternative of being paid a month later. The analysis of a rich corpus of text responses shows that prompt remuneration tends to be more valuable for workers with little savings, limited access to credit, and pressing consumption needs. I also find evidence that quick payment can be a default choice for drivers, who become less likely to prioritize faster over higher earnings after being primed to think about their household budget.

## Publications

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

*Revue d'économie du développement* (2022)

To what extent is the workers' occupational category (whether someone is an employer, an employee, an own-account worker, or an unpaid family worker) associated with their material living conditions? 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, as measured by household assets.

## 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 [ [file](#) ]

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 Annual Conference (EALE)*, Padova (2022)
- *International Conference on Development Economics*, Clermont-Ferrand (2022)
- *Journées de Microéconomie Appliquée*, Rennes (2022)
- *Society of Labor Economists Annual Meeting (SOLE)*, Minneapolis (2022)
- *Annual IZA/World Bank Jobs and Development Conference*, Warsaw (2020)

## Research Seminars

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- *IÉSEG School of Management, IFLAME Seminar*, Paris (2023)
- *Paris School of Economics, Behavior Seminar*, Paris (2023)
- *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**, Paris School of Economics (EUR PgSE, ANR) (2022-23)

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

## Media

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- *The Next Generation of Research*, VoxEU Talk podcast (2023)

## Teaching Experience

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

- *Statistics*, undergraduate, in French (Fall 2019, 22, 23)
- *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 Stata, R, LaTeX, Qualtrics.

## References

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**David N. Margolis**, Paris School of Economics ([david.margolis@psemail.eu](mailto:david.margolis@psemail.eu))

**Luc Behaghel**, Paris School of Economics ([luc.behaghel@ens.fr](mailto:luc.behaghel@ens.fr))

**John List**, University of Chicago ([jlist@uchicago.edu](mailto:jlist@uchicago.edu))