

Jeremia Stalder

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Office: Rosenbergstrasse 22, St. Gallen, Switzerland

Research interests

Development Economics, Behavioral Economics

Education

PhD in Economics and Econometrics

University of St. Gallen

St. Gallen, Switzerland

Jan 2022 – present

MA in Quantitative Economics and Finance

University of St. Gallen

St. Gallen, Switzerland

2019 – 2022

BA in Economics

University of St. Gallen

St. Gallen, Switzerland

2016 – 2019

Computer Science

ETH Zurich (not completed)

Zurich, Switzerland

2012 – 2015

Working Papers

Informal Redistribution Through Work

joint with Elisa Macchi, *Econometrica* (forthcoming)

We investigate work as informal redistribution and the drivers underlying these preferences. In a field experiment in Kampala, Uganda, we find that employers and workers consistently choose work redistribution over cash transfers, both revealing a willingness to pay for work. By randomizing work tasks—including busywork—we show that work production value does not explain work redistribution choices: employers pay for zero marginal product work. Choices are also not explained by relational benefits such as signaling or networking; instead, motivations are normative. Experimental evidence suggests a norm for work redistribution rooted in incentive arguments on the demand side—as employers stop requiring work when recipients have verifiable emergencies—and a combination of reciprocity and dignity from earning on the supply side. This norm impacts the organization of production: firms appear larger and less productive. Effective firm size is 6.4% smaller, and revenues per hour are 9.3% higher when accounting for symbolic work.

Work in Progress

Mobile Internet, Digital Literacy, and Labor Outcomes: A Field Experiment in Kampala, Uganda

joint with Matteo Machiorlatti

Temporal Flexibility and the Cognitive Costs of Heat: Evidence from Online Chess and Github

In or Out? Goals and Productivity

joint with Andrea Burro

Presentations

Behavioral Economics Seminar May 2026

University of St. Gallen

Brown Bag Seminar Sep 2024

University of St. Gallen

Summer School in Experimental and Behavioral Economics Aug 2024

University of Crete (poster)

IGC Workshop Jun 2024

Kampala

FGN-HSG Workshop Jun 2024

University of St. Gallen

Young Swiss Economists Meeting Feb 2024

ETH Zurich (poster)

Verein für Socialpolitik Annual Conference Sep 2023

University of Regensburg

EEA-ESEM Aug 2023

Barcelona School of Economics

Gais PhD Workshop Jun 2023

University of St. Gallen

Grants

Green Box Grant 2026

CHF 10,000, joint with Stefan Buehler

University of St. Gallen

Behavioral Lab Mini Grant 2026

CHF 500, joint with Andrea Burro

University of St. Gallen

Additional courses

Spring School in Behavioral Economics Mar 2026

Alexander Cappelen, Bertil Tungodden, Uri Gneezy *RADY School of Management, UC San Diego*

Advanced Doctoral Course: Social Norms and Development Mar 2025

Eliana La Ferrara Study Center Gerzensee

Summer School in Experimental and Behavioral Economics Aug 2024

John List, Vincent Crawford, Michalis Drouvelis, Dana Suskind *University of Crete*

PhD Course on Environmental Economics Fall 2023

BREAD-IGC Virtual

Confronting Decision Theory with Experimental Data and Vice Versa Aug 2023

Shachar Kariv Norwegian School of Economics

	Bounded Rationality in Decisions and Games	Jun 2023
	Philippe Jehiel, Olivier Compte, Evan Friedman, Jean-Marc Tallon <i>Paris School of Economics</i>	
	PhD Course on Firms and Development	Jan/Feb 2023
	BREAD-IGC <i>Virtual</i>	
Teaching experience	Instructor	
	Microeconomics exercise session (BA)	2022 – 2025
	Microeconomics preparatory course for incoming Masters students	2023
	Programming with R for incoming Masters students	2023 – 2025
	Teaching Assistant	
	Topics in Industrial Organization (MA)	2023 – 2025
	Competition Policy: Theory and Practice	2025, 2026
Skills	Programming	
	Proficient in: R, STATA, SurveyCTO & Julia	
	Familiar with: Python & MATLAB	
	Languages	
	German (native), English (fluent), French (basic), Chinese (basic)	
Service	<i>Founder and Organizer, Behavioral Economics Seminar</i>	2025 – present
	University of St. Gallen	
	<i>Organizer, PhD Applied Micro Reading Group</i>	2025
	University of St. Gallen	
	<i>Organizer, Internal Seminar at ERP</i>	2022 – 2024
	University of St. Gallen	