

# Sakshi Upadhyay

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ACADEMIC POSITIONS      **Washington and Lee University**, Virginia, USA  
Visiting Assistant Professor of Economics, 2021-present

EDUCATION      **Virginia Polytechnic Institute and State University**, Virginia, USA  
Ph.D., Economics 2021

**Indira Gandhi Institute of Development Research**, Mumbai, India,  
M.Phil., Development Economics, 2016  
M.Sc., Economics, 2015

**University of Delhi**, Delhi, India  
B.A.(Hons), Economics, 2013

RESEARCH AND TEACHING INTEREST      Behavioral Economics, Game Theory, Experimental Economics, Public Economics

WORKING PAPERS      Coalitions improve coordination and provision of public goods: Theory and experimental evidence(with Sudipta Sarangi and Sheryll Ball)-submitted [\[click here\]](#)

*Abstract:* We study a public goods game with heterogeneous agents who care about their own payoff as well as that of the player who receives the lowest payoff. The weight on own payoff varies across players, and is private information. We first develop a theoretical model and then test the predictions of our model in a laboratory setting under different parameter conditions and find support. In both our model and experiments, introducing a prior coalition formation stage enables sorting of players according to their preferences, resulting in higher contributions to the public good. Additionally, we find that subjects in our experiment take previous round outcomes into account while making current period decisions. These results help explain the success of coalitions, such as International Environmental Agreements, which are effective in creating real world public goods like reductions in carbon emission.

*Coalition formation in Public Goods Game: An experimental test with endogenous preferences* (with Sudipta Sarangi and Sheryl Ball) [\[click here\]](#)

*Abstract:* An individual's social preferences can help explain their cooperation in a public goods game. In this experiment we use an incentivized modified dictator game to estimate individuals social preferences. We find that subjects who give money to others in the modified dictator game have a higher probability of joining the coalition and contributing to the public good. Joining the coalition translates to contributing to the

public good. In addition, higher MPCR (Marginal per capita return from the public good) not only leads to an increase in coalition size, but also enhances the chance of more subjects joining the coalition and contributing to the public good. Further, we find that joining and contributing to the public good depend positively on coalition size.

*Betrayal Aversion: Correlation in Psychology and Economics experiments* (with Sheryl Ball and Jason Aimone)

*Abstract:* This research provides a new dynamic view of betrayal aversion. We present results from two experimental studies to explore individuals betrayal aversion to familiar and novel safety devices. We observe high betrayal aversion levels for new safety devices than familiar safety devices. We conclude that lower observed levels of betrayal aversion are due to our participants having more years of experience with the safety product, through comparison of betrayal aversion for the same devices today to previously identified levels of betrayal aversion. We provide a theoretical model that suggests a mechanism through which experience may decrease betrayal aversion.

## WORK IN PROGRESS

*Impact of feedback on reducing gender differences in advising: Experimental Evidence* - data collection

*Trade and Innovations: A lab test of two growth theories* (with Priyam Verma)  
- experiment design

*Impact of Water Conservation on Crop Burning Choice: Evidence from India* (with Nilesch Shinde) - draft coming soon

## PUBLICATIONS

*Social Preferences and Public Goods provision* (with Sudipta Sarangi, Game Theory and Networks - New Perspectives and Directions, Springer Nature, 2021) [[click here](#)]

## GRANTS

**National Science Foundation Grant:** *Doctoral Dissertation Research in Economics: To Join or Not to Join: Coalition Formation in a Public Goods Game*, awarded amount \$9597 (received March 2020)

**Lenfest Research Summer Grant:** *Washington and Lee University*, awarded amount \$2500 (received March 2021)

## TEACHING EXPERIENCE

### Washington and Lee University

*Advanced Experimental Economics*  
Spring 2023 (scheduled), Fall 2022, Spring 2022, Fall 2021

*Introductory Behavioral & Experimental Economics*  
Fall 2022, Fall 2021

*Principle of Economics*  
Spring 2023(scheduled), Spring 2022

*Directed Individual Research* (Honors Thesis)  
2022-2023

## Virginia Tech

*Intermediate Microeconomics*, Instructor  
Spring 2021, Summer 2020, Spring 2020, Summer 2019

*Experimental Economics (Graduate)*, *Neuro-economics*, *Money and Banking*, *Principles of Economic*, Teaching Assistant (2016-2021)

## Ashoka University, India

*Introduction to Game Theory and Strategic Reasoning*, Teaching Assistant  
Summer 2020

### RESEARCH EXPERIENCE

*Research Fellow*, Kellogg Center for Philosophy, Politics and Economics, Virginia Tech, 2020-2021

*Associate Collaborator*, SAIG, Statistics Department, Virginia Tech, Spring 2021, Fall 2020

*Research Assistant*, Management Department, Virginia Tech, Spring 2021, Fall 2020

*Research Assistant*, Biocomplexity Institute, Virginia Tech, April-October 2018

*Research Assistant*, Indira Gandhi Institute of Development Research, Mumbai, India, July 2015-July 2016

*Intern*, Reserve Bank of India, Mumbai, India, June-July 2014

### FELLOWSHIPS AND AWARDS

Research Fellowship, Kellogg Center for Philosophy, Politics and Economics, Virginia Tech, Summer 2020

Graduate Instructor of the Year Economics Department, Virginia Tech, Spring 2020

Recipient of “Rising Scholar Award”, Economics Department, Virginia Tech, Summer 2018

Best Third Year Paper Award, Economics Department, Virginia Tech, Summer 2019

Graduate Research Development Program (GRDP) research support awards, Fall 2019

Graduate Travel Fund (Graduate School, Virginia Tech), Spring 2020, Spring 2019

Graduate Assistant Tuition Fellowship, Virginia Tech, 2016-2021

### PRESENTATIONS

**2022:** ESA World Meeting 2022; 33rd Stony Brook International Conference on Game Theory

**2021:** International Conference on Social Choice and Voting Theory

**2020:** Behavioral Research in Economics Workshop, India; ESA seminar for Job market Candidates; Southern Economic Association 90th Meeting

**2019:** Winter School, Delhi School of Economics, India; Southern Economic Association 89th Annual Meetings; 30th Stony Brook International Conference on Game Theory; Spring 2019 Midwest Economic Theory and International Trade Meetings; 35th Graduate Student Association Research Symposium, Virginia Tech

**2018:** 14th Annual Conference on Economic Growth and Development, India; Virginia Association For Economist Meetings

COMPUTER SKILLS	Stata, R, MATLAB, ZTree, Microsoft Office, L <sup>A</sup> T <sub>E</sub> X	
REFEREING SERVICES	National Science Foundation, Journal of Economic Behavior and Organization, Journal of Public Economic Theory, Virginia Journal of Social Sciences	
ADDITIONAL TRAINING	IFREE's 24th Annual Workshop in Experimental Economics (Chapman University)	
AFFILIATIONS	American Economic Association, Economic Science Association, Southern Economic Association	
LANGUAGES	English (Proficient), Hindi (Native)	
CITIZENSHIP/ VISA	India/F1 Visa	
REFERENCES	<b>Sudipta Sarangi</b> Professor and Department Head Department of Economics Virginia Tech E-mail: <a href="mailto:ssarangi@vt.edu">ssarangi@vt.edu</a>	<b>Sheryl Ball</b> Professor Department of Economics Virginia Tech E-mail: <a href="mailto:sball@vt.edu">sball@vt.edu</a>
	<b>Linda Hooks</b> Professor and Department Head Department of Economics Washington and Lee University E-mail: <a href="mailto:hooks1@wlu.edu">hooks1@wlu.edu</a>	<b>Eric Bahel</b> Associate Professor Department of Economics Virginia Tech E-mail: <a href="mailto:erbahel@vt.edu">erbahel@vt.edu</a>