

# Sakshi Upadhyay

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

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

**Indraprastha College For Women, University of Delhi**, Delhi, India  
B.A.(Hons), Economics, 2013

FIELDS OF INTEREST      Behavioral Economics, Applied Theory, Experimental Economics

DISSERTATION      Role of Social Preferences and Coalitions in a Public Goods Game

DISSERTATION COMMITTEE      Sudipta Sarangi (*Co-Chair*), Sheryl Ball(*Co-Chair*), Eric Bahel, Xu Lin

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

PUBLICATIONS      *Social Preferences and Public Goods provision* (with Sudipta Sarangi, forthcoming, Game Theory and Networks - New Perspectives and Directions, Springer Nature, 2021)

*Abstract:* This paper surveys the literature on social preferences and their incorporation in a public goods game. The Nash equilibrium in a typical public goods game is to free ride; however experimental evidence shows that players frequently cooperate. When an individual’s utility function accounts for social preferences, one can explain cooperative behavior and contribution to public goods. This chapter surveys a number of different models of social preferences and their impact on public goods provision, both theoretically and empirically. Finally, we examine how provisioning of the public goods is affected by social preferences when agents play this game in networks and coalitions.

WORKING PAPERS      *To join or not to join: Coalition Formation in Public Good Games* [**Job Market Paper**]

*Abstract:* Commitment devices such as coalitions can increase outcome efficiency in public goods provision. This paper studies the role of social preference in a two stage public good game where, in the first stage, heterogeneous agents choose whether or not to join a coalition then, in the

next stage, the coalition votes on whether its members will contribute. I find that individuals with stronger social preferences are more likely to join the coalition and vote for the coalition to contribute to the public good. I further show that higher marginal benefits of contribution leads to more people joining the coalition and contributing to the public good. These results hold whether the coalitions decision is determined by a majority voting or a unanimous voting rule. The results are also robust to different model specifications.

*Coalition Formation in Public Goods Games: Experimental Evidence* (with Sudipta Sarangi and Sheryll Ball)

Data collected October 2020, draft available on request.

*Abstract:* Inclusion of social preferences in coalitions can help explain the existence of large sized coalitions. In this experiment we exogeneously induce social preferences, Rawlsian preferences in particular in subjects payoff. We find that subjects with pro social preferences have a higher probability of contributing for contributing to the public good. Joining the coalition translates in contributing to the public good. Also higher MPCR(benefit from cooperation) results in increase in coalition, higher probability of subjects joining the coalition and contributing to the public good. Joining and contributing to the public good also depend positively on previous periods payoff of least well off person and number of contributors.

#### WORK IN PROGRESS

*Coalition formation in public goods game: An experimental test with endogenous preferences* (with Sudipta Sarangi and Sheryl Ball): Data collection will begin January 2021

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

*Impact of Impact of Water Conservation on Crop Burning Choice: Evidence from India* (with Nilesh Shinde)

#### TEACHING EXPERIENCE

*Instructor*, Microeconomic Theory (Undergraduate), Virginia Tech, Summer 2020, Spring 2020, Summer 2019

*Teaching Assistant*, Introduction to Game Theory and Strategic Reasoning , Ashoka University, Delhi, India, Summer 2020

*Teaching Assistant*, Experimental Economics (Graduate), Virginia Tech, Spring 2019, Spring 2018

*Teaching Assistant*, NeuroEconomics, Virginia Tech, Fall 2018,

*Teaching Assistant*, Money and Banking, Virginia Tech, Spring 2017

*Teaching Assistant*, Principle of Economics (Micro and Macro), Virginia Tech, Fall 2016

#### RESEARCH EXPERIENCE

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

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

*Research Assistant*, Management Department, Virginia Tech, 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

REFEREING  
SERVICES

Economic Modelling, Virginia Journal of Social Sciences

ADDITIONAL  
TRAINING

IFREE's 24th Annual Workshop in Experimental Economics (Chapman University)

FELLOWSHIPS  
AND AWARDS

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-Present

PRESENTATIONS

Behavioral Research in Economics Workshop, India (BREW) December 2020 (*scheduled*)

ESA seminar for Job market Candidates, December 2020 (*scheduled*)

Southern Economic Association 90th Meeting, November 2020 (*scheduled*)

Winter School 2019, Delhi School of Economics, India, December 2019

Southern Economic Association 89th Annual Meetings, November 2019

30th Stony Brook International Conference on Game Theory, July 2019

Spring 2019 Midwest Economic Theory and International Trade Meetings, May 2019

35th Graduate Student Association Research Symposium, Virginia Tech, March 2019

14th Annual Conference on Economic Growth and Development, India , December 2018

Virginia Association For Economist, April 2018

DISCUSSANT  
ACTIVITIES                      Southern Economic Association 89th Annual Meetings, November 2019

COMPUTER  
SKILLS                              Stata, R, MATLAB, ZTree, Microsoft Office, L<sup>A</sup>T<sub>E</sub>X

AFFILIATIONS                      American Economic Association, Southern Economic Association

LANGUAGES                        English (Proficient), Hindi (Native)

CITIZENSHIP/  
VISA                                India/F1 Visa

REFERENCES                      **Sudipta Sarangi**  
Professor and Department Head  
Department of Economics  
Virginia Tech  
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**Sheryl Ball**  
Professor  
Department of Economics  
Virginia Tech  
E-mail: [sball@vt.edu](mailto:sball@vt.edu)

**Eric Bahel**  
Associate Professor  
Department of Economics  
Virginia Tech  
E-mail: [erbahel@vt.edu](mailto:erbahel@vt.edu)