

# Sanket Patil

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Kellogg

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Fields Research: Behavioral Theory, Organizational Economics  
Teaching: Microeconomics, Game Theory, Competitive Strategy

Education **Kellogg School of Management, Northwestern University**  
Ph.D. in Managerial Economics and Strategy Anticipated (2022)  
Committee: Yuval Salant (Chair), Niko Matouschek, Alvaro Sandroni  
**Indian Statistical Institute, Delhi**  
M.S. in Quantitative Economics 2013-15  
**Indian Institute of Technology (IIT) Kharagpur**  
B.Tech. (Hons) + M.Tech. in Metallurgical and Materials Engineering 2007-12

Working Papers **"Strategic Justifications", *Job Market Paper***  
*Abstract:* A self-interested expert obtains evidence and takes actions on behalf of many clients. Afterward, the expert justifies these actions to an auditor with limited expertise. The auditor verifies that the expert's justification is consistent with the evidence and that the actions were in the clients' best interest. We explore how this ex-post scrutiny disciplines the expert. The constraint of justifying actions to an auditor, even an auditor with little expertise, can force the expert to act in the best interest of all clients under certain conditions. When these conditions do not hold, the expert devises a justification that makes the expert's selfish actions appear client-optimal. In this justification, the expert inflates the strength of weak evidence and deflates the strength of strong evidence. Surprisingly, an increase in the auditor's expertise can harm clients on average.

**"Choosing Sample Sizes" with Yuval Salant, *R&R in Theoretical Economics***

*Abstract:* How much data about an unknown parameter would a designer provide to a decision maker (DM) in order to convince the DM that the parameter value is sufficiently high? We study this question for DMs who are unbiased or Bayesian statisticians and for data which are Bernoulli experiments governed by the parameter value. We establish that in many environments the designer's optimal sample size is the largest one satisfying that one or more — or a simple majority of — favorable data realizations would convince the DM that the parameter value is sufficiently high.

Work in Progress **"Communicating to Strategic Listeners"**  
**"Auctions with Sampling"**

Conference Econometric Society World Congress 2020  
Presentations Western Economic Association International (WEAI) Conference 2021

Fellowships & Awards	Graduate Fellowship, Kellogg School of Management	2015-22
	M.S. QE Fellowship, Indian Statistical Institute	2013-15
	All India Rank 2745 in IIT Entrance Examination (top 2% of examinees)	2007
	Ranked 13th in the S.S.C Examination (top 1% of examinees), Mumbai Board	2004
Teaching Experience	Teaching Assistant, Kellogg School of Management	
	Competitive Strategy & Industrial Structure (MBA, Undergraduate)	2017-22
	Business Analytics II (MBA, MSMS)	2017-19
	Game Theory (Executive MBA)	2018
	Microeconomic Analysis (MBA)	2017
	Static Optimization in Economics (PhD)	2016-18
Research Experience	Research Assistant, Yuval Salant	2017-19
	Research Assistant, Michael Powell	2018
	Research Assistant, Alvaro Sandroni and Willemien Kets	2017
Past Employment	Associate Engineer, Airbus Engineering Centre India	2012-13
Languages	English (fluent), Hindi (fluent), Marathi (fluent)	
References	Professor Yuval Salant MEDS, Kellogg SOM Northwestern University 2211 Campus Drive Evanston, IL 60208 847.491.5149 <a href="mailto:y-salant@kellogg.northwestern.edu">y-salant@kellogg.northwestern.edu</a>	Professor Niko Matouschek Strategy, Kellogg SOM Northwestern University 2211 Campus Drive Evanston, IL 60208 847.491.4166 <a href="mailto:n-matouschek@kellogg.northwestern.edu">n-matouschek@kellogg.northwestern.edu</a>
	Professor Alvaro Sandroni MEDS, Kellogg SOM Northwestern University 2211 Campus Drive Evanston, IL 60208 847.491.3729 <a href="mailto:sandroni@kellogg.northwestern.edu">sandroni@kellogg.northwestern.edu</a>	
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