

# Darshana Sunoj, Ph.D.

✉ darshanasunoj@gmail.com

📍 303 Kern, Penn State University, University Park 16802

🌐 <https://darshanasunoj123.github.io/darshanasunoj/>

🌐 LinkedIn

📞 (814)-753-0468

## Education

- 2018 – 2024    📖 **Ph.D., The Pennsylvania State University, University Park**  
Department of Economics  
Thesis: *Essays in Bargaining with Outside Options*
- 2015 – 2017    📖 **M.A. Economics, Delhi School of Economics**
- 2012 – 2015    📖 **B.A. Economics and Statistics, St. Xavier's College, Mumbai**

## Research

### Why Better Outside Options May Erode Bargaining Power (Job Market Paper)

In this paper, I study *how the cost of exercising outside options* influences bargaining outcomes in an interdependent value setting. A seller, who has an outside option, bargains with a buyer who has private information about the value of the object. The value of the outside option depends on the value of the object. Examples of such situations include negotiations between oil companies and landowners. I find that when the seller's cost of exercising the outside option falls, she may be made worse off.

### Bargaining With Unobservable Outside Options

In this paper, I study how *unobservability of outside options* influences *bargaining outcomes and dynamics*. A seller searches for an outside option while bargaining with a buyer who has private information about the her value for the object. I construct a 'haggling' equilibrium in which the seller screens the buyer finely before making an ostensible take it or leave it offer. The seller's payoff is equal to the payoff she would receive if she waits for the buyer to become pessimistic enough before making an offer.


## Skills

- Technical    📖 Python, STATA, L<sup>A</sup>T<sub>E</sub>X, MATLAB
- Languages    📖 English (Fluent), Hindi (Fluent), Malayalam (Native)

## Work Experience

- Spring 2024-current    📖 **Research Assistant** to Professor Nonna Sorokina, Assistant Professor of Business/Finance, Pennsylvania State University
- Project under the aegis of the Post-Industrial Midwest and Appalachia (PIMA) Nuclear Alliance initiative.
  - The project seeks to study how introduction of SMR (Small and Medium Reactors) impact the local economy
- Summer 2022    📖 **Research Assistant** to Professor Miaomiao Dong, Assistant Professor of Economics, Pennsylvania State University
- Worked on project: *Strategic Disclosure in Research Races* which studied disclosure incentives in a model of two step strategic experimentation




## Work Experience (continued)

- 2017-2018     **Research Assistant** to Professor Anirban Kar, Professor of Economics, Delhi School of Economics
- Worked on project: *Localized Power Structures, Conflict and Poverty* which studied how local power structures shapes resource allocation in three Indian states

## Miscellaneous Experience

- 2016-2017     **Co-Chief Editor** Economics Magazine (EOSTRE), Delhi School of Economics
- 2015     **Public Relations Co-coordinator**, Intercollegiate Statistics Festival, St. Xavier's College, Mumbai

## Teaching

- Spring 2022     **Game Theory (Ph.D. first year)**
- Fall 2020, Fall 2021     **Mathematical Economics (Ph.D. first year)**
- Fall 2019, Spring 2020     **Game Theory (Undergraduate)**

## References

### Professor Rohit Lamba (Advisor)

Assistant Professor of Economics  
New York University, Abu Dhabi  
Email:rohitylamba@nyu.edu

### Professor Kalyan Chatterjee

Distinguished Professor  
of Economics and Management Science  
Penn State, University Park 16802  
Email:kchatterjee@psu.edu

### Professor Miaomiao Dong

Assistant Professor of Economics  
Penn State, University Park 16802  
Email:mzd559@psu.edu

### Professor Yuhta Ishii

Assistant Professor of Economics  
Penn State, University Park 16802  
Email:yxi5014@psu.edu