

# Sakshi Upadhyay

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## ACADEMIC POSITIONS

**Visiting Assistant Professor**, Department 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

**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 (received March 2020)

## WORKING PAPERS

To join or not to join: Coalition Formation in Public Good Games [[Job Market Paper](#)]

*Abstract:* In this paper I study the long standing trade-off between coalition sizes and return from public good. After incorporation of social preferences, I show that this trade off need not exist, which is in line with experimental evidence. My model setup is a two stage public good game where heterogeneous agents have the option to join the coalition. In the first stage, agents choose whether to join a coalition and in the second stage, 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 return from public good 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.

*Coalition Formation in Public Goods Games: Experimental Evidence* (with Sudipta Sarangi and Sheryll Ball) [[click here](#)]

*Abstract:* Inclusion of social preferences in coalitions can help explain the existence of large sized coalitions. In this experiment, subject's payoffs are determined by exogenously inducing social preferences, Rawlsian preferences in particular into an individual's utility function. We find that subjects with pro-social preferences 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 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 previous periods' payoff of the least well-off person, thus confirming the presence of Rawlsian preferences.

*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 incitivated 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 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.

WORK  
IN PROGRESS

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

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

PUBLICATIONS

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

*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.

TEACHING  
EXPERIENCE

*Instructor*, Introductory Behavioral and Experimental Economics (Undergraduate), Washington and Lee University, Fall 2021

*Instructor*, Advanced Experimental Economics (Undergraduate), Washington and Lee University, Fall 2021, Winter 2022

*Instructor*, Principle of Economics (Undergraduate), Washington and Lee University, Winter 2022

*Instructor*, Microeconomic Theory (Undergraduate), Virginia Tech, Spring 2021, 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, Spring 2021

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

*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-Present

PRESENTATIONS Behavioral Research in Economics Workshop, India, December 2020  
ESA seminar for Job market Candidates, December 2020  
Southern Economic Association 90th Meeting, November 2020  
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

REFEREEING 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, Southern Economic Association

LANGUAGES English (Proficient), Hindi (Native)

CITIZENSHIP/  
VISA India/F1 Visa

REFERENCES

**Sudipta Sarangi**

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Department of Economics  
Virginia Tech  
E-mail: [ssarangi@vt.edu](mailto:ssarangi@vt.edu)

**Sheryl Ball**

Professor  
Department of Economics  
Virginia Tech  
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**Shikha Silwal**

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