

SARAH A. JACOBSON

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FIELDS:

Environmental Economics, Experimental Economics, Microeconomics

POSITIONS:

Williams College, Associate Professor of Economics	July 2016 to present
Williams College, Assistant Professor of Economics	July 2010 to June 2016

EDUCATION:

PhD Economics, Georgia State University, 2010
MA Economics, Georgia State University, 2005
BS Engineering, Harvey Mudd College, 1998

PUBLICATIONS – PEER REVIEWED:

- Abidoye, Babatunde, Dissanayake, Sahan T. M., and Jacobson, Sarah, 2021. "Seeds of Learning: Uncertainty and Technology Adoption in an Ecosystem-Based Adaptation Game." *Applied Economics Teaching Resources*, forthcoming.
- Dissanayake, Sahan T. M., and Jacobson, Sarah, 2021. "Money Growing on Trees: A Classroom Game About Payments for Environmental Services in Community Forestry." *Journal of Economic Education*, forthcoming.
- de Oliveira, Angela and Jacobson, Sarah, 2021. "(Im)patience by Proxy: Making Intertemporal Decisions for Others." *Journal of Economic Behavior and Organization*, 182, 83-99.
- Delaney, Jason, Jacobson, Sarah, and Moenig, Thorsten, 2020. "Preference Discovery." *Experimental Economics*, 23(3), 694-715. (formerly circulated as "Discovered Preferences for Risky and Non-Risky Goods")
- Dissanayake, Sahan T. M. and Jacobson, Sarah A., 2016. "Policies with Varying Costs and Benefits: A Land Conservation Classroom Game." *The Journal of Economic Education*, 47(2), 142-160.
- Delaney, Jason and Jacobson, Sarah, 2016. "Payments or Persuasion: Common Pool Resource Management with Price and Non-price Measures." *Environmental and Resource Economics*, 65(4), 747-772.
- Delaney, Jason and Jacobson, Sarah, 2015. "The Good of the Few: Reciprocal Acts and the Provision of a Public Bad." *Journal of Behavioral and Experimental Economics*, 58, 46-55.

Jacobson, Sarah, 2014. "Temporal Spillovers in Land Conservation." *Journal of Economic Behavior and Organization*, 107, Part A, 366-379. (Special issue on "Identification of Causal Effects in Environmental and Energy Economics")

Delaney, Jason and Jacobson, Sarah, 2014. "Those Outsiders: How Downstream Externalities Affect Public Good Provision." *Journal of Environmental Economics and Management*, 67(3), 340-352.

Jacobson, Sarah and Petrie, Ragan, 2014. "Favor Trading in Public Good Provision." *Experimental Economics*, 17(3), 439-460.

Jacobson, Sarah and Petrie, Ragan, 2009. "Learning from Mistakes: What Do Inconsistent Choices over Risk Tell Us?" *Journal of Risk and Uncertainty*, 38(2), 143-158.

OTHER PUBLICATIONS:

Jacobson, Sarah, 2018. "Using Twitter to Make Your Professional Life Better, Not Worse." *Hispanic Economic Outlook*. Fall 2018.

Jacobson, Sarah, 2018. "Inclusion Strengthens and Enriches the NAREA Community" (Presidential Address). *Agricultural and Resource Economic Review*, 47(3), 415-418.

Jacobson, Sarah, 2015. "How to Learn to Stop Worrying and Love the Job Market." *Southern Economic Journal*, 81(3), 843-863. ("Targeting the Profession" section.)

Alm, James and Jacobson, Sarah, 2007. "Using Laboratory Experiments in Public Economics." *National Tax Journal*, 60(1), 129-152.

WORKING PAPERS:

Earnhart, Dietrich, Jacobson, Sarah, Kuwayama, Yusuke, and Woodward, Richard, 2020. "Discretionary Exemptions from Environmental Regulation: Flexibility for Good or for Ill." Latest revision: May 2020. (Revise and resubmit)

Aquino, Patrick, Gazzale, Robert, and Jacobson, Sarah, 2015. "When Do Punishment Institutions Work?" Latest revision: August 2015.

WORK IN PROGRESS:

"Effect of Ownership Type on Deterrence: Private Ownership versus Government Ownership," with Dietrich Earnhart.

"Public and Private Provision of Security," with Gregory DeAngelo.

"A Theory of Preference Discovery," with Jason Delaney & Thorsten Moenig.

"Race and the Perception of Criminality," with Robynn Cox.

"Your Mine! An Interactive Game Demonstrating the Economic Theory of Natural Resource Extraction."

"Study of the Effects of the Social Justice Movement on Faculty," with Mackenzie Alston.

RESEARCH GRANTS:

EXTERNAL:

National Science Foundation (NSF) Award SES-1947464. “RUI: In-Kind Giving: Motives, Beliefs, and Behaviors,” with Angela de Oliveira and Elizabeth Searing, 2020-22 (\$205,072)

Russell Sage Foundation. “How Race Affects Perceptions of Criminality and Thereby Employment,” (Co-PI) with Robynn Cox (PI) and Jennifer Doleac and Benjamin Hansen (Co-PI’s), 2015-2017 (\$28,600)

National Science Foundation (NSF) Award SES-0752754. “Doctoral Dissertation Research in Economics: The Girl Scout Cookie Phenomenon – An Experimental Study of Social Effects in Fundraising,” with Ragan Petrie, 2008 (\$8,640)

INTERNAL:

Oakley Center Fellowship, Williams College, 2018. (\$4,000)

Williams College Hellman Fellows Grant. “The Inter-temporal Effectiveness of Altruism,” with Angela de Oliveira, 2014-16 (\$15,556)

Center for the Economic Analysis of Risk (CEAR) small grant. “Luck and Discovered Risk Preferences,” with Jason Delaney and Thorsten Moenig, 2011-13 (\$5,000)

Georgia State University Dissertation Grant, “Peer Pressure in Grassroots Fundraising: The Girl Scout Cookie Phenomenon,” with Ragan Petrie, 2008 (\$1,000)

AWARDS:

Andrew Young School Excellence in Teaching Economics Award, 2010

Third Year Paper Award, 2008, “The Girl Scout Cookie Phenomenon: Peer Pressure in Grassroots Fundraising”

Carole Keels Endowed Scholarship in Economics, 2008

Jack Blicksilver Scholarship in Economics, 2007

Master of Arts in Economics Award, Georgia State University, 2005

TEACHING EXPERIENCE:

WILLIAMS COLLEGE – CLASSES TAUGHT:

The Economics of Environmental Behavior (undergrad)

Environmental Policy & Natural Resource Management (undergrad & MA)

Intro to Environmental & Natural Resource Economics (undergrad)

Price & Allocation Theory (intermediate micro, undergrad)

WILLIAMS COLLEGE – UNDERGRADUATE THESIS ADVISING:

2020: Jacob Shuman

2019: Josie Maynard

2018: Peter Lugthart (co-advised), Yinga Xia (co-advised)

2017: Robin Park

2013: Samuel Brinkley

2012: Patrick Aquino

2011: Ellen Stuart

OTHER TEACHING:

“Behavioral Economics” module for Cornell Institute for China Economic Research Summer Program: July 2019, July-August 2020.

“Experimental Methods for Behavioral Science” week-long class for Global School for Empirical Research Methods: August 2018, Ljubljana, Slovenia; December 2018, Medellín, Colombia; August 2019, Ljubljana, Slovenia.

GEORGIA STATE UNIVERSITY – CLASSES TAUGHT:

The Global Economy (undergrad) (once as instructor; once as teaching asst.)

Optimization & Partial Equilibrium Analysis (2nd-semester PhD micro) (teaching asst., twice)

Principles of Microeconomics (teaching asst.)

PRESENTATIONS:

2021: American Economic Association (AEA) conference (poster); Duke Kunshun University (non-research)

2020: Equity and Inclusion in Economics at Liberal Arts Colleges (non-research); Northeast Agricultural & Resource Economics Association (NAREA) conference; University of Connecticut (Dept. of Economics); Southern Economics Association (SEA) conference

2019: American Economic Association (AEA) conference (non-research); University of Massachusetts (non-research); Williams College; Texas A&M University (Dept. of Economics; Applied Economics Research Symposium co-keynote); University of Kansas Economics Workshop on Renewable Energy Adoption and Environmental Quality Protection; Association of Environmental & Resource Economics (AERE) conference; New England Experimental Economics Workshop; Northeast Agricultural & Resource Economics Association (NAREA) conference; Indiana University (School of Public and Environmental Affairs); Academics & Social Media Forum (non-research)

2018: Beijing Forestry University; Williams College; Harvard Kennedy School; Northeast Workshop on Energy Policy and Environmental Economics; New England Experimental Economics Workshop; Northeast Agricultural & Resource Economics Association (NAREA) conference; World Congress of Environmental and Resource Economics (WCERE) conference; Decision Making for Others conference; American Economic Association (AEA) Summer Mentoring Pipeline conference (non-research); Claremont McKenna College; Montreal Workshop in Environmental and Resource Economics; Southern Economics Association (SEA) conference

2017: American Economic Association (AEA) conference; Colorado College; Beijing Forestry University; New England Experimental Economics Workshop; Northeast Agricultural & Resource Economics Association (NAREA) conference; Social Dilemma conference; Agricultural & Applied Economics Association (AAEA) conference;

- University of Colorado Environmental & Resource Economics Workshop; Heartland Environmental and Resource Economics Workshop; Economic Science Association (ESA) North American conference; Southern Economics Association (SEA) conference
- 2016: University of Kansas Innovation at the Nexus of Food, Energy, and Water Systems Research Symposium; Williams College; Université de Sherbrooke; Appalachian State Experimental and Environmental Policy Workshop; New England Experimental Economics Workshop; Association of Environmental & Resource Economics (AERE) conference; Northeast Agricultural & Resource Economics Association (NAREA) conference; Southern Economic Association (SEA) conference
- 2015: Colgate University; Williams College; Social Dilemma conference; Conference on Teaching and Research in Economic Education; Western Massachusetts Experimental Economics Workshop; Northeast Agricultural & Resource Economics Association (NAREA) conference; University of Colorado Boulder; Colorado School of Mines; Colorado State University; University of Colorado Environmental & Resource Economics Workshop; Science of Philanthropy Initiative Conference; Middlebury College; Economic Science Association (ESA) conference; Southern Economic Association (SEA) conference
- 2014: University of Rhode Island (Dept. of Environmental & Natural Resources); Williams College; Maine Economic Conference; University of Illinois Urbana-Champaign (Dept. of Agricultural & Consumer Economics); Northeast Agricultural & Resource Economics Association (NAREA) conference; Society for the Advancement of Behavioral Economics (SABE) conference; University of Wyoming; University of Colorado Environmental & Resource Economics Workshop; University of Texas at Dallas; University of Texas at Arlington; Texas A&M University; University of Delaware (Dept. of Applied Economics & Statistics); Science of Philanthropy Initiative Conference; Southern Economic Association (SEA) conference
- 2013: University of Maine; Association of Environmental & Resource Economics (AERE) conference; Northeast Agricultural & Resource Economics Association (NAREA) conference; Identification of Causal Effects in Environmental & Energy Economics Workshop; Society for the Advancement of Behavioral Economics (SABE) conference (with IAREP and ICABEEP); Binghamton University; Cornell University; Union College
- 2012: Williams College; University of Kansas; Association of Environmental & Resource Economics (AERE) conference; Northeast Agricultural & Resource Economics Association (NAREA) conference; Foundations & Applications of Utility, Risk & Decision Theory International (FUR) conference; Economic Science Association (ESA) North American conference
- 2011: Florence Workshop on Behavioral & Experimental Economics; University of Colorado Environmental & Resource Economics Workshop; Rensselaer Polytechnic Institute; Economic Science Association (ESA) North American conference
- 2010: American Economic Association (AEA) conference; Williams College (twice); University of Pittsburgh (GSPIA); University of Texas at Arlington; Worcester Polytechnic Institute; Seattle University; Loyola University Chicago; Environmental

Protection Agency NCEE; University of Manchester; Economic Science Association (ESA) North American conference

2009: Economic Science Association (ESA) North American conference; Camp Resources XVI

2008: Southern Economic Association (SEA) conference; Georgia State University Andrew Young School Honors Day Dinner (invited speech)

2006: Southern Economic Association (SEA) conference

EXTERNAL SERVICE AND PROFESSIONAL ACTIVITIES:

Mentoring (now or within past 5 years): American Economic Association Pipeline Mentoring Program, American Economic Association Committee on the Status of Women in the Economic Profession (CSWEP) CeMENT, American Economic Association Summer Program (undergraduate research project), Research in Color, Northeastern Agricultural and Resource Economics Association (NAREA) Career Advancement and Mentorship (CAM), Williams College new faculty mentoring program

Board of Directors member, Association of Environmental and Resource Economics (AERE), 2021-22

Elected Chair of Diversity and Inclusion Committee, Northeastern Agricultural and Resource Economics (NAREA), 2019-2022

Editorial Council member for *Land Economics*, 2021-23

Editorial Council member for *Journal of Environmental Economics and Management*, 2021-present

Editorial Board member for *Review of Behavioral Economics*, 2016-present

Editorial Council member for *Journal of the Association of Environmental and Resource Economists*, 2014-present

Organizing team member, Online Summer Workshop in Environment, Energy, and Transportation (Economics) (OSWEET), 2020-present

Fellow, Center for Behavioral and Experimental Agri-Environmental Policy Research (C-BEAR), funded by US Department of Agriculture, 2014-present

Career Advancement and Mentorship Committee for the Northeastern Agricultural and Resource Economics Association (NAREA), 2014-2020

Nominating Committee member, Association of Environmental and Resource Economics (AERE), 2019

President-Elect / President / Past President, Northeastern Agricultural and Resource Economics Association (NAREA), 2016-19

Planning Committee, Social Dilemmas Working Group 2017 Meeting

Executive Board, Northeastern Agricultural and Resource Economics Association (NAREA), 2013-16

Junior Advisory Board for Science of Philanthropy Initiative (SPI), 2014

Selected Papers and Symposia Committee for the Northeastern Agricultural and Resource Economics Association, 2012-14 (chair 2013-14)

Member: American Economic Association (AEA), Association of Environmental & Resource Economics (AERE), Economic Science Association (ESA), Northeast Agricultural & Resource Economics Association (NAREA), Southern Economic Association (SEA)

Workshop participation: IFREE 2007; Camp Resources XVI 2009; “Spontaneous Orders and Experimental Economics” 2013; CSWEP mentoring (CeMENT) national workshop 2014; Summer Institute in Field Experiments (SIFE) 2016

AFFILIATIONS:

QSIDE Institute Affiliate
Cornell University, Dyson School, Visiting Scholar

Jan 2020 to present
June 2013 to Jan 2015

REFEREEING:

Journals: *Agricultural and Resource Economics Review*, *Agricultural Economics*, *American Law and Economics Review*, *American Journal of Agricultural Economics*, *Colonial Academic Alliance Undergraduate Research Journal*, *Economic Inquiry*, *Energy Economics*, *Environment and Development Economics*, *Environmental and Resource Economics*, *Experimental Economics*, *Games*, *Health Economics*, *International Review of Economics Education*, *Journal of Behavioral and Experimental Economics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Education*, *Journal of Economic Psychology*, *Journal of Environmental Economics and Management*, *Journal of Land Use Science*, *Journal of Public Economics*, *Journal of Public Economic Theory*, *Journal of the Association of Environmental and Resource Economists*, *Journal of the European Economic Association*, *Land Economics*, *National Tax Journal*, *Nonprofit and Voluntary Sector Quarterly*, *PLOS One*, *Public Finance Review*, *Review of Behavioral Economics*, *Southern Economic Journal*, *Water Resources Research*

Conferences: Agricultural and Applied Economics Association (AAEA) 2014, 2018; Association of Environmental & Resource Economics (AERE) Summer Conference 2014-21; Association of Environmental & Resource Economics (AERE) at the Southern Economic Association (SEA) 2018-20

Grants and Reports: 3ie, Deutsche Forschungsgemeinschaft (German Research Foundation), National Science Foundation (NSF), Science of Philanthropy Initiative (SPI), US Department of Agriculture Economic Research Service (USDA ERS), US Department of Agriculture National Institute of Food and Agriculture Agriculture and Food Research Initiative (USDA NIFA AFRI)

INTERNAL SERVICE AT WILLIAMS COLLEGE:

Honor & Discipline Committee (Chair), 2020-21

Economics Department Diversity and Inclusion, 2018-present (coordinator 2018-20, committee chair 2020-21)

Promoting Inclusion in Economic Research (PIER) / Women in Economic Research (WiER) Organizing Committee, 2017-21 (cancelled 2020 because of COVID-19)

Effective Altruism Club faculty advisor, 2016-present
Design Thinking Advisory Group, 2017-20
Center for Environmental Studies Advisory Board, 2011-12, 2018-20
Standing Grievance Panel, 2018-20
Breakfast Club, 2018-20
Committee on Educational Affairs, 2018-20
Post-2020 Environmental Goals Working Group, 2018-19
Health Professions Committee, 2017
Committee on Diversity and Community, 2016-17
Economics Department Self-Study (chair of Curriculum subcommittee), 2015-17
Campus Environmental Advisory Committee, 2015-16 (chair of Emissions Reduction subcommittee)
Economics Department Curriculum Committee, 2015-16
Economics Department TA coordinator, 2011-13
Faculty Steering Committee, 2012-13
Residential Sector Planning Work Group, 2011-12
Committee on Undergraduate Life, 2011-12
Center for Environmental Studies Summer Funding Committee, 2011

CIVIC ENGAGEMENT AND PUBLIC SCHOLARLY COMMUNICATION:

Anything but Dismal, 2020-present
National Economic Education Delegation (NEED), 2018-present
Fostering Advocacy and Collaboration Through Science (FACTS-MA), 2017-18

OTHER WORK EXPERIENCE:

Consultant, EPA, 2016-17
Instructor & Research Assistant, Georgia State University, August 2005 to May 2010
Senior Systems Engineer, Scientific-Atlanta, Inc., December 2000 to May 2006
Production Test Developer, The Boeing Company, May 1998 to December 2000