

# SARAH A. JACOBSON

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## **FIELDS:**

Environmental Economics, Experimental Economics, Microeconomics

## **POSITIONS AND AFFILIATIONS:**

Williams College, Associate Professor of Economics  
Williams College, Assistant Professor of Economics

July 2016 to present  
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 RESEARCH:**

- 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:**

- 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.

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:**

de Oliveira, Angela and Jacobson, Sarah, 2017. "(Im)patience by Proxy: Making Intertemporal Decisions for Others." Latest revision: July 2017. *Under review*

Delaney, Jason, Jacobson, Sarah, and Moenig, Thorsten, 2017. "Preference Discovery." Latest revision: March 2017. (formerly circulated as "Discovered Preferences for Risky and Non-Risky Goods") *Revise and resubmit*

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

### **RESEARCH IN PROGRESS:**

"Money Growing on Trees: A Classroom Game About Payments for Environmental Services in Community Forestry," with Sahana Dissanayake.

"Deterrence in the Public and Private Sectors," with Dietrich Earnhart.

"Do Regulated Entities Update their Enforcement Perceptions During Regulatory Leadership Transitions?" with Dietrich Earnhart and William Katz.

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

"Do Risk Preferences Need to Be Discovered?" with Jason Delaney & Thorsten Moenig.

"Private versus Public Security on the High Seas: The Roles of Risk Preferences, Social Preferences, and Beliefs," with Gregory DeAngelo.

"Variances: Regulatory Flexibility for Good or for Ill," with Dietrich Earnhart, Yusuke Kuwayama, & Richard Woodward.

### **RESEARCH GRANTS:**

#### **EXTERNAL:**

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, spring 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:**

2017: Robin Park

2013: Samuel Brinkley

2012: Patrick Aquino

2011: Ellen Stuart

**GEORGIA STATE UNIVERSITY – CLASSES TAUGHT:**

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

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

Principles of Microeconomics (teaching asst.)

**PRESENTATIONS:**

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

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

## **PROFESSIONAL ACTIVITIES:**

- President-Elect / President / Past President, Northeastern Agricultural and Resource Economics Association (NAREA), 2016-19
- 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
- Junior Advisory Board for Science of Philanthropy Initiative (SPI), 2014-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-present
- Planning Committee, Social Dilemmas Working Group 2017 Meeting
- Executive Board, Northeastern Agricultural and Resource Economics Association (NAREA), 2013-16
- Program Committee for 4<sup>th</sup> & 5<sup>th</sup> Annual Association of Environmental & Resource Economics (AERE) Summer Conferences, 2015 & 2016
- 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:**

- University of Kansas, Institute for Policy and Social Research, Associate Researcher  
September 2015 to present
- Cornell University, Dyson School, Visiting Scholar  
June 2013 to Jan 2015

## **REFEREEING:**

Journals: *Agricultural Economics*, *Agricultural and Resource Economics Review*, *American Journal of Agricultural Economics*, *Colonial Academic Alliance Undergraduate Research Journal*, *Economic Inquiry*, *Environmental and Resource Economics*, *Experimental Economics*, *Games*, *International Review of Economics Education*, *Journal of the Association of Environmental and Resource Economists*, *Journal of Behavioral and Experimental Economics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Education*, *Journal of Environmental Economics and Management*, *Journal of Land Use Science*, *Journal of Public Economics*, *Journal of the European Economic*

*Association, Land Economics, National Tax Journal, Review of Behavioral Economics, Southern Economic Journal, Water Resources Research*

Conferences: Agricultural and Applied Economics Association (AAEA) 2014; Annual Association of Environmental & Resource Economics (AERE) Summer Conference 2014, 2015, 2016, 2017

Grants: 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)

**SERVICE:**

**WILLIAMS COLLEGE:**

Design Thinking Advisory Group, 2017-present

Health Professions Committee, 2017-present

Committee on Diversity and Community, 2016-17

Effective Altruism Club faculty advisor, 2016-present

Campus Environmental Advisory Committee, 2015-16 (chair of Emissions Reduction subcommittee)

Economics Department Self-Study (chair of Curriculum subcommittee), 2015-17

Economics Department Curriculum Committee, 2015-16

Faculty Steering Committee, 2012-13

Economics Department TA coordinator, 2011-13

Center for Environmental Studies Advisory Board, 2011-12

Residential Sector Planning Work Group, 2011-12

Committee on Undergraduate Life, 2011-12

Center for Environmental Studies Summer Funding Committee, 2011

**GEORGIA STATE UNIVERSITY:**

Dean Search Committee, Andrew Young School of Policy Studies, 2008-9

Vice President of the Economics Graduate Student Association, 2008-9

**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