

# SARAH A. JACOBSON

## Address:

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## FIELDS:

Environmental Economics, Experimental Economics, Microeconomics

## POSITIONS:

Williams College, Professor of Economics	July 2022 to present
Williams College, Associate Professor of Economics	July 2016 to June 2022
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:

- Ando, Amy, Awokuse, Titus, Chan, Nathan, González Ramírez, Jimena, Gulati, Sumeet, Interis, Matthew, Jacobson, Sarah, Manning, Dale, and Stolper, Samuel, 2022. “Environmental and Natural Resource Economics and Systemic Racism.” *Review of Environmental Economics and Policy*, Accepted.
- Earnhart, Dietrich, Jacobson, Sarah, Kuwayama, Yusuke, and Woodward, Richard, 2022. “Discretionary Exemptions from Environmental Regulation: Flexibility for Good or for Ill.” *Land Economics*, Forthcoming.
- Jacobson, Sarah, 2022. “Ore Money Ore Problems: A Resource Extraction Game.” *Journal of Economic Education*, Forthcoming.
- Abidoeye, 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*, 3(3), 79-103.
- Winner of the 2022 AETR Outstanding Article Award.
- 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*, 52(3), 192-217.
- 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, and Luedtke, Allison, 2022. "Games in the Classroom: A Symposium." *Journal of Economic Education*, Forthcoming.
- 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.
- Alm, James and Jacobson, Sarah, 2007. "Using Laboratory Experiments in Public Economics." *National Tax Journal*, 60(1), 129-152.

#### **WORKING PAPERS:**

- Jacobson, Sarah, Zhang, Luyao, and Zhu, Jiasheng, 2022. "The Right Tool for the Job: Matching Active Learning Techniques to Learning Objectives." Latest revision: July 2022. (Under review)
- Earnhart, Dietrich, and Jacobson, Sarah, 2022. "How Does the Deterrence Effect of Regulatory Enforcement Differ between Privately and Government-Owned Facilities?" Latest revision: August 2022. (Under review)

Alston, Mackenzie, and Jacobson, Sarah, 2022. “Black Lives Matter for Productivity: Heterogeneous Impacts of the 2020 Social Justice Movement on Faculty.” Latest revision: September 2022. (Previously circulated as “The Disparate Impacts of Social Justice Events on Social Science Faculty”)

Aquino, Patrick, Gazzale, Robert, and Jacobson, Sarah, 2022. “Punishment in Gift Exchange: Carrots, Sticks, Trust, and Incentives” Latest revision: March 2022. (formerly circulated as “When Do Punishment Institutions Work?”)

### **WORK IN PROGRESS:**

“The Eye of the Storm: How Partisan Politics Affects the Impact of Information on Voting on Environmental Legislation,” with Jacob Shuman.

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

“Race and the Perception of Criminality,” with Robynn Cox.

“Racial Differences in School Water Lead Exposure,” with Todd Guilfoos and Elaine Hill.

“The Effect of Institutional Responses to the Pandemic and Social Justice Movement on Faculty Job Attachment,” with Mackenzie Alston.

“Refund Institutions in a Compound Threshold Public Good Game,” with John Spraggon.

“Public and Private Provision of Security,” with Gregory DeAngelo.

### **GRANTS:**

#### **EXTERNAL:**

USDA National Institute of Food and Agriculture’s Agriculture and Food Research Initiative “Social Justice In Agricultural And Environmental Economics,” (lead PI) with Richard “Max” Melstrom, Angelino Viceisza, and Miesha Williams, 2021-23 (\$30,150)

National Science Foundation (NSF) Award SES-1947464. “RUI: In-Kind Giving: Motives, Beliefs, and Behaviors,” with Angela de Oliveira and Elizabeth Searing, 2020-23 (\$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:**

*Applied Economics Teaching Resources* Outstanding Article Award, 2022 (for “Seeds of Learning...”)

Northeastern Agricultural and Resource Economics Association (NAREA) Distinguished Member Award, 2022

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 – UNDERGRAD THESIS ADVISING (ECON UNLESS OTHERWISE NOTED):**

2023: Avery Mohan, Caroline Ro

2021: Maya Spalding-Fecher (Environmental Studies), Shreyam Misra, Aayushi Pramanik, Mehr Sawant

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, July 2021, August 2022.

“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 (2<sup>nd</sup>-semester PhD micro) (teaching asst., twice)

Principles of Microeconomics (teaching asst.)

**PRESENTATIONS:**

2022: National Association of Economic Educators conference (non-research); Lafayette College; Washington State University; Association of Environmental & Resource Economics (AERE) conference; American Economic Association (AEA) Summer Mentoring Pipeline conference (non-research); Rensselaer Polytechnic Institute; Southern Economics Association (SEA) conference

2021: American Economic Association (AEA) conference (poster); Duke Kunshun University (non-research); Northeast Agricultural & Resource Economics Association (NAREA) conference (lightning round); Canadian PhD and Early Career Workshop in Environmental and Resource Economics (non-research, co-keynote); TeachECONference (non-research); University of Vermont; Colgate University; Cornell University (Applied Economics and Management)

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 and Job Market Boot Camp, American Economic Association Committee on the Status of Women in the Economic Profession (CSWEP) CeMENT, CSWEP “Successfully Navigating Your PhD” Mentoring Workshop, 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, WISER IPOD program

American Economic Association (AEA) Committee on the Status of Minority Groups in the Economics Profession (CSMGEP), 2022-24

Board of Directors member, Association of Environmental and Resource Economics (AERE), 2021-23

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

Information Systems Search Committee Chair for the Northeastern Agricultural and Resource Economics Association (NAREA), 2022

Ombudsperson Search Committee Chair for the Northeastern Agricultural and Resource Economics Association (NAREA), 2022-present

Board Chair, National Economic Education Delegation, 2022-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

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

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	Jan 2020 to present
Cornell University, Dyson School, Visiting Scholar	2013-15, 2021-22

#### **REFEREEING:**

Journals: *Agricultural and Resource Economics Review*, *Agricultural Economics*, *American Law and Economics Review*, *American Journal of Agricultural Economics*, *Applied Economics Teaching Resources*, *Colonial Academic Alliance Undergraduate Research Journal*, *Current Psychology*, *Economic Development and Cultural Change*, *Economic Inquiry*, *Energy Economics*, *Environment and Development Economics*, *Environmental and Resource Economics*, *Experimental Economics*, *Feminist 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*, *Midwest Social Sciences Journal*, *National Tax Journal*, *Nonprofit and Voluntary Sector Quarterly*, *PLOS One*, *Public Finance Review*, *Resource and Energy Economics*, *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 2014-22; Association of Environmental & Resource Economics (AERE) at the Southern Economic Association (SEA) 2018-20, 2022



Grants and Reports: 3ie, Deutsche Forschungsgemeinschaft (German Research Foundation), Delaware Sea Grant, National Science Foundation (NSF) (many proposals, one panel), 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:**

Economics Department Director of Research, 2022-23

Honor & Discipline Committee, Chair 2020-21, member 2022-23

Economics Department Diversity and Inclusion, 2018-2021 (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)

Ad hoc committee on contingent academic planning, 2020

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, 2018-21, 2022-23

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