



## Sankalp Sharma, Ph.D

Assistant Professor of Agribusiness

Department of Agribusiness,  
Kent State University at Tuscarawas

---

**Phone:** +1(330) 308-7488

**Cell:** +1(402) 840-7282

**Email:** [ssharm31@kent.edu](mailto:ssharm31@kent.edu)

**Official website:** <https://www.kent.edu/tusc/dr-sankalp-sharma>

**Website:** <https://sites.google.com/ncsu.edu/sankalp-sharma>

**Office:** ST 156,  
Kent State University - Tuscarawas  
330 University Drive NE  
New Philadelphia, OH - 44663

---

### Education

*Ph.D.*, University of Nebraska – Lincoln, 2016, *Agricultural Economics*

*Masters*, North Carolina State University, 2012, *Economics*

*Post Graduate Diploma*, Madurai Kamaraj University, 2010, *Marketing Management*

*Bachelor of Science (Hons.)*, Delhi University, 2009, *Statistics*

---

### Dissertation title

“[Three essays on Risk Preferences and Farm-decision Making in the United States](#)”.

---

### Certifications

2018 – Data Science: Visualization - HarvardX - PH125.2x, Harvard University

2018 – Data Science: R Basics - HarvardX - PH125.1x, Harvard University

2018 – Online Marketing Fundamentals, IAB Europe.

---

### Skills

*Statistical Programs:* **R** (proficient in statistical analysis: Monte-Carlo simulations, GGPlot2 (graphics package), kernel density estimation and General programming),  
**Excel-Visual Basic** (VBA) (proficient) and **SPSS** (intermediate)

*Econometric Packages:* **Stata** (data manipulation and nonlinear models: xtreg, ivreg2, gsem, sem, reg3, spreg, spivreg ), **SAS** (PROC Model, PROC NLIN, PROC CALIS, PROC GLIMMIX), SHAZAM.

*Spatial analysis/mapping:* **QGIS**, **GeoDa**

*Economic Modelling:* **MPSGE-GAMS** (Basic understanding)

*Mathematical programs:* **Maple**, **Mathematica** and **Matlab** (basic)

*General Programming:* C/C++, Python and Java (intermediate)

---

---

## Professional positions held

1. ***Assistant Professor of Agribusiness***, Kent State University – Tuscarawas  
Department of Agribusiness, *August 2017 – present*

Tasks:

- Lead faculty in the Agribusiness department.
- Instructor of 4 courses per semester (see list in teaching experience).
- Kent State, university wide committees (including new faculty hiring).
- Writing and reviews – faculty cohort.
- Advising undergraduate students.

2. ***Assistant Professor of Agribusiness***, Oklahoma Panhandle State University  
School of Agriculture, *Aug 2016 – May 2017*

Tasks:

- Head of the Agribusiness department.
- Coursework development.
- Instructor of 6 courses (see list in teaching experience section).
- Advising undergraduate students.
- Involved with recruitment process of students.
- Organizer/judge FFA Interscholastics Competition.
- Involved with developing an online MBA – Agribusiness degree.

Extension activity: Risk management presentation for  
county educators in western Oklahoma. (Full presentation).

3. ***Business & Performance Metric Analyst***, Nebraska Department of Agriculture  
State of Nebraska, *May – August 2016*

Tasks:

- Productivity Analysis, data structuring and mining.
- Graphical presentation of data for the governor's office, using R and Excel.
- Report writing & Balance sheet compilation of state accounts.

4. **Research Assistant**, University of Nebraska – Lincoln  
Department of Agricultural Economics, *Aug 2012-present*

Tasks:

- Developed and edited survey for a project managed by the Center for Agriculture & Food Industrial Organization (CAFIO).
- The purpose of the survey was to accumulate farm-level data on conservation practices of farmers in order to determine the risk preferences of farmers.
- Database management and querying (using MS Access/SQL).
- Econometric analysis using collected data.
- Two conference papers have been presented from that research.
- A journal article is currently under review.

5. **Researcher**, Statistics Division (ESS), Food & Agriculture Organization (FAO)  
United Nations (UN), Rome, Italy, *May-Aug 2012*

Tasks:

- Developed indicators of food security using country-level income and food expenditure data (China).
- Statistical analysis to judge whether existing indicators reflect true level of food security.
- Data re-structuring, report writing and other miscellaneous analysis.

6. **Research Analyst**, Council for Social Development  
New Delhi, India, *2009-2010*

Tasks:

- Worked on the project: “Economic Analysis of Yield Gaps in Principal Crops in Various Regions of India (2009)” funded by National Bank for Agriculture and Rural Development (NABARD)
- Data imputation of yield for major crops in India. Method based on the empirical yield distribution
- Regression analysis to determine the relation between expenditure on infrastructure and yield

7. **Data Analyst**, Ministry of Statistics and Programme Implementation,  
Govt. of India, New Delhi. *July-Aug 2008*

Tasks:

- Data assistance for the report: “Sectoral Growth Analysis of the Indian Economy”
-

---

### **Other positions held**

1. *Marketing Analyst*, Arts Perfect Inc, Raleigh, North Carolina, July-Dec 2011
2. *Data Recorder & On-Field Assistant*, NC State Campus Recreation,  
Aug 2010 – May 2012
3. *Managing Assistant*, Port City Java, Raleigh, North Carolina, Jan-May 2012

---

### **Professional service projects**

#### **Kent State University**

- 2019 -
- (1) Promoted Agribusiness program at Blue and Gold Night (Jan 2019).
  - (2) Helped promote the Agribusiness program at the Ohio-FFA convention held between May 2nd -4th, 2019.
- 2018 –
- (1) Lead member of the Kent State Chapter of the Collegiate Farm Bureau.
  - (2) Helped promote the Agribusiness program at the Ohio-FFA convention held between May 2nd -4th, 2018.
  - (3) Promoted Agribusiness program at Tuscarawas county fair (Sept 2018).
  - (4) Talk to country educators about the benefits for students joining the Agribusiness program at Kent State Tuscarawas (September 2018)
  - (5) Helped with formation of Agribusiness club/lead faculty (October 2018 - )
  - (6) Spoke at RG Drage about the Agribusiness program (Oct. 2018)
- 2017 –
- (1) Member of organizing committee for Agribusiness launch event held on Nov. 8th.
  - (2) Helped with promoting the Agribusiness program through the Ohio Farm Bureau.
  - (3) Member of Electronic Communications committee. Discussed methods of better implementing VDI for faculty on the Tuscarawas campus.
  - (4) Member of the Morale committee.

#### **Oklahoma Panhandle State University**

- 2016 – 17
- (1) Organizer/judge Future Farmers of America (FFA) Interscholastics Competition (Nov.)
  - (2) Student recruitment
  - (3) Risk management presentation for agricultural county educators in western Oklahoma.
  - (4) Development of an online-MBA program in Agribusiness. (Still under development)
-

---

## Publications

### Journal Articles, Peer Reviewed.

[Giri, Anil., Peterson, Wes. and Sharma, Sankalp.](#) “The Impact of the Market Facilitation Program on U.S. Soybean, Sorghum and Corn Producers”, *Choices*, 33(4), 4<sup>th</sup> Quarter (2018)

Giri, Anil., Sharma, Sankalp., Lovercamp, Kyle., Protopop, Iuliia. And Tiner, John. “Examining agricultural export returns from Midwestern states”, forthcoming at *International Journal of Trade and Global Markets*

[Sharma, Sankalp., Giri, Anil., Haque, Tajamul. and Tetteh, Iuliia.](#) “Land Acquisition in India: A Pareto and Kaldor-Hicks Perspective”, *Land*, 7(2): 66, June. (2018)

[Giri, Anil., Giri, Ram., Nelson, Victoria., Lovercamp, Kyle., Sharma, Sankalp.](#) and Protopop, Iuliia. 2017. “Can Nepal Attain Self-Sufficiency in Major Crops Production?”, *Journal of Forest and Livelihood*, 15(2): 1-12, Oct. (2017)

### Other Articles

[Giri, Anil; Sharma, Sankalp; Lovercamp, Kyle; Tetteh, Iuliia; Dhakal, Dhruba; and Baral, Rudra.](#) "State Level Revenue Analysis of the Market Facilitation Program," *Online Journal of Rural Research & Policy*: Vol. 14: Iss. 1, June (2019)

[Giri, Anil, Peterson, Wes, and Sharma, Sankalp.](#) “Market Facilitation Program: Impact on Nebraska Corn and Soybean Producers”, *Cornhusker Economics* 977, Oct. (2018)

[Giri, Anil., Lovercamp, Kyle., Sharma, Sankalp. and Protopop, Iuliia.](#) “Do Nebraska's Agricultural Land Values and Rent Reflect Increased Differential in Yield and Crop Price?”, *Economics & Business Journal: Inquiries & Perspectives* 8 (1), 128-138, Oct. (2017)

[Sharma, Sankalp and Schoengold, Karina.](#) “Do Hypothetical Choices Indicate True Risk Preferences? A comparison of stated and revealed data on decisions over risky Outcomes”, *Cornhusker Economics*, Aug. (2016)

[Giri, Anil., Lovercamp, Kyle. and Sharma, Sankalp.](#) “Unemployment in Ag-dominant States During and in the Aftermath of the Great Recession”, *Cornhusker Economics*, May. (2016)

### Conference Articles

[Sharma, Sankalp. and Walters, Cory.](#) “Influence of Farm and Lease Type on Crop Insurance Returns”, *International Association of Agricultural Economists*, issue 277399, August (2018).

Sharma, Sankalp., Haque, Tajamul., Giri, Anil. and Protopop, Iuliia. “Agency Assisted Urban Renewal under Heterogeneous Utility Functions”, Land and Poverty Conference – World Bank, March. (2018)

[Sharma, Sankalp., Giri, Anil. and Haque, Tajamul.](#) “Land Alterations and the Carbon Flux Ratio”, Land and Poverty Conference – World Bank, March. (2017)

[Sharma, Sankalp., Haque, Tajamul., Mansur, Rifat. And Giri, Anil.](#) “Shadow Price of Water Under Varying Risk Preferences”, International Water Resource Economics Conference, Sept. (2016) (presentation at min: 20.00)

[Sharma, Sankalp., and Schoengold, Karina.](#) “A Comparison of Stated and Revealed Risk Preferences using Safety-First”, American Agricultural Economics Association (AAEA) conference, July. (2016)

[Sharma, Sankalp., Haque, Tajamul and Giri, Anil.](#) “Welfare Consequences of Land Acquisition in India”, Land & Poverty Conference – World Bank, March (2016)

Sharma, Sankalp, “Risk Considerations for Weather Based Index Insurance: A Simulation Study for India”, Southern Agricultural Economics Association (SAEA) conference, Feb. (2016)

[Sharma, Sankalp, and Schoengold, Karina.](#) “Estimating Willingness to Pay for Crop Insurance under Price and Yield Uncertainty”, American Agricultural Economics Association (AAEA) conference, July. (2015)

Sharma, Sankalp. “Benefits of the Conservation Reserve Program: An Econometric Analysis”, Western Social Science Association conference (WSSA), April. and Spatial Econometrics Association conference, May. (2015)

---

### **Other articles**

[Sharma, Sankalp and Giri, Anil.](#) “Grain contracts: disputes, asymmetry and reliance”, *Center for Food & Agriculture Business* blog (Nov 2018).

---

### **In the media**

Talk with Liam Niemeyer (WFPL, Ohio Valley Resource): “[Distress Grows For Ohio Valley Farmers As Trade Deals Stall](#)”

Talk with Adrian Ma (WCPN Cleveland): “[Ohio Farmers Brace for Escalating Trade War](#)”.

Talk with Seth Herald (Redux Pictures, Ohio) about Ohio and the farm tariffs.

---

---

### **Invited talks**

Ohio Agricultural County Educators, Sept 20, 2018

Ohio Land Contractors of America, Annual Convention Jan 3-4, 2019

Leaders of Tomorrow, Leadership Tuscarawas, Feb 24, 2019

---

### **As a Reviewer**

1. Land MDPI, June 2018 - present
  2. International Journal of Disaster Risk Reduction, April 2016 - present
  3. International Food and Agribusiness Management Review, Dec 2015 - present
  4. Paper and poster reviews for the *American Agricultural Economics Association (AAEA)* conference
- 

### **Awards & Recognition**

1. Assessment Pioneer Award, Kent State University (2018)
  2. Project completion bonus of USD 350, Council for Social Development, 2010
  3. Certificate of Merit, Government of India, 2008
  4. Inducted into the Kirori Mal Statistics Society on graduating Bachelors program with Honors
- 

### **Grants received/pending/applied**

1. \$30,000 Higher Education Challenge Grants Program grant, USDA-NIFA (*pending – May 2019*)
  2. \$50,000 North Central Extension Risk Management Education Center (*applied – Nov 2017, 2018*)
  3. \$3000 research grant for the International Conference of Agricultural Economists (ICAE) (*received - July 2018*)
  4. \$10,000 summer research grant, Kent State University (*applied – Oct 2017, 2018*).
  5. \$17,000 grant from Purdue University's Center for Agribusiness (*received - Sept 2017*).
  6. \$900 Oklahoma Panhandle State University for the *Land & Poverty Conference, World Bank Group*, March 2017.
  7. \$800 University of Nebraska – Lincoln for the *AAEA conference*, Boston, August 2016.
  8. \$800 University of Nebraska – Lincoln grant for the *Land & Poverty Conference, World Bank Group*, March 2016
  9. \$500 USDA-NIFA grant for the *AAEA conference*, San Francisco, July 2015
  10. \$800 University of Nebraska – Lincoln grant for the *WSSA conference*, April 2015
-

---

## Teaching Experience

### Assistant Professor at Kent State University

AGRI 20000: Economic Perspectives in Agriculture (Fall 2018)  
AGRI 33000: Agricultural Commodity Marketing (Fall 2017, 2018/ Spring 2019)  
AGRI 35000: Crop & Forage Production Management (Fall 2017)  
AGRI 40000: Advanced Farm Business Management (Fall 2017)  
AGRI 41000: Agricultural Price Analysis (Spring 2018)  
AGRI 42000: Agricultural Finance (Fall 2017, 2018)  
AGRI 43000: Agricultural Environment Law (Spring 2018)  
AGRI 44000: Agricultural International Trade (Spring 2018, 2019)  
AGRI 45000: Senior Seminar (Spring 2018,)  
AGRI 40092: Summer Internship (Summer 2018)

### Assistant Professor at Oklahoma Panhandle State University

AG 2343: Introduction to Agricultural Economics (Fall 2016, 2017/Spring 2017)  
AG 4000: Agricultural Futures and Options (Fall 2016/Spring 2017)  
AG 4923: Quantitative Economics (Fall 2016)  
AG 4983: Agricultural Marketing (Fall 2016/Spring 2017)  
AG 3573: Money and Banking (Spring 2017)

### Teaching Assistant and Guest Lecturer (University of Nebraska – Lincoln)

ECON 873 / AECN 873: Microeconomic Models and Applications  
(Instructor: Dr. Jeffrey Royer),  
University of Nebraska – Lincoln, Aug-Dec 2015

Tasks: Homework, test evaluation and help sessions for students

Guest lectures (Risk and Uncertainty, Game Theory, Asymmetric information, Externalities and Public Goods)

### Guest lecturer:

**For Ginger-Bihn Coss** (Department of Communications, Kent State University at Tuscarawas)– Intercultural Relationships (Nov 2018)

---



---

## Teaching Evaluations at Kent State University at Tuscarawas

Course (AGRI)	Class size	Term	Agree (Total for Items #7-16)	Neither A/D (Items #7-16)	Disagree (Items #7-16)	Excellent Item #19	Very Good Item #19	Good Item #19	Fair Item #19	Poor Item #19
41000	5	Spring 2018	72%	18%	10%	-	60%	40%	-	-
43000	5	Spring 2018	60%	34%	6%	-	60%	40%	-	-
44000	5	Spring 2018	96%	4%	-	20%	60%	20%	-	-
45000	4	Spring 2018	75%	25%	-	25%	50%	-	25%	-
33000	4	Fall 2017	55%	32.50%	12.50%	-	25%	50%	25%	-
35000	4	Fall 2017	45%	27.50%	27.50%	-	-	50%	-	50%
40000	5	Fall 2017	48%	42%	10%	-	60%	-	40%	-
42000	4	Fall 2017	67.5%	22.50%	10%	-	50%	25%	25%	-

## Teaching Evaluations at OPSU

Category	Intro to Ag Econ (AG 2343)	Quant Ag Econ (AG 3213)	Ag Marketing (AG 4983)	Ag Futures & Options (AG 4000)
<b>1 - Strongly Agree, 5 - Strongly Disagree</b>				
<b>Mean score presented below</b>				
Well prepared for class	1.68	1.56	1.18	1.50
Knowledgeable about subject	1.79	1.30	1.27	1.50
Clear/understandable lectures	2.07	1.60	1.45	1.75
Examples to clarify material	1.93	1.40	1.45	1.75
Encouraged student involvement	1.57	1.10	1.27	1.75
Enthusiastic about course	1.93	1.20	1.18	1.50
Helpful and responsive	1.75	1.30	1.64	1.50
Had respect for students	1.71	1.00	1.36	1.75
Assignments were helpful	1.93	1.40	1.45	1.50
Willing to listen to student opinions	1.68	1.20	1.45	1.50
Available for help outside class	1.86	1.30	1.55	1.75
Concerned about student progress	1.93	1.40	1.45	1.50
Objectives for course were met	2.00	1.90	1.55	1.75
Overall enjoyment of course	2.86	1.80	2.18	1.25
Overall quality of instruction	2.46	1.40	1.55	1.50

---