



## **Sankalp Sharma, Ph.D**

Assistant Professor of Agribusiness

School of Agriculture,  
Oklahoma Panhandle State University

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### **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*

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### **Dissertation title**

“Three essays on Risk Preferences and Farm-decision Making in the United States”.

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### **Research Interests**

#### *Primary*

Agricultural risk analysis and management, multiple peril crop insurance, index insurance, revealed and stated preferences of farmers, farm decision-making and management.

#### *Secondary*

Land economics, water resource management, natural resource conservation and food security.

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## Areas of Expertise

*Microeconomics:* Agricultural industrial organization, agribusiness, agricultural development, behavioral economics, environmental & natural resource economics, demand and supply estimation, welfare economics, international trade and applied fiscal theory

*Econometrics:* Structural equation modelling, panel data, time series analysis, nonlinear models, GLS, GMM, Probit, Logit (Multinomial Logit) and Tobit models, 3SLS, LIML & FIML

*Finance:* Applied fiscal theory, Merton and Black-Scholes model, futures and forwards contracts, options pricing, credit risk modelling (determination of credit scores, credit default swaps, and expected default probability)

*Statistics:* Mathematical statistics, kernel density estimation, statistical inference, categorical data analysis

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## Professional positions held

1. *Assistant Professor of Agribusiness*, Oklahoma Panhandle State University  
School of Agriculture, Aug 2016 – present

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

Currently involved with developing an online MBA – Agribusiness degree

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

2. **Business & Performance Metric Analyst**, Nebraska Department of Agriculture  
State of Nebraska, May – present (*rate: \$15 / hr, 40 hrs/week*)

Tasks: Productivity Analysis, Data structuring and mining

Report writing & Balance sheet compilation of state accounts

3. **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)

4. **Consultant**, 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.

5. **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

6. **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”

## Teaching Experience

### **Instructor 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, 2017)

AG 4983: Agricultural Marketing (Fall 2016, 2017/Spring 2017)

AG 3573: Money and Banking (Fall & Spring 2017)

AG 1124: Farm and Ranch Management (Fall 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)

## 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

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### 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
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### Publications

#### Peer reviewed

Sharma, Sankalp and Giri, Anil. "Forecasting cost of grain producers in the Midwestern states", submitted to *Agricultural Finance Review* special issue, 78(3), early 2018.

Giri, Anil; Loverkamp, Kyle and Sharma, Sankalp. "Did all groups recover at the same rate in the aftermath of the Great Recession?", submitted to the *Journal of Applied Learning and Higher Education*.

Giri, Anil; Giri, Ram; Nelson, Victoria; Loverkamp, Kyle and Sharma, Sankalp. "Can Nepal attain self-sufficiency in major crops production?", forthcoming at *Journal of Forest and Livelihood*, late 2017.

Giri, Anil; Loverkamp, Kyle and Sharma, Sankalp. "Does education expenditure decrease unemployment rate and increase median household income? A case study of Midwest states", forthcoming at *Online Journal of Rural Research and Policy*, Vol. 12, Issue 3, 2017.

Giri, Anil; Lovercamp, Kyle and Sharma, Sankalp. "Are Agricultural States Able to Absorb Economic Declines Better than their Counterparts?", *Economics & Business Journal: Inquiries & Perspectives*, vol. 7, 2016.

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. <http://agecon.unl.edu/cornhusker-economics/2016/do-hypothetical-choices-indicate-true-risk-preferences.pdf>

Giri, Anil; Lovercamp, Kyle and Sharma, Sankalp. "Unemployment in Ag-dominant States During and in the Aftermath of the Great Recession", *Cornhusker Economics*, University of Nebraska-Lincoln, May (2016): <http://agecon.unl.edu/unemployment-ag-dominant-states-during-and-after-great-recession>

#### Conference proceedings and other papers

Sharma, Sankalp; Giri, Anil & Haque, Tajamul. "Land Alterations and the Carbon Flux Ratio", forthcoming at the *Land and Poverty Conference* (2017), Washington D.C (March 2017).  
[https://www.conftool.com/landandpoverty2017/index.php?page=browseSessions&form\\_session=802&presentations=show](https://www.conftool.com/landandpoverty2017/index.php?page=browseSessions&form_session=802&presentations=show)

Sharma, Sankalp and Giri, Anil. "Shadow Price of Water Under Varying Risk Preferences", *the International Water Resource Economics Conference* (IWREC), Washington, D.C (September 2016).  
[https://cdnapisec.kaltura.com/index.php/extwidget/preview/partner\\_id/619672/uiconf\\_id/5545821/entry\\_id/1\\_qtje7esv/embed/dynamic](https://cdnapisec.kaltura.com/index.php/extwidget/preview/partner_id/619672/uiconf_id/5545821/entry_id/1_qtje7esv/embed/dynamic) (presentation at minute 20.00)

Sharma, Sankalp, Haque, Tajamul and Giri, Anil. "Welfare Consequences of Land Acquisition in India", *Annual World Bank Land & Poverty Conference*, Washington, D.C (March 2016).  
[https://www.conftool.com/landandpoverty2016/index.php?page=browseSessions&form\\_session=430&presentations=hide](https://www.conftool.com/landandpoverty2016/index.php?page=browseSessions&form_session=430&presentations=hide)

Sharma, Sankalp., and Schoengold, Karina. "A Comparison of Stated and Revealed Risk Preferences using Safety-First", the *American Agricultural Economics Association (AAEA)* conference 2016.  
[http://ageconsearch.umn.edu/bitstream/236126/2/Sharma\\_Schoengold\\_2016.pdf](http://ageconsearch.umn.edu/bitstream/236126/2/Sharma_Schoengold_2016.pdf)

Sharma, Sankalp., and Walters, Cory. "Relevance of Farm Size Heterogeneity in Crop Insurance Returns", under review at the *American Agricultural Economics Association (AAEA)* conference 2016 (Weblink for brief abstract: <https://goo.gl/yMa23g>).

Sharma, Sankalp, "Risk Considerations for Weather Based Index Insurance: A Simulation Study for India", presented at the *Southern Agricultural Economics Association's (SAEA)*

conference, San Antonio, Texas (Feb 2016) (Weblink for brief abstract: <https://goo.gl/uDqD8R>)

Sharma, Sankalp, and Schoengold, Karina. "Estimating Willingness to Pay for Crop Insurance under Price and Yield Uncertainty", *American Agricultural Economics Association (AAEA) conference*, San Francisco, CA (July 2015). <http://ageconsearch.umn.edu/handle/205774>

Sharma, Sankalp. "Benefits of the Conservation Reserve Program: An Econometric Analysis", presented at the *Western Social Science Association conference (WSSA)*, Portland, OR (April 2015) & updated version presented at the *Spatial Econometrics Association conference*, Miami, FL (May 2015) <https://goo.gl/iUHg8C>

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### **As a Reviewer**

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

1. Project completion bonus of USD 350, Council for Social Development, 2010
  2. Certificate of Merit, Government of India, 2008
  3. Inducted into the Kirori Mal Statistics Society on graduating Bachelors programme with Honors
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### **Grants**

1. \$900 Oklahoma Panhandle State University for the *Land & Poverty Conference, World Bank Group*, March 2017.
  2. \$800 University of Nebraska – Lincoln for the *AAEA conference*, Boston, August 2016.
  3. \$800 University of Nebraska – Lincoln grant for the *Land & Poverty Conference, World Bank Group*, March 2016
  4. \$500 USDA-NIFA grant for the *AAEA conference*, San Francisco, July 2015
  5. \$800 University of Nebraska – Lincoln grant for the *WSSA conference*, April 2015
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## **Skills**

*Statistical Programs:* R (proficient in statistical analysis: Monte-Carlo simulations, GGLOT2 (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), SAS (PROC Model, PROC NLIN, PROC CALIS), SHAZAM.

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

*Mathematical programs:* Maple, Mathematica (structural equation derivation) and Matlab

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

*Miscellaneous:* LaTeX (Lyx and XuLatex), HTML/XHTML/CSS, Dreamweaver and MS Frontpage.

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## **References**

1. Schoengold, Karina. Associate Professor. Department of Agricultural Economics, UNL – 68583, email: [kschoengold2@unl.edu](mailto:kschoengold2@unl.edu), Ph: 402-472-2304
  2. Walters, Cory. Assistant Professor. Department of Agricultural Economics, UNL – 68583, email: [cwalters7@unl.edu](mailto:cwalters7@unl.edu), Ph: 402-472-0366
  3. Royer, Jeffrey. Professor. Department of Agricultural Economics, UNL – 68583, email: [jroyer1@unl.edu](mailto:jroyer1@unl.edu), Ph: 402-472-3108
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