

# Ada Kovaliukaite

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(last updated February 7, 2019)

## EXPERIENCE

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Post-Doctoral Associate    Social Science division, New York University Abu Dhabi, start date - 2018 09.

## EDUCATION

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Ph.D.                    Economics, Texas A&M University, 2018.  
Fields: experimental economics, applied econometrics, industrial organization.  
Advisers: Alexander L. Brown (co-chair), Catherine Eckel (co-chair), Daniel E. Fragiadakis.  
Dissertation: *The Role of Strategic Beliefs in Understanding Strategic, Pro-Social and Socially Complementary Behavior*.  
B.Sc.                    Economics, Lancaster University, 2013. First Class Diploma.

## RESEARCH INTERESTS

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Experimental/behavioral economics, behavioral game theory, social networks, social and group behavior.

## PUBLICATIONS

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### “Measuring Trust: A Reinvestigation.”

(with Billur Aksoy, Haley Harwell and Catherine Eckel, *Southern Economic Journal*, 2018, 84(4), 992-1000)

We reinvestigate the question first posed by Glaeser, Laibson, Scheinkman and Soutter (2000, GLSS hereafter): What is the best measure of trust for predicting trusting behavior? This important study, cited over 2,100 times, established that the behavior in the investment game, an incentivized measure of trust, is not correlated with the responses to the most widely used survey questions about trust, employed in the General Social Survey (GSS) and the World Values Survey (WVS). We conduct two experiments: a replication and a reinvestigation of GLSS. In both of the experiments we implement the original GLSS protocol. However, in the reinvestigation, we introduce one major change: we employ the original Berg et al. (1995) investment game instead of the modified version used in GLSS. The standard game endows both players, while the latter endows only the first mover, potentially changing the incentives that influence subjects' behavior. In support of this concern, GLSS demonstrates that the survey measure of trust is not correlated with trusting behavior. We reproduce this result in the replication experiment. However, after endowing the second mover in the reinvestigation experiment, we find the opposite. Our finding suggests that trust is a single construct, whether measured by the survey questions or by an incentivized game. This can be masked if the incentivized measure of trust is confounded with other motives.

## WORKING PAPERS

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### “Testing Cognitive Hierarchy Assumptions”

(with David Rojo Arjona and Daniel E. Fragiadakis)

Camerer et al. (2004) propose a Cognitive Hierarchy model that characterizes an individual as believing her opponents engage in heterogeneous steps of strategic thinking. We are the first paper, to our knowledge, to directly test this assumption. In one treatment, subjects play games. Their behavior is then predicted by different participants in a separate treatment. A subject often believes in a handful of non-strategic individuals who play a naive strategy. She also, however, expects there are players who play the best-response to this strategy as well as types who best respond to these strategic individuals and so on. We thus find that Cognitive Hierarchy's beliefs assumptions clearly pass our test.

## WORKS IN PROGRESS

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### “Gender in Multi-Lateral Bargaining”

(with Andrzej Baranski-Madrigal, Diogo Gerales and James Tremewan)

### “Biased Norm Inference in Networks of Socially Complementary Behaviors”

(with Alexander L. Brown)

Literature in economics and sociology suggests that individuals possess biased beliefs regarding the behavior of the population. Jackson (working paper, 2016) proposes that, in the context of socially complementary behaviors, such misperceptions may arise because agents infer social norms directly from their observation of their social network neighbors. In doing so they fail to account for the differences between their social network neighbors and the average individual in the population. In particular, on average, network neighbors possess higher preferences and more social network links. In this paper, we present a laboratory experiment, where we exogenously manipulate the social network structure inducing the belief bias. We demonstrate that, after controlling for the ability to best-respond to one’s beliefs, subjects exhibit a larger positive bias in consumption and beliefs regarding the consumption of others in the treatment than the control group.

### “A (non-parametric) Method to Evaluate The Significance and Power of Level- $k$ Family.”

(with David Rojo Arjona and Daniel E. Fragiadakis)

Theories of non-equilibrium strategic thinking (Level- $k$  and Cognitive Hierarchy) intend to describe how individuals actually behave. But how much of their descriptive accuracy is driven by being more permissive theories? We modify Selten (1991) axiomatic measure of predictive success to ensure individual consistency. By applying restrictions over observables to the individual data (echoing the revealed preference literature), we test these theories non-parametrically and quantify the economic losses for deviations from the theory. The non-parametric results are favorable for these theories and show that their predictive success is not due to their mechanical permissiveness.

### Residential Electricity Consumption Field Experiments.

(with Steve Puller and Jeremy West)

Households are reluctant to sign up for automatic bill pay for their electricity consumption. Is this decision driven by the lack of information on the multiple potential benefits of automatic bill pay or by the sign-up costs? Does automatic bill pay reduce households’ responsiveness to bill shocks by reducing bill saliency? In turn, does automatic bill pay reduce the probability of a household adopting energy efficient technology? We collaborate with Bryan Texas Utilities to encourage their residential customers to sign up for automatic bill pay through a random encouragement design. We randomly assign the billing cycles of the BTU customers to the following three treatments: a control that receives a standard news letter, an information treatment that receives a news letter with information on the benefits of automatic bill pay, and a sign-up cost treatment that receives a news letter with instructions on signing up for automatic bill pay. We use the treatment indicator as an instrumental variable for the automatic bill pay to measure the effects of auto pay on the household responsiveness to the electric bill shocks in the summer months.

## HONORS, AWARDS and GRANTS

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2019	Bank of Lithuania Award for Dissertation in the Field of Economics
2018	Postdoctoral Research Travel Award, NYU Abu Dhabi, Graduate & Postdoctoral Programs Office.
2017	Nominated by the Department of Economics to represent Texas A&M University at SEA meeting in Tampa.
2017	Graduate Student Research and Presentation Grant funded by the George Bush Presidential Library Foundation, Texas A&M University.
2017	Second Best Fourth Year Presentation Award, Department of Economics, Texas A&M University.
2016	Best Third Year Presentation Award, Department of Economics, Texas A&M University.
2016	Summertime For Advancement in Research (STAR) Award, College of Liberal Arts, Texas A&M University.
2016	National Science Foundation Enhanced Experience Supplement for the NSF funded project “It’s Not (Just) about The Money” (PIs: Catherine Eckel and Angela de Oliveira).
2015	Outstanding Graduate Instructor in Principles of Economics, Texas A&M University.
2015	E. Ralph Daniel Scholar, Texas A&M University.
2013-2017	Texas A&M Graduate Assistantship, Texas AM University.
2013	Lancaster University Award, Lancaster University.

## OTHER RESEARCH EXPERIENCE

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2014-2017	Research Assistant. Professors Alexander L. Brown, Catherine Eckel, Daniel E. Fragiadakis and Steve Puller, Texas A&M University.
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## TEACHING EXPERIENCE

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2015, fall Course Instructor, Texas A&M University, Principles of Microeconomics.  
2017, fall Teaching Assistant, Texas A&M University, Games and Economic Behavior.  
2017, spring Teaching Assistant, Texas A&M University, Behavioral Finance (graduate level).  
2016, fall Teaching Assistant, Texas A&M University, Games and Strategic Behavior.  
2016, spring Teaching Assistant, Texas A&M University, Economic Decision-Making and Strategy.  
2014, fall Teaching Assistant, Texas A&M University, Games and Strategic Behavior.  
2013, fall Teaching Assistant, Texas A&M University, Sports Economics.

## WORKSHOP PARTICIPATION

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2018 UCSD Spring School in Behavioral Economics, UCSD.  
2016 Barcelona LeeX Experimental Economics Summer School in Macroeconomics, Universitat Pompeu Fabra.  
2015 Interdisciplinary Workshop on Cooperation and Conflict, Texas A&M University.

## CONFERENCE PRESENTATIONS (past and forthcoming)

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### **“The Predictive Success of Theories of Strategic Thinking: A Non-parametric Evaluation”**

2018 Asia-Pacific ESA Meeting, Abu Dhabi, UAE, January.  
2018 Australia New Zealand Workshop in Experimental Economics, Auckland, New Zealand, November.

### **“Can Friendship Paradox Generate Biased Inference in Social Networks?”**

2017 European ESA meeting, Vienna, Austria, September 8.  
2017 North American ESA meeting, Richmond, October.

### **“Does the Cognitive Hierarchy Model Describe an Individual’s Beliefs? An Experimental Investigation.”**

2017 Southern Economics Association Meeting, Tampa, November.  
2016 Southern Economics Association Meeting, Washington, November 21.  
2016 Texas Experimental Economics Symposium, Houston, March 14 (poster presentation).  
2015 North American ESA meeting, Dallas, October 22.

## OTHER CONFERENCE ATTENDANCE

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2019 Winter Experimental Social Science Institute, NYU Abu Dhabi.  
2018 The Frontiers of Network Science, NYU Abu Dhabi.  
2017 Texas Experimental Economics Symposium, The University of Texas at Arlington.  
2016 Texas Economic Theory Camp, Rice University.  
2016 Methods in Experimental Economics Research Conference, Texas A&M University.  
2015 Methods in Experimental Economics Research Conference, Texas A&M University.

## PROGRAMMING SKILLS

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Stata, Matlab, z-Tree.

## PROFESSIONAL MEMBERSHIPS

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2017 - present American Economics Association  
2017 - present Southern Economics Association  
2014 - present Economic Science Association