

# VIKRAM AHUJA

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## OFFICE ADDRESS

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## HOME ADDRESS

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## DEGREES

Ph.D. (Business Economics), Kelley School of Business, Indiana University, March 2015 (*Expected*)

B.A. (Economics, Summa Cum Laude), Thammasat University, Thailand, 2008

## AREAS OF INTEREST

Industrial Organization, Microeconomics, Game Theory, Marketing, and Management

## DISSERTATION

*Title:* Three Essays on Contests

*Committee:* Michael R. Baye (Chair), John W. Maxwell, Rick Harbaugh, and Shibo Li

## JOB MARKET PAPER

Vikram Ahuja, “Generalized Contests, Asymmetries, and Spillovers: Equilibrium Effort and Conditions for the Level Playing Field Principle.”

**Abstract** The level playing field principle states that symmetric contests induce greater total effort than asymmetric ones. This paper reexamines this principle in the context of a general contest environment where the winner and loser's payoffs depend, in part, on all players' efforts (e.g., there are rank-order spillovers). The model subsumes, as special cases, a wide class of imperfectly discriminating contests including Tullock. I derive a closed-form expression for the symmetric Nash equilibrium, and identify necessary and sufficient conditions for existence and uniqueness of equilibrium for this parameterized class of contests. I also examine how asymmetries among players impact efforts in a neighborhood of the symmetric equilibrium, and provide necessary and sufficient conditions for the level playing field principle to hold. It turns out that the level playing field principle does not hold generally, but depends on the nature of spillovers in an intuitive way. I conclude by demonstrating that different parameterizations of the general model subsume a large variety of contests, including R&D, price promotion, innovation, litigation, rent-seeking, job promotion, wars as well as sports. My results thus permit one to readily determine whether asymmetries in these environments – as well as other environments where it is unknown whether the level-playing field principle applies – lead to increases or decreases in total effort.

## **OTHER COMPLETED PAPERS**

Vikram Ahuja, "Self- and Rival-Directed Effort in Contests."

Vikram Ahuja, "Internal Promotion or External Hiring? A Dynamic Theory of Contests."

Vikram Ahuja and Dmitry Lubensky, "Inducing Teamwork in Rank-Order Tournaments."

## **WORK IN PROGRESS**

Vikram Ahuja, "Inter-organizational Competition: A Game Theoretic Approach."

Vikram Ahuja and Dmitry Lubensky, "Optimal Budget-Constrained Design."

## **CONFERENCE PRESENTATIONS**

Midwest Economic Theory Conference, Lawrence, KS, October 2014. Paper Presented: "Generalized Contests, Asymmetries, and Spillovers: Equilibrium Effort and Conditions for the Level Playing Field Principle."

Midwest Economics Association Annual Meeting, Evanston, IL, March 2014. Paper Presented: "Self- and Rival-Directed Effort in Contests."

Midwest Economic Theory Conference, Ann Arbor, MI, October 2013. Paper Presented: "Inducing Teamwork in Rank-Order Tournaments."

Midwest Economics Association Annual Meeting, Evanston, IL, March 2013. Paper Presented: "Internal Promotion or External Hiring? A Dynamic Contest Theory Model."

Tournaments, Contests, and Relative Performance Evaluations Conference, Fresno, CA, March 2013. Paper Presented: "Inducing Teamwork in Rank-Order Tournaments."

Tournaments, Contests, and Relative Performance Evaluations Conference, Fresno, CA, March 2013. Paper Presented: "Internal Promotion or External Hiring? A Dynamic Contest Theory Model."

## **TEACHING EXPERIENCE** (*Full Responsibility Teaching Only*)

BUS G100 Business in the Information Age, Spring 2013.  
Student evaluation: 6.5/7 (school average: 6/7)

BUS G345 Money, Banking, and Capital Markets, Summer 2013.  
Student evaluation: 6.35/7 (school average: 5.36/7)

BUS G300 Introduction to Managerial Economics, Spring 2014, Summer 2014, and Fall 2014.  
Student evaluation: 5.65/7 (school average: 5.4/7)

## **OTHER WORK EXPERIENCE**

### Academic

Instructor, Kaplan Test Prep International (2010-2014)  
Guest Instructor, Assumption College (2009)  
Program Director, Eduzones.com's College Admission Test Prep (2004-2009)  
Research Assistant, Thailand-USA Free Trade Agreement Committee (2008)

### Non-Academic

Associate, Krung Thai Bank PCL (2009-2010)  
Researcher, Custom Asia Limited (2008-2009)  
Analyst, Exxon Mobil Corp. (2008-2009)

## **SELECTED AWARDS, HONORS, AND SCHOLARSHIPS**

Panchar Teaching Award for Associate Instructors (Nominee), 2014  
Kelley School of Business Ph.D. Research Assistantship 2010-2014  
Kelley School of Business Ph.D. Tuition Grants 2010-2014  
Anandamahidol Royal Scholarships (Nominee), 2009 and 2010  
Bhumipol Royal Scholarships (highest honor in academic achievement), 2008  
ExxonMobil Distinctive Intern Scholarships, 2007

## **PERSONAL BACKGROUND**

Nationality: Thai  
Languages: English (Fluent) and Thai (Native)

## **REFERENCES**

### *Michael R. Baye (Dissertation Chair)*

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Kelley School of Business  
Indiana University – Bloomington  
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### *John W. Maxwell*

Chairperson and Professor of Business Economics and Public Policy  
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### *Rick Harbaugh*

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