

Ilan Lobel

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Address:
NYU Stern School of Business
44 West 4th St, KMC 8-71
New York, NY 10012

EMPLOYMENT HISTORY

New York University, Stern School of Business	New York, NY
Associate Professor of Information, Operations and Management Sciences (with tenure)	2018 – present
Associate Professor of Information, Operations and Management Sciences (without tenure)	2016 – 2018
Assistant Professor of Information, Operations and Management Sciences	2010 – 2016
Microsoft Research, New England Lab	Cambridge, MA
Post-doctoral Researcher	2009 – 2010

EDUCATION

Massachusetts Institute of Technology	Cambridge, MA
Ph.D. in Operations Research, GPA: 5.0 / 5.0	2009
Thesis Title: “Social Networks: Rational Learning and Information Aggregation”	
Advisors: Daron Acemoglu, Munther Dahleh and Asu Ozdaglar	
Pontificia Universidade Catolica	Rio de Janeiro, Brazil
B.S. in Electrical Engineering, GPA: 9.6 / 10.0	2004

JOURNAL ARTICLES

1. “Multidimensional Binary Search for Contextual Decision-Making,” I. Lobel, R. Paes Leme and A. Vladu, forthcoming at *Operations Research*.
2. “Customer Referral Incentives and Social Media,” I. Lobel, E. Sadler and L. Varshney, *Management Science*, vol. 63, no. 10, pp. 3514-3529, 2017.
3. “Optimal Long-Term Supply Contracts with Asymmetric Demand Information,” I. Lobel and W. Xiao, technical note, *Operations Research*, vol. 65, no. 5, pp. 1275-1284, 2017.
4. “Intertemporal Pricing under Minimax Regret,” R. Caldenteu, Y. Liu and I. Lobel, *Operations Research*, vol. 65, no. 1, pp. 104-129, 2017.
5. “Preferences, Homophily, and Social Learning,” I. Lobel and E. Sadler, *Operations Research*, vol. 64, no. 3, pp. 564-584, 2016.
6. “Optimizing Product Launches in the Presence of Strategic Customers,” I. Lobel, J. Patel, G. Vulcano and J. Zhang, *Management Science*, vol. 62, no. 6, pp. 1778-1799, 2016.
7. “Information Diffusion in Networks through Social Learning,” I. Lobel and E. Sadler, *Theoretical Economics*, vol. 10, no. 3, pp. 807-851, 2015.
8. “Intertemporal Price Discrimination: Structure and Computation of Optimal Policies,” O. Besbes and I. Lobel, *Management Science*, vol. 61, no. 1, pp. 92-110, 2015.
9. “Optimal Multiperiod Pricing with Service Guarantees,” C. Borgs, O. Candogan, C. Chayes, I. Lobel and H. Nazerzadeh, *Management Science*, vol. 60, no. 7, pp. 1792-1811, 2014.

10. “Optimal Dynamic Mechanism Design and the Virtual Pivot Mechanism,” S. Kakade, I. Lobel and H. Nazerzadeh, *Operations Research*, vol. 61, no. 3, pp. 837-854, 2013. – **Winner of the 2014 INFORMS Revenue Management and Pricing Section Prize.**
11. “Bayesian Learning in Social Networks,” D. Acemoglu, M. Dahleh, I. Lobel and A. Ozdaglar, *The Review of Economic Studies*, vol. 78, no. 4, pp. 1201-1236, 2011. – **Most cited paper in 2013 among all articles published in The Review of Economics Studies in 2011 or 2012.**
12. “Distributed Multi-Agent Optimization with State-Dependent Communication,” I. Lobel, A. Ozdaglar and D. Feijer, *Mathematical Programming*, ser. B, vol. 129, no. 2, pp. 255-284, 2011.
13. “Distributed Subgradient Methods for Convex Optimization over Random Networks,” I. Lobel and A. Ozdaglar, *IEEE Transactions on Automatic Control*, vol. 56, no. 6, pp. 1291-1306, 2011.

WORKING PAPERS

14. “Feature-Based Dynamic Pricing,” M. Cohen, I. Lobel and R. Paes Leme, under major revision (for third round of review) at *Management Science*.
15. “Dynamic Pricing with Heterogeneous Patience Levels,” I. Lobel, under major revision (for second round of review) at *Operations Research*.
16. “Dynamic Contracting under Positive Commitment,” I. Lobel and R. Paes Leme.
17. “Auction Design for ROI-Constrained Buyers,” N. Golrezaei, I. Lobel and R. Paes Leme.
18. “Surge Pricing and Its Spatial Supply Response,” O. Besbes, F. Castro and I. Lobel.
19. “Managing Customer Churn via Service Mode Control,” Y. Kanoria, I. Lobel and J. Lu.

PUBLISHED LETTERS

1. “Ellipsoids for Contextual Dynamic Pricing,” M. Cohen, I. Lobel and R. Paes Leme, *SIGecom Exchanges*, vol. 15, no. 2, pp. 40-44, 2017.
2. “Optimal Dynamic Mechanism Design via a Virtual VCG Mechanism,” S. Kakade, I. Lobel and H. Nazerzadeh, *SIGecom Exchanges*, vol. 10, no. 1, pp. 27-30, 2011.

PAPERS ACCEPTED IN PEER-REVIEWED CONFERENCE PROCEEDINGS

1. “Multidimensional Binary Search for Contextual Decision-making,” I. Lobel, R. Paes Leme and A. Vladu, *ACM Conference on Economics and Computation (EC)*, 2017.
2. “Feature-Based Dynamic Pricing,” M. Cohen, I. Lobel and R. Paes Leme, *ACM Conference on Economics and Computation (EC)*, 2016.
3. “Customer Referral Incentives and Social Media,” I. Lobel, E. Sadler and L. Varshney, *ACM Conference on Economics and Computation (EC)*, 2015.
4. “Social Learning and Aggregate Network Uncertainty,” I. Lobel and E. Sadler, *ACM Conference on Electronic Commerce (EC)*, 2013.
5. “Optimal Multiperiod Pricing with Service Guarantees,” C. Borgs, O. Candogan, C. Chayes, I. Lobel and H. Nazerzadeh, *Conference on Web and Internet Economics (WINE)*, 2011.
6. “Rate of Convergence of Learning in Social Networks,” I. Lobel, D. Acemoglu, M. Dahleh and A. Ozdaglar, *American Control Conference (ACC)*, 2009.
7. “Convergence Analysis of Distributed Subgradient Methods over Random Networks,” I. Lobel and A. Ozdaglar, *Allerton Conference on Communication, Control and Computing (Allerton)*, 2008.

8. “Social Learning with Partial Observations,” I. Lobel, D. Acemoglu, M. Dahleh and A. Ozdaglar, *Conference on Decision and Control (CDC)*, 2007.

ASSOCIATE EDITORSHIPS

Management Science, 2017 – present.

- Revenue Management and Market Analytics department, 2018 – present.
- Operations Management department, 2017 – present.

Operations Research, 2016 – present.

- Revenue Management and Market Analytics area, 2018 – present.
- Operations and Supply Chains area, 2018 – present.
- Games, Information, and Networks area, 2016 – 2017.
- Stochastic Models area, 2016 – 2017.

COMMUNITY LEADERSHIP

Chair-elect of the INFORMS Revenue Management and Pricing Section, 2017 – present.

Co-organizer of the 2016 (NYU), 2017 (Stanford) and 2018 (Toronto) editions of the Marketplace Innovation Workshop, jointly with R. Johari, C. Maglaras and G. Weintraub.

Co-organizer of the 2017 edition of the New York Computer Science and Economics Day at NYU Stern, jointly with A. Greenwald, R. Paes Leme and J. Wright.

Co-organizer of the 2016 edition of the INFORMS Revenue Management & Pricing Conference at NYU Stern, jointly with S. Jagabathula and G. Vulcano.

AWARDS AND HONORS

2018 Stern Distinguished Teaching Award.

2017 Poets & Quants 40 Most Outstanding MBA Professors Under 40.

2016 Management Science Distinguished Service Award.

Launch “9” talk to the entire incoming 2017 Stern MBA class.

Nominated by the MBA class for the 2015 NYU Stern “Professor of the Year” Award.

2015 and 2013 IBM Open Collaborative Faculty Awards.

2014 INFORMS Revenue Management and Pricing Section Prize, “awarded for the best contribution to the science of pricing and revenue management published in English” over a five-year window.

2013 Management Science Meritorious Service Award.

Plenary Speaker at Workshop on Information in Networks at NYU Stern, 2013.

Most cited paper in 2013 published in *The Review of Economic Studies* in 2011 or 2012.

Plenary Speaker at Microsoft Research 20th Anniversary Symposium, 2011.

Kavli Fellow and Plenary Speaker at 2010 U.S. National Academy of Sciences Frontiers of Science Symposium.

Plenary Speaker at NYU Stern IOMS Department 10th Anniversary Symposium, 2010.

Academic Excellence Award from PUC-Rio University, with the highest GPA in School of Engineering, 2004.

Merit-based fellowship covering costs for 5 years of undergraduate studies at PUC-Rio University, 1999-2004.

2001 Goldman Sachs Global Leaders Award.

2000 Lucent Technologies Global Science Scholars Award.

1st place in university entrance exams for the School of Engineering of the Federal University of Rio de Janeiro (UFRJ) among approximately 10,000 students, 1999.

RESEARCH GRANTS

1. IBM Open Collaborative Faculty Award. “Identifying and Modeling Influence in Social Media,” PI, I. Lobel, US\$ 75,000, 2015.
2. NSF Grant. “Selling to Networked Markets,” PI, I. Lobel and K. Bimpikis, US\$100,000 (individual share of US\$60,000), 2012-2013.
3. IBM Open Collaborative Faculty Award. “Opinion Dynamics Analytics,” PI, I. Lobel, US\$100,000, 2013.
4. NET Institute Summer Grant. “Preferences, Homophily, and Social Learning,” PI, I. Lobel and E. Sadler, US\$4,500, 2013.

PATENTS

1. “Data Center System that Accommodates Episodic Computation,” C. Belady, J. Larus, D. Burger, D. Reed, C. Borgs, J. Chayes, I. Lobel, I. Menache, H. Nazerzadeh and N. Jain. Patent Number 2012/0109705. Issued on 05/03/2012.
2. “Pricing Mechanisms for Perishable Time-Varying Resources,” C. Borgs, O. Candogan, C. Chayes, I. Lobel and H. Nazerzadeh. Patent Number 2012/0095940. Issued on 04/19/2012.
3. “A Dynamic Mechanism for Selling Online Advertising Space,” S. Kakade, I. Lobel and H. Nazerzadeh. Patent Number 2011/0258052. Issued on 10/20/2011.

TEACHING EXPERIENCE

Average instructor evaluation over the last 3 years: 6.85 out of 7.0.

Course	Instructor Evaluation (out of 7.0)
Spring 2018, Decision Models & Analytics (full-time MBA program)	7.0
Spring 2018, Decision Models & Analytics (full-time MBA program)	6.8
Spring 2017, Decision Models & Analytics (full-time MBA program)	6.8
Spring 2017, Decision Models & Analytics (part-time MBA program)	6.8
Spring 2017, Decision Models & Analytics (undergraduate program)	6.7
Spring 2016, Decision Models & Analytics (full-time MBA program)	6.7
Spring 2016, Decision Models & Analytics (undergraduate program)	7.0
Spring 2016, Applied Game Theory (PhD program)	7.0
Spring 2015, Decision Models (full-time MBA program)	6.8
Spring 2015, Decision Models (undergraduate program)	6.7
Winter 2015, Decision Models (part-time MBA program)	6.4
Spring 2014, Applied Game Theory (PhD program)	6.8
Spring 2014, Decision Models (undergraduate program)	6.5
Spring 2014, Decision Models (part-time MBA program)	6.2
Spring 2013, Decision Models (undergraduate program)	6.7
Spring 2013, Decision Models (part-time MBA program)	6.5
Spring 2013, Decision Models (MS in Business Analytics program)	6.1
Winter 2013, Decision Models (part-time MBA program)	6.5
Spring 2012, Game Theory in Operations (PhD program)	7.0
Spring 2012, Decision Models (undergraduate program)	6.7
Spring 2012, Decision Models (part-time MBA program)	6.0
Spring 2011, Decision Models (undergraduate program)	6.3

DOCTORAL ADVISING AND THESIS COMMITTEES

Thesis committee member: Tarek Abdallah, OM Ph.D. 2018, NYU Stern. Placement: Assistant Professor of Operations, Kellogg School of Management, Northwestern University.

Thesis committee member: Ilari Paasivirta, Economics Ph.D. 2017, NYU. Placement: Amazon.

Thesis committee member and coauthor: Ying Liu, OM Ph.D. 2016, NYU Stern. Placement: United Airlines.

Co-advisor: Evan Sadler, IS Ph.D. 2015, NYU Stern. Placement: Assistant Professor of Economics, Columbia University.

Postdoc supervisor: Ankur Mani, 2015, NYU Stern. Placement: Assistant Professor of Industrial and Systems Engineering at University of Minnesota.

Co-advisor: Jigar Patel, OM Ph.D. 2014, NYU Stern. Placement: Assistant Professor of Information and Operations Management at Montclair State University.

OTHER APPOINTMENTS

Google Research New York, NY
Faculty Advisor 2016

Stanford Graduate School of Business Stanford, CA
Visiting Scholar, OIT Group 2012

Microsoft Research, New England Lab Cambridge, MA
Consulting Researcher 2010 – 2012

IBM Research, T.J. Watson Lab Yorktown Heights, NY
Intern, Supply Chain Group 2006

OTHER PROFESSIONAL SERVICE

Service to NYU, Stern and the IOMS Department

Member of the Faculty Advisory Council of the Center for Sustainable Business (2017-present).

Initiated the department-wide IOMS Colloquium, jointly with P. Perry and P. Tambe (2013-present).

Lecture on optimization modeling to high school students at Courant's 2015 cSplash Day.

Organized the first IOMS ResearchFest, jointly with C. Hurvich and F. Provost (2014).

Chair of the departmental workstream on "New Research Opportunities for IOMS" (2013-2014).

Launch "9" talk to the entire incoming 2017 Stern MBA class (2015).

Member of the OM graduate admissions committee (2014-2015).

Contributed a video lecture to "Operations in NYC" course (2013).

PC Member for the 2013 and 2015 Stern Center for Business Analytics' Revenue Management Roundtables.

OM Recruiting Committee Member, Searches in 2010-2011, 2012-2013, 2013-2014 and 2014-2015.

IS Recruiting Committee Member, Search 2014-2015.

Coordinator of the NYU Stern Operations Management Seminar Series, 2010-2012.

Journal Reviewer

American Economic Journal: Microeconomics, American Economic Review, Econometrica, European Journal of Operational Research, Games and Economic Behavior, IEEE Transactions on Automatic Control, IEEE Transactions on Information Theory, INFORMS Journal on Optimization, Management Science, Manufacturing and Service Operations Management, Mathematics of Operations Research, Operations Research, Proceedings of the National Academy of Sciences, Production and Operations Management, Quarterly Journal of Economics, Review of Corporate Finance Studies, Review of Economic Studies, Theoretical Economics.

Grant Proposal Panelist or Reviewer

NSF panelist for the “Services, Manufacturing and Operations Research” program.

Chile’s National Science and Technology Commission grant reviewer.

Hong Kong’s Research Grant Council’s proposal reviewer.

Judge, Award or Program Committee Member

Steering Committee Member for the Inaugural MSOM Data-Driven Research Challenge, 2017-2018.

ACM Conference on Economics and Computation (EC) Program Committee Member, 2018.

INFORMS Revenue Management & Pricing Dissertation Award Committee Member, 2017.

Judge on MSOM Student Paper Competition in 2012, 2013, 2014, 2015 and 2017.

Judge for MSOM Service Operations SIG in 2012, 2013, 2014 and 2015.

Judge for MSOM Supply Chain Management SIG in 2015.

INVITED TALKS AT UNIVERSITIES AND RESEARCH LABS

1. May 2018, Baruch College, Zicklin School of Business.
2. April 2018, University of Maryland, Smith School of Business.
3. November 2017, INSEAD, Fontainebleau, France.
4. May 2017, University of Chicago, Booth School of Business.
5. April 2017, McGill University, Desautels Faculty of Management.
6. April 2017, MIT, Sloan School of Management.
7. March 2017, University of Michigan, Ross School of Business.
8. February 2017, Yale School of Management.
9. November 2016, University of North Carolina, Kenan-Flagler Business School.
10. November 2016, Duke University, Fuqua School of Business.
11. September 2016, University of British Columbia, Sauder School of Business.
12. April 2016, IOMS Colloquium, NYU Stern School of Business.
13. March 2016, PUC-Rio University, Economics Department, Rio de Janeiro, Brazil.
14. December 2015, Caltech, Social and Information Sciences Lab.
15. April 2015, Columbia University, Economics Department.
16. December 2014, Columbia Business School and IEOR Department.
17. December 2014, MIT, Laboratory for Information and Decision Systems.
18. December 2014, Stanford University, Management Science and Engineering Department.
19. November 2014, Google Research, New York, NY.
20. October 2014, London Business School.
21. October 2014, University College London, Management Science and Innovation Department.
22. September 2014, Northwestern University, Kellogg School of Management.
23. November 2013, Stanford University, Graduate School of Business.
24. October 2013, University of Toronto, Rotman School of Management.
25. September 2013, MIT, Sloan School of Management.

26. June 2013, University of Siena, Center for Complex Systems.
27. April 2013, Rutgers University, Electrical Engineering and Computer Science Department.
28. February 2013, IBM Research, Stochastic Systems Group, Yorktown Heights, NY.
29. January 2013, Cornell University, Operations Research and Information Engineering Department.
30. November 2012, University of Southern California, Marshall School of Business.
31. November 2012, Microsoft Research, Silicon Valley Lab.
32. November 2012, PUC-Rio University, Electrical and Systems Engineering, Rio de Janeiro, Brazil.
33. November 2012, Stanford University, Graduate School of Business.
34. September 2012, University of California, Berkeley, Industrial Engineering and Operations Research Dept.
35. May 2012, IBM Research, Service Systems Group, Yorktown Heights, NY.
36. December 2011, INSEAD, Singapore.
37. December 2011, NUS Business School, Singapore.
38. September 2011, Microsoft Research 20th Anniversary Symposium.
39. September 2011, University of Minnesota, Industrial and Systems Engineering Department.
40. August 2011, Google Research, New York, NY.
41. October 2010, Symposium for the 10th Anniversary of the IOMS Department at NYU Stern.
42. May 2010, Duke University, Fuqua School of Business.
43. May 2010, MIT, Laboratory for Information and Decision Systems.
44. April 2010, Harvard University, Economics Group, Computer Science Department.
45. March 2010, Brown University, Applied Math Department.
46. February 2010, University of Connecticut, Industrial Psychology Department.
47. October 2009, Northwestern University, Economics Group, Computer Science Department.
48. March 2009, Stanford University, Management Science and Engineering Department.
49. March 2009, University of California, Berkeley, Electrical Engineering and Computer Science Department.
50. March 2009, California Institute of Technology, Joint Economics and Computer Science Colloquium.
51. March 2009, University of Pennsylvania, Market Systems Lecture.
52. February 2009, University of Chicago, Booth School of Business.
53. February 2009, Columbia University, Graduate School of Business.
54. February 2009, University of Michigan, Ross School of Business.
55. February 2009, University of California, Los Angeles, Anderson School of Management.
56. February 2009, Cornell University, Operations Research and Information Engineering Department.
57. February 2009, McGill University, Desautels Faculty of Management.
58. February 2009, Microsoft Research, New England Lab.
59. January 2009, New York University, Stern School of Business.

CONFERENCE PRESENTATIONS

60. March 2018, NYC Operations Day, New York, NY.
61. December 2017, Dynamic Pricing Workshop, Santiago, Chile.
62. October 2017, INFORMS Meeting, Houston, TX.
63. June 2017, Revenue Management and Pricing Conference, Amsterdam, Netherlands.
64. June 2017, MSOM Conference, Chapel Hill, NC.
65. June 2017, Marketplace Innovation Workshop, Stanford, CA.
66. January 2017, Networks, Matching, and Platforms in Operations Workshop, Denver, CO.
67. November 2016, INFORMS Meeting, Nashville, TN.
68. June 2016, Revenue Management and Pricing Conference, New York, NY.
69. May 2016, CORS Annual Conference, Banff, Canada.
70. February 2016, Utah Winter Operations Conference, Salt Lake City, UT.
71. January 2016, Google Market Algorithms Workshop, New York, NY.
72. November 2015, INFORMS Meeting, Philadelphia, PA.
73. July 2015, ISMP Conference, Pittsburgh, PA.
74. June 2015, ACM Conference on Economics and Computation (EC), Portland, OR.

75. June 2015, Workshop on Organizational Performance through Analytics, Ithaca, NY.
76. June 2015, Revenue Management and Pricing Conference, New York, NY.
77. November 2014, INFORMS Meeting, San Francisco, CA.
78. July 2014, Learning in Social Networks Workshop, Barcelona, Spain.
79. June 2014, Revenue Management and Pricing Conference, Istanbul, Turkey.
80. May 2014, POMS Conference, Atlanta, GA.
81. October 2013, INFORMS Meeting, Minneapolis, MN.
82. October 2013, Workshop on Information in Networks (WIN), New York City, NY.
83. July 2013, MSOM Conference, Fontainebleau, France.
84. July 2013, EURO-INFORMS Meeting, Rome, Italy.
85. October 2012, INFORMS Meeting, Phoenix, AZ.
86. August 2012, ISMP Conference, Berlin, Germany.
87. July 2012, Stony Brook Game Theory Conference, Stony Brook, NY.
88. June 2012, MIT Emerging Topics in Interconnected Systems Workshop, Cambridge, MA.
89. June 2012, MSOM Conference, New York, NY.
90. April 2012, POMS Conference, Chicago, IL.
91. December 2011, Workshop on Network and Internet Economics (WINE), Singapore.
92. November 2011, INFORMS Meeting, Charlotte, NC.
93. June 2011, Revenue Management and Pricing Conference, New York, NY.
94. May 2011, Symposium on Modeling and Optimization in Networks, Princeton, NJ.
95. November 2010, INFORMS Meeting, Austin, TX.
96. August 2010, Modeling and Optimization Conference (MOPTA), Bethlehem, PA.
97. July 2010, Workshop of the Game Theory Society, Sao Paulo, Brazil.
98. June 2010, MSOM Conference, Haifa, Israel.
99. October 2009, INFORMS Meeting, San Diego, CA.
100. September 2009, Workshop on Information in Networks (WIN), New York City, NY.
101. June 2009, American Control Conference (ACC), Saint Louis, MO.
102. March 2009, OPTIMA Conference, Urbana, IL.
103. October 2008, INFORMS Meeting, Washington, DC.
104. September 2008, CLAIO Conference, Cartagena, Colombia.
105. July 2008, Third World Congress of the Game Theory Society, Northwestern University.
106. May 2008, Northeast Control Workshop, University of Maryland.
107. December 2007, Conference on Decision and Control (CDC), New Orleans, LA.
108. November 2007, INFORMS Meeting, Seattle, WA.
109. October 2007, ValueTools Conference, Nantes, France.
110. July 2007, Stony Brook Game Theory Conference, Stony Brook, NY.

PRESENTATIONS TO OTHER AUDIENCES

111. November 2010, Frontiers of Science Symposium, U.S. National Academy of Sciences.
112. March 2010, Microsoft, CEO and Leadership Team.