

## 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

<b>New York University, Stern School of Business</b>	New York, NY
Professor of Technology, Operations and Statistics	2022 – present
Robert L. & Dale Atkins Rosen Faculty Fellow	2019 – present
Associate Professor (with tenure)	2018 – 2022
Associate Professor (without tenure)	2016 – 2018
Assistant Professor	2010 – 2016
<b>Microsoft Research, New England Lab</b>	Cambridge, MA
Post-doctoral Researcher	2009 – 2010

### EDUCATION

<b>Massachusetts Institute of Technology</b>	Cambridge, MA
Ph.D. in Operations Research, GPA: 5.0 / 5.0	2009
<b>Pontificia Universidade Catolica</b>	Rio de Janeiro, Brazil
B.S. in Electrical Engineering, GPA: 9.6 / 10.0	2004

### JOURNAL ARTICLES

1. “Reducing Marketplace Interference Bias Via Shadow Prices”, I. Bright, A. Delarue and I. Lobel, *Management Science*, forthcoming.
2. “Employees versus Contractors: An Operational Perspective,” I. Lobel, S. Martin and H. Song, *M&SOM*, Frontiers in Operations Initiative, forthcoming.
3. “Detours in Shared Rides,” I. Lobel and S. Martin, *Management Science*, forthcoming.
4. “Contextual Inverse Optimization: Offline and Online Learning,” O. Besbes, Y. Fonseca and I. Lobel, *Operations Research*, forthcoming.
5. “Managing Customer Churn via Service Mode Control,” Y. Kanoria, I. Lobel and J. Lu, *Mathematics of Operations Research*, forthcoming.
6. “Minimum Earnings Regulation and the Stability of Marketplaces,” A. Asadpour, I. Lobel and G. van Ryzin, *M&SOM*, vol. 25, no. 1, pp. 254-265, 2023.
7. “Spatial Capacity Planning,” O. Besbes, F. Castro and I. Lobel, vol. 70, no. 2, pp. 1271-1291, *Operations Research*, 2022.
8. “Revenue Management and the Rise of the Algorithmic Economy,” I. Lobel, *Management Science*, vol. 67, no. 9, pp. 5389-5398, 2021.
9. “Surge Pricing and Its Spatial Supply Response,” O. Besbes, F. Castro and I. Lobel, *Management Science*, vol. 67, no. 3, pp. 1350-1367, 2021. – **Featured article**.
10. “Feature-Based Dynamic Pricing,” M. Cohen. I. Lobel and R. Paes Leme, *Management Science*, vol. 66, no. 11, pp. 4921-4943, 2020. – **Lead article**.

11. “Dynamic Pricing with Heterogeneous Patience Levels,” I. Lobel, *Operations Research*, technical note, vol. 68, no. 4, pp. 1038-1046, 2020.
12. “Multidimensional Binary Search for Contextual Decision-Making,” I. Lobel, R. Paes Leme and A. Vladu, *Operations Research*, vol. 66, no. 5, pp. 1346-1361, 2018.
13. “Customer Referral Incentives and Social Media,” I. Lobel, E. Sadler and L. Varshney, *Management Science*, vol. 63, no. 10, pp. 3514-3529, 2017.
14. “Optimal Long-Term Supply Contracts with Asymmetric Demand Information,” I. Lobel and W. Xiao, *Operations Research*, technical note, vol. 65, no. 5, pp. 1275-1284, 2017.
15. “Intertemporal Pricing under Minimax Regret,” R. Caldenty, Y. Liu and I. Lobel, *Operations Research*, vol. 65, no. 1, pp. 104-129, 2017.
16. “Preferences, Homophily, and Social Learning,” I. Lobel and E. Sadler, *Operations Research*, vol. 64, no. 3, pp. 564-584, 2016.
17. “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. – **Winner of the 2021 INFORMS Technology, Innovation Management and Entrepreneurship Best Paper Award.**
18. “Information Diffusion in Networks through Social Learning,” I. Lobel and E. Sadler, *Theoretical Economics*, vol. 10, no. 3, pp. 807-851, 2015.
19. “Intertemporal Price Discrimination: Structure and Computation of Optimal Policies,” O. Besbes and I. Lobel, *Management Science*, vol. 61, no. 1, pp. 92-110, 2015. – **Finalist of the 2018 Best OM Paper in Management Science Award.**
20. “Optimal Multiperiod Pricing with Service Guarantees,” C. Borgs, O. Candogan, J. Chayes, I. Lobel and H. Nazerzadeh, *Management Science*, vol. 60, no. 7, pp. 1792-1811, 2014.
21. “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.**
22. “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.**
23. “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.
24. “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

25. “Signaling Competition in Two-Sided Markets,” O. Besbes, Y. Fonseca, I. Lobel and F. Zheng. – **RMP Jeff McGill Best Student Paper Award, Second Place.**
26. “On the Supply of Autonomous Vehicles in Platforms,” D. Freund, I. Lobel and K. Zhao.

#### PUBLISHED LETTERS

1. “Using Prices to Spatially Match Supply and Demand,” O. Besbes, F. Castro and I. Lobel, *Management Science Review*, 2021.
2. “Ellipsoids for Contextual Dynamic Pricing,” M. Cohen, I. Lobel and R. Paes Leme, *SIGecom Exchanges*, vol. 15, no. 2, pp. 40-44, 2017.

3. “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 IN PEER-REVIEWED CONFERENCE PROCEEDINGS

1. “Signaling Competition in Two-Sided Markets,” O. Besbes, Y. Fonseca, I. Lobel and F. Zheng, *ACM Conference on Economics and Computation (EC)*, 2023.
2. “Reducing Marketplace Interference Bias Via Shadow Prices”, I. Bright, A. Delarue and I. Lobel, *ACM Conference on Economics and Computation (EC)*, 2023.
3. “Online Learning from Optimal Actions,” O. Besbes, Y. Fonseca and I. Lobel, *Conference on Learning Theory (COLT)*, 2021.
4. “Auction Design for ROI-Constrained Buyers,” N. Golrezaei, I. Lobel and R. Paes Leme, *The Web Conference (WWW)*, 2021.
5. “Minimum Earnings Regulation and the Stability of Marketplaces,” A. Asadpour, I. Lobel and G. van Ryzin, *ACM Conference on Economics and Computation (EC)*, 2020.
6. “Spatial Capacity Planning,” O. Besbes, F. Castro and I. Lobel, *ACM Conference on Economics and Computation (EC)*, 2019.
7. “Dynamic Contracting under Positive Commitment,” I. Lobel and R. Paes Leme, *Conference on Artificial Intelligence (AAAI)*, pp. 2101-2108, 2019. [including oral presentation]
8. “Multidimensional Binary Search for Contextual Decision-making,” I. Lobel, R. Paes Leme and A. Vladu, *ACM Conference on Economics and Computation (EC)*, 2017.
9. “Feature-Based Dynamic Pricing,” M. Cohen. I. Lobel and R. Paes Leme, *ACM Conference on Economics and Computation (EC)*, 2016.
10. “Customer Referral Incentives and Social Media,” I. Lobel, E. Sadler and L. Varshney, *ACM Conference on Economics and Computation (EC)*, 2015.
11. “Social Learning and Aggregate Network Uncertainty,” I. Lobel and E. Sadler, *ACM Conference on Electronic Commerce (EC)*, 2013.
12. “Optimal Multiperiod Pricing with Service Guarantees,” C. Borgs, O. Candogan, J. Chayes, I. Lobel and H. Nazerzadeh, *Conference on Web and Internet Economics (WINE)*, 2011.
13. “Rate of Convergence of Learning in Social Networks,” I. Lobel, D. Acemoglu, M. Dahleh and A. Ozdaglar, *American Control Conference (ACC)*, 2009.
14. “Convergence Analysis of Distributed Subgradient Methods over Random Networks,” I. Lobel and A. Ozdaglar, *Allerton Conference on Communication, Control and Computing (Allerton)*, 2008.
15. “Social Learning with Partial Observations,” I. Lobel, D. Acemoglu, M. Dahleh and A. Ozdaglar, *Conference on Decision and Control (CDC)*, 2007.

### EDITORSHIPS

*Area Editor: Operations Research*, 2021 – present.

- Markets, Platforms, and Revenue Management area, 2024 – present.
- Revenue Management and Market Analytics area. 2021 – 2023.

*Associate Editor: Operations Research*, 2016 – 2021.

- Revenue Management and Market Analytics area, 2018 – 2021.
- Operations and Supply Chains area, 2018 – 2021.
- Games, Information, and Networks area, 2016 – 2017.

- Stochastic Models area, 2016 – 2017.

*Associate Editor: Management Science*, 2017 – present.

- Operations Management department, 2017 – present.
- Revenue Management and Market Analytics department, 2018 – 2024.

*Associate Editor: Manufacturing & Services Operations Management*, 2021 – 2022.

- Services, Platforms and Revenue Management department, 2021 – 2022.

*Senior Editor: Production and Operations Management*, 2019 – 2022.

- Revenue Management department, 2019 – 2022.

### **COMMUNITY LEADERSHIP**

Co-organizer of the Marketplace Innovation Workshop, 2016 – 2020.

Chair of the INFORMS Revenue Management and Pricing Section Prize Committee, 2020.

Steering Committee Member for the MSOM Data-Driven Research Challenge, 2018 and 2020.

Chair of the INFORMS Revenue Management and Pricing Section, 2018 – 2019.

Co-organizer of the 2017 edition of the New York Computer Science and Economics Day at NYU Stern.

Co-organizer of the 2016 edition of the INFORMS Revenue Management & Pricing Conference at NYU Stern.

### **AWARDS AND HONORS**

2023 RMP Jeff McGill Best Student Paper Award, Second Place (for student Yuri Fonseca).

2021 INFORMS Technology, Innovation Management and Entrepreneurship Section Best Paper Award, “given out to the best paper in technology management, product/process innovation, business model innovation, new product development, and entrepreneurship” over a five-year window.

2021 MSQM Graduation Faculty Speaker.

2019 Robert L. & Dale Atkins Rosen Stern Faculty Fellow.

2019 Stern Graduates Survey: “Decision Models & Analytics” with Prof. Lobel was the 2<sup>nd</sup> most voted for “most valuable elective of MBA program” (1<sup>st</sup> among electives offered by tenured and tenure-track faculty).

2019 Stern Professor of the Year Honorable Mention.

2018 MSOM Young Scholar Prize, which “recognizes exceptional young researchers who have made outstanding contributions to scholarship in operations management.”

Finalist of the 2018 Best OM Paper in Management Science Award.

2018 Stern Distinguished Teaching Award.

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

2016 Management Science Distinguished Service 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.

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

Kavli Fellow, U.S. National Academy of Sciences.

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

### TEACHING EVALUATIONS

(Including all in-person and synchronous online courses since 2016)

Course	Instructor Evaluation
Winter 2024, Decision Models & Analytics (undergraduate)	4.9/5.0
Winter 2024, Decision Models & Analytics (part-time MBA)	4.8/5.0
Fall 2023, Decision Models & Analytics (executive MBA)	4.9/5.0
Spring 2023, Decision Models & Analytics (full-time MBA)	4.9/5.0
Spring 2023, Decision Models & Analytics (full-time MBA)	4.9/5.0
Fall 2022, Decision Models & Analytics (executive MBA)	4.8/5.0
Spring 2022, Decision Models & Analytics (full-time MBA)	5.0/5.0
Spring 2022, Decision Models & Analytics (full-time MBA)	5.0/5.0
Spring 2022, Operations via Marketplaces (PhD)	5.0/5.0
Winter 2022, Decision Models & Analytics (undergraduate)	5.0/5.0
Fall 2021, Decision Models & Analytics (executive MBA)	5.0/5.0
Spring 2021, Decision Models & Analytics (full-time MBA)	4.9/5.0
Winter 2021, Decision Models & Analytics (part-time MBA)	4.7/5.0
Fall 2020, Decision Models & Analytics (executive MBA)	5.0/5.0
Fall 2019, Decision Models & Analytics (executive MBA)	5.0/5.0
Spring 2019, Decision Models & Analytics (full-time MBA)	5.0/5.0
Spring 2019, Decision Models & Analytics (full-time MBA)	4.9/5.0
Spring 2019, Decision Models & Analytics (undergraduate)	4.8/5.0
Fall 2018, Decision under Risk (MS in Business Analytics)	4.9/5.0
Fall 2018, Decision Models & Analytics (executive MBA)	4.8/5.0
Spring 2018, Decision Models & Analytics (full-time MBA)	7.0/7.0
Spring 2018, Decision Models & Analytics (full-time MBA)	6.8/7.0
Spring 2017, Decision Models & Analytics (full-time MBA)	6.8/7.0
Spring 2017, Decision Models & Analytics (part-time MBA)	6.8/7.0
Spring 2017, Decision Models & Analytics (undergraduate)	6.7/7.0
Spring 2016, Decision Models & Analytics (full-time MBA)	6.7/7.0
Spring 2016, Decision Models & Analytics (undergraduate)	7.0/7.0
Spring 2016, Applied Game Theory (PhD)	7.0/7.0

### DOCTORAL STUDENT ADVISING AND THESES COMMITTEES

Co-advisor (with Omar Besbes and Fanyin Zheng): Yuri Fonseca, Columbia DRO Ph.D. 2024. Placement: Assistant Professor at School of Management, University College London.

Co-advisor (with Maxime Cohen, Wenqiang Xiao): Haotian Song, NYU Stern OM Ph.D. 2022. Placement: Assistant Professor at School of Management, Zhejiang University.

Thesis committee member and coauthor: Jiaqi Lu, Columbia DRO Ph.D. 2021. Placement: Assistant Professor of Data Science at CUHK Shenzhen.

Thesis committee member: Pengyu Qian, Columbia DRO Ph.D. 2021. Placement: Assistant Professor at Krannert School of Management, Purdue University.

Co-advisor (with Omar Besbes): Francisco Castro, Columbia DRO Ph.D. 2019. Placement: Assistant Professor of Decisions, Operations and Technology Management, Anderson School of Management, UCLA.

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

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

Co-advisor (with Rene Caldentey): Ying Liu, NYU Stern OM Ph.D. 2016. Placement: United Airlines.

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

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

Co-advisor (with Rene Caldentey, Gustavo Vulcano): Jigar Patel, NYU Stern OM Ph.D. 2014. Placement: Assistant Professor of Information and Operations Management at Montclair State University.

## **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.

## **OTHER PROFESSIONAL SERVICE**

### **Service to NYU, Stern and the TOPS Department**

Member of the full-time MBA core curriculum review committee (2023-present).

Member of the Stern Faculty Council (2022-2025).

Member of Faculty Advisory Council of the Berkley Center for Entrepreneurship (2021-present).

MSRM Capstone Advisor (2022-2023).

Scientific Mentor, Co-Moderator and Startup Interviewer, Endless Frontier Labs program (2018-2022).

OM Recruiting Committee Chair (2021-2022).

Stern Honors advisor (2021-2022).

Ad Hoc Ph.D. Program Judiciary Committee, NYU Stern (2021).

Mentor at Teaching Workshop for Stern Ph.D. Students (2018-2020).

Created an online course for the new MSQM program (2019).

Stern Distinguished Teaching Award Committee (2019).

Member of Faculty Advisory Council of the Center for Sustainable Business (2017-2019).

Initiated the department-wide IOMS/TOPS Colloquium, jointly with P. Perry and P. Tambe (2013-2019).

Lecture on optimization modeling to high school students at Courant's cSplash Day (2015).  
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 incoming 2017 Stern MBA class (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.  
Coordinator of the NYU Stern Operations Management Seminar Series, 2010-2012.  
IS Recruiting Committee Member, Searches 2014-2015, 2018-2019.  
OM Recruiting Committee Member, Multiple Searches.  
Member of the OM Graduate Admissions Committee, Multiple Years.

### **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, Journal of Economic Theory, Management Science, Manufacturing and Service Operations Management, Mathematics of Operations Research, Operations Research, Operations Research Letters, 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, Transportation Science.

### **Judge, Award or Program Committee Member**

ACM Conference on Economics and Computation (EC), Highlights Beyond EC Committee, 2024.  
ACM Conference on Economics and Computation (EC), Senior Program Committee, 2019.  
ACM Conference on Economics and Computation (EC) Program Committee, 2018 and 2021.  
INFORMS Revenue Management & Pricing Dissertation Award Committee, 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.  
NSF panelist for the "Services, Manufacturing and Operations Research" program.

### **INVITED TALKS AT UNIVERSITIES AND RESEARCH LABS**

1. May 2024, Stanford University, Graduate School of Business. [planned]
2. May 2024, Boston University, Questrom School of Business. [planned]
3. April 2024, University of Virginia, Darden School of Business.
4. February 2024, University of Southern California, Marshall School of Business.
5. December 2023, University of Colorado, Boulder. Leeds School of Business.
6. November 2023, Cornell University, Operations Research and Information Engineering Department.
7. October 2023, Yale School of Management.
8. April 2023, Dartmouth College, Tuck School of Business.
9. March 2023, University of North Carolina, Kenan-Flagler Business School.
10. December 2022, Koc University, Industrial Engineering Department, Turkey.
11. September 2022, Syracuse University, Whitman School of Management.
12. December 2021, Chinese University of Hong Kong, Data Science and Managerial Economics Department.
13. September 2021, University of Toronto, Rotman School of Management.

14. April 2021, MIT Data Science Lab.
15. October 2020, FGV-Rio, School of Applied Mathematics, Brazil.
16. February 2020, University of Pennsylvania, Wharton School.
17. February 2020, Johns Hopkins University, Carey Business School.
18. November 2019, Columbia University, Industrial Engineering and Operations Research Department.
19. October 2019, University of Texas at Austin, McCombs School of Business.
20. February 2019, Lyft Marketplace Labs.
21. November 2018, MIT, Operations Research Center's 65<sup>th</sup> Anniversary.
22. May 2018, Baruch College, Zicklin School of Business.
23. April 2018, University of Maryland, Smith School of Business.
24. November 2017, INSEAD, Fontainebleau, France.
25. May 2017, University of Chicago, Booth School of Business.
26. April 2017, McGill University, Desautels Faculty of Management.
27. April 2017, MIT, Sloan School of Management.
28. March 2017, University of Michigan, Ross School of Business.
29. February 2017, Yale School of Management.
30. November 2016, University of North Carolina, Kenan-Flagler Business School.
31. November 2016, Duke University, Fuqua School of Business.
32. September 2016, University of British Columbia, Sauder School of Business.
33. April 2016, IOMS Colloquium, NYU Stern School of Business.
34. March 2016, PUC-Rio University, Economics Department, Brazil.
35. December 2015, Caltech, Social and Information Sciences Lab.
36. April 2015, Columbia University, Economics Department.
37. December 2014, Columbia Business School and IEOR Department.
38. December 2014, MIT, Laboratory for Information and Decision Systems.
39. December 2014, Stanford University, Management Science and Engineering Department.
40. November 2014, Google Research, New York, NY.
41. October 2014, London Business School.
42. October 2014, University College London, Management Science and Innovation Department.
43. September 2014, Northwestern University, Kellogg School of Management.
44. November 2013, Stanford University, Graduate School of Business.
45. October 2013, University of Toronto, Rotman School of Management.
46. September 2013, MIT, Sloan School of Management.
47. June 2013, University of Siena, Center for Complex Systems.
48. April 2013, Rutgers University, Electrical Engineering and Computer Science Department.
49. February 2013, IBM Research, Stochastic Systems Group, Yorktown Heights, NY.
50. January 2013, Cornell University, Operations Research and Information Engineering Department.
51. November 2012, University of Southern California, Marshall School of Business.
52. November 2012, Microsoft Research, Silicon Valley Lab.
53. November 2012, PUC-Rio University, Electrical and Systems Engineering, Brazil.
54. November 2012, Stanford University, Graduate School of Business.
55. September 2012, University of California, Berkeley, Industrial Engineering and Operations Research Dept.
56. May 2012, IBM Research, Service Systems Group, Yorktown Heights, NY.
57. December 2011, INSEAD, Singapore.
58. December 2011, NUS Business School, Singapore.
59. September 2011, University of Minnesota, Industrial and Systems Engineering Department.
60. August 2011, Google Research, New York, NY.
61. October 2010, Symposium for the 10<sup>th</sup> Anniversary of the IOMS Department at NYU Stern.
62. May 2010, Duke University, Fuqua School of Business.
63. May 2010, MIT, Laboratory for Information and Decision Systems.
64. April 2010, Harvard University, Economics Group, Computer Science Department.



65. March 2010, Brown University, Applied Math Department.
66. February 2010, University of Connecticut, Industrial Psychology Department.
67. October 2009, Northwestern University, Economics Group, Computer Science Department.
68. March 2009, Stanford University, Management Science and Engineering Department.
69. March 2009, University of California, Berkeley, Electrical Engineering and Computer Science Department.
70. March 2009, California Institute of Technology, Joint Economics and Computer Science Colloquium.
71. March 2009, University of Pennsylvania, Market Systems Lecture.
72. February 2009, University of Chicago, Booth School of Business.
73. February 2009, Columbia University, Graduate School of Business.
74. February 2009, University of Michigan, Ross School of Business.
75. February 2009, University of California, Los Angeles, Anderson School of Management.
76. February 2009, Cornell University, Operations Research and Information Engineering Department.
77. February 2009, McGill University, Desautels Faculty of Management.
78. February 2009, Microsoft Research, New England Lab.
79. January 2009, New York University, Stern School of Business.

### CONFERENCE PRESENTATIONS

80. December 2023, Market Design Workshop, Santiago, Chile.
81. July 2023, INFORMS Workshop on Auctions and Market Design, London, England.
82. September 2022, Simons Institute Workshop, Berkeley, CA.
83. October 2021, INFORMS Meeting, Online.
84. May 2021, Marketplace Innovation Workshop, Online.
85. July 2020, ACM Conference on Economics and Computation (EC), Online.
86. October 2019, INFORMS Meeting, Seattle, WA.
87. November 2018, INFORMS Meeting, Phoenix, AZ.
88. October 2018, IMA Workshop on Data-driven Supply Chain Management, Minneapolis, MN.
89. July 2018, Workshop on Information and Social Economics, Pasadena, CA.
90. July 2018, MSOM Conference, Dallas, TX.
91. June 2018, Revenue Management and Pricing Conference, Toronto, Canada.
92. March 2018, NYC Operations Day, New York, NY.
93. December 2017, Dynamic Pricing Workshop, Santiago, Chile.
94. October 2017, INFORMS Meeting, Houston, TX.
95. June 2017, Revenue Management and Pricing Conference, Amsterdam, Netherlands.
96. June 2017, MSOM Conference, Chapel Hill, NC.
97. June 2017, Marketplace Innovation Workshop, Stanford, CA.
98. January 2017, Networks, Matching, and Platforms in Operations Workshop, Denver, CO.
99. November 2016, INFORMS Meeting, Nashville, TN.
100. June 2016, Revenue Management and Pricing Conference, New York, NY.
101. May 2016, CORS Annual Conference, Banff, Canada.
102. February 2016, Utah Winter Operations Conference, Salt Lake City, UT.
103. January 2016, Google Market Algorithms Workshop, New York, NY.
104. November 2015, INFORMS Meeting, Philadelphia, PA.
105. July 2015, ISMP Conference, Pittsburgh, PA.
106. June 2015, ACM Conference on Economics and Computation (EC), Portland, OR.
107. June 2015, Workshop on Organizational Performance through Analytics, Ithaca, NY.
108. June 2015, Revenue Management and Pricing Conference, New York, NY.
109. November 2014, INFORMS Meeting, San Francisco, CA.
110. July 2014, Learning in Social Networks Workshop, Barcelona, Spain.
111. June 2014, Revenue Management and Pricing Conference, Istanbul, Turkey.
112. May 2014, POMS Conference, Atlanta, GA.
113. October 2013, INFORMS Meeting, Minneapolis, MN.

114. October 2013, Workshop on Information in Networks (WIN), New York City, NY.
115. July 2013, MSOM Conference, Fontainebleau, France.
116. July 2013, EURO-INFORMS Meeting, Rome, Italy.
117. October 2012, INFORMS Meeting, Phoenix, AZ.
118. August 2012, ISMP Conference, Berlin, Germany.
119. July 2012, Stony Brook Game Theory Conference, Stony Brook, NY.
120. June 2012, MIT Emerging Topics in Interconnected Systems Workshop, Cambridge, MA.
121. June 2012, MSOM Conference, New York, NY.
122. April 2012, POMS Conference, Chicago, IL.
123. December 2011, Workshop on Network and Internet Economics (WINE), Singapore.
124. November 2011, INFORMS Meeting, Charlotte, NC.
125. June 2011, Revenue Management and Pricing Conference, New York, NY.
126. May 2011, Symposium on Modeling and Optimization in Networks, Princeton, NJ.
127. November 2010, INFORMS Meeting, Austin, TX.
128. August 2010, Modeling and Optimization Conference (MOPTA), Bethlehem, PA.
129. July 2010, Workshop of the Game Theory Society, Sao Paulo, Brazil.
130. June 2010, MSOM Conference, Haifa, Israel.
131. October 2009, INFORMS Meeting, San Diego, CA.
132. September 2009, Workshop on Information in Networks (WIN), New York City, NY.
133. June 2009, American Control Conference (ACC), Saint Louis, MO.
134. March 2009, OPTIMA Conference, Urbana, IL.
135. October 2008, INFORMS Meeting, Washington, DC.
136. September 2008, CLAIO Conference, Cartagena, Colombia.
137. July 2008, Third World Congress of the Game Theory Society, Northwestern University.
138. May 2008, Northeast Control Workshop, University of Maryland.
139. December 2007, Conference on Decision and Control (CDC), New Orleans, LA.
140. November 2007, INFORMS Meeting, Seattle, WA.
141. October 2007, ValueTools Conference, Nantes, France.
142. July 2007, Stony Brook Game Theory Conference, Stony Brook, NY.

#### **BROAD AUDIENCE TALKS**

143. May 2019, Management Science's 65<sup>th</sup> Anniversary Conference.
144. August 2015, Launch presentation to the incoming Stern MBA class.
145. September 2011, Microsoft Research 20<sup>th</sup> Anniversary Symposium.
146. November 2010, Frontiers of Science Symposium, U.S. National Academy of Sciences.
147. March 2010, Microsoft, CEO and Leadership Team.

*This CV was last updated on May 1, 2024.*