

## Michael L. Hamilton

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**Employment**      **University of Pittsburgh**, Pittsburgh, PA      Summer 2019 -  
Katz Graduate School of Business  
Area: *Business Analytics and Operations*  
Assistant Professor

**Education**      **Columbia University**, New York, NY      Fall 2014 - Spring 2019  
Department of Industrial Engineering and Operations Research  
Ph.D. in Operations Research  
• Thesis: *Pricing Tools and Analysis for Emerging e-Commerce Technologies*  
• Advisor: Adam N. Elmachtoub

**Rutgers University**, New Brunswick, NJ      Fall 2010 - Spring 2014  
B.S. in Mathematics  
• Minors in Computer Science and Operations Research

**Papers**

1. Chen, N., Elmachtoub, A., Hamilton, M., Lei, X., *Loot Box Pricing and Design*. Major Revision at **Management Science**.
  - Accepted to the 21<sup>st</sup> ACM Conference on Economics and Computation (**EC**), 2020
  - Winner, 2019 IBM Best Student Paper Award in Service Science
  - Invited to present at the Federal Trade Commission (FTC) Workshop on Consumer Issues Related to Loot Boxes, 2019.
2. Elmachtoub, A., Gupta, V., Hamilton, M., *The Value of Personalized Pricing*. **Management Science** (Forthcoming).
  - Accepted to the 15<sup>th</sup> Conference on Web and Internet Economics (**WINE**), 2019
  - Finalist, INFORMS Service Science Best Cluster Paper Competition, 2018
3. Elmachtoub, A., Hamilton, M., *The Power of Opaque Products in Pricing*. Minor Revision at **Management Science**.
  - Accepted to the 13<sup>th</sup> Conference on Web and Internet Economics (**WINE**), 2017

**Previous Papers**      Hoang, P., **Hamilton, M.**, Murray, J., Stafford, C., & Tran, H. *A Dynamic Feature Selection Based LDA Approach to Baseball Pitch Prediction*. Trends and applications in knowledge discovery and data mining (2015), 125-137.

**Hamilton, M.**, Hoang, L. Layne, J. Murray, D. Padget, C. Stafford, & H. Tran. *Applying Machine Learning Techniques to Baseball Pitch Prediction*. Proc. of the 3rd Int. Conf. on Pattern Recognition Applications and Methods (2014).

**Professional Experience**      **MediaMath**, New York, NY      Summer 2017  
Research Science Intern

**Amazon Research**, Seattle WA.      Summer 2016  
Research Science Intern

**Presentations**

Notes: (\*) symbol implies talk was given by a coauthor in a conference without proceedings. The (C) implies the talk was cancelled due to Covid-19 or given online.

*“Loot Box Pricing and Design”*

- ACM EC Conference 2020, Remote Conference. (C) July 2020
- POMS Annual Conference 2020, Minneapolis MN. (C) May 2020
- INFORMS Annual Conference 2019, Seattle WA. (\*) Oct. 2019
- Federal Trade Commission (FTC) Workshop on Consumer Issues, Washington D.C. (\*) Sept. 2019

*“The Value of Personalized Pricing”*

- WINE Conference 2019, New York NY. Dec. 2019
- MSOM Conference 2018, Dallas TX. July 2018
- RMP Section Conference 2018, Toronto CN. (\*) June 2018
- POMS Annual Conference 2018, Houston TX. May 2018
- INFORMS Annual Meeting 2019, Seattle WA. Oct. 2019
- INFORMS Annual Meeting 2018, Phoenix AZ. Oct. 2018
- INFORMS Annual Meeting 2017, Houston TX. Oct. 2017

*“The Power of Opaque Products in Pricing”*

- UCLA, Anderson School of Management, Los Angeles, CA. Feb. 2019
- University of Pittsburgh, Katz Graduate School of Business, PA. Jan. 2019
- WINE Conference 2017, IIS, Bangalore, India. Dec. 2017
- MSOM Conference 2017, UNC, Chapel Hill NC. June 2017
- POMS Annual Conference 2017, Seattle WA. May 2017
- INFORMS Annual Meeting 2018, Phoenix AZ. Oct. 2018
- INFORMS Annual Meeting 2016, Nashville TN. Nov. 2016
- RMP Section Conference 2016, NYU, New York NY. June 2016

*“Applying Machine Learning Techniques to Baseball Pitch Prediction”*

- JMM, MAA Undergraduate Student Poster Session Jan. 2014  
**Outstanding Presentation Winner**

**Teaching  
Experience****University of Pittsburgh**, Pittsburgh, PA*Instructor*

- BUSQOM 1080 Data Analysis for Business Fall 2019

**Columbia University**, New York, NY*Teaching Assistant*

- IEOR 4111 Operations Consulting. Fall 2017 - Spring 2018
- IEOR 8100 Learning and Optimization. Spring 2016
- IEOR 4004 Optimization Models & Methods. Fall 2015, Fall 2016
- IEOR 4106 Stochastic Models. Spring 2015

**Rutgers University**, New Brunswick, NJ*Recitation Mentor/Grader*

- CS 111, Introduction to Computer Science. Spring 2013 - Spring 2014
- MATH 151/152, Calculus I & II Fall 2012 - Fall 2014

**Honors &  
Awards**

*Winner*, IBM Best Student Paper Award in Service Science (to *Xiao Lei*) 2019  
*Finalist*, Service Science Best Cluster Paper Competition 2018  
Weill Scholarship 2013 - 2014  
SAS Excellence Award, The Harry J. Riskin Scholarship 2012 - 2014  
Scarlet Scholarship 2010 - 2014  
Dean's Scholarship 2010 - 2014  
Rutgers Mathematics Honors Track 2013 - 2014  
Rutgers School of Arts and Sciences Honors Program 2010 - 2014

**University  
Service**

2018 Academic Job Market Panel Organizer (Columbia)  
2017 IEOR-DRO Seminar Student Organizer (Columbia)  
Journal reviewer for *IIE Transactions*.  
Conference reviewer for *ACM Economics and Computation (EC)* (2020).

**Misc.**

Languages: *Python, R, Julia, Matlab, Java, LaTeX*  
Volunteering: *School 2 Career (S2C) Volunteer Tutor*  
Citizenship: *USA*  
References available by request.