

## EMPLOYMENT

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### University of Pittsburgh

Katz Graduate School of Business

– Assistant Professor of Business Analytics and Operations

Pittsburgh, PA

2019 –

## EDUCATION

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### Columbia University

Ph.D. in Operations Research

– Advisor: Adam N. Elmachtoub

– Thesis: Pricing Tools and Analysis for Emerging e-Commerce Technologies

New York, NY

2014 –2019

### Rutgers University

B.S. in Mathematics

– Minors: Computer Science, Operations Research

New Brunswick, NJ

2010 –2014

## WORKING PAPERS

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*Note: All author ordering is alphabetical as is convention in OR/MS.*

1. Titing Cui, Michael L. Hamilton. *Optimal Feature-Based Market Segmentation and Pricing*.  
Major Revision in **Operations Research**. June 2023
  - Accepted to the 18<sup>th</sup> Conf. on Web and Internet Economics (**WINE**), 2022.
  - Third Place, INFORMS Service Science Best Cluster Paper Award, 2022.
2. Titing Cui, Michael L. Hamilton. *Pricing Strategies for Online Dating Platforms*.  
Major Revision in **Manufacturing & Service Operations Management**. June 2023
3. Titing Cui, Esther Gal-Or, Mike Gordon, Michael L. Hamilton, Jennifer Shang. *The Effects of Competition on Corporate Sustainability*.  
**Submitted**. Dec. 2023
  - Accepted to the 3<sup>rd</sup> ACM Conf. on Equity and Access in Algorithms, Mechanisms, and Optimization (**EAAMO**), 2023.
4. Michael L. Hamilton, Raghav Singal. *Churning While Experimenting: Maximizing User Engagement in Recommendation Platforms*.  
**Submitted**. Oct. 2023
  - Finalist, 2020 RMP Data-Driven Research Challenge.
5. Alex DiChristofano, Michael L. Hamilton, Qiqi Hao, Sera Linari. *Platform Design with Prosocial Participants: Lessons from 412Connect*.  
**Submitted**. Jan. 2024
  - Accepted to the 1<sup>st</sup> ACM Conf. on Equity and Access in Algorithms, Mechanisms, and Optimization (**EAAMO**) as *Project 412Connect: Bridging Students to Communities*, 2021. Oral Presentation.
  - New Horizons Award for Best Paper Bridging Research and Practice at ACM EAAMO'21.

## PUBLICATIONS

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1. Adam N. Elmachtoub, Vishal Gupta, Michael L. Hamilton. *The Value of Personalized Pricing.* **Management Science** April 2021
  - Accepted to the 15<sup>th</sup> Conf. on Web and Internet Economics (**WINE**), 2019.
  - Finalist, INFORMS Service Science Best Cluster Paper Competition, 2018.
2. Adam N. Elmachtoub, Michael L. Hamilton. *The Power of Opaque Products in Pricing.* **Management Science** Jan. 2021
  - Accepted to the 13<sup>th</sup> Conf. on Web and Internet Economics (**WINE**), 2017.
  - Feature article, discussion in Management Science Review
3. Ningyuan Chen, Adam N. Elmachtoub, Michael L. Hamilton, Xiao Lei. *Loot Box Pricing and Design.* **Management Science** Dec. 2020
  - Accepted to the 21<sup>st</sup> ACM Conf. on Economics and Computation (**EC**), 2020.
  - Finalist, 2021 CSAMSE Conference Best Paper Award.
  - Winner, 2019 IBM Best Student Paper Award in Service Science.
  - Presented at Federal Trade Commission (FTC) Workshop on Consumer Issues Related to Loot Boxes, 2019.

## PRESENTATIONS

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Notes: (\*) symbol indicates the talk was given by a coauthor. The (C) indicates the talk was given online.

1. *Release Scheduling for Licensed Media*
  - POMS Annual Conference (2024\*).
2. *Pricing for Balancing Dating Platforms*
  - POMS Annual Conference (2024\*)
3. *Hicksian Unit-Demand Pricing*
  - INFORMS Optimization Society Conference (2024).
4. *Rating System Design: Structure, Incentives, and Fees*
  - INFORMS Annual Meeting (2023).
5. *Pricing Strategies for Online Dating Platforms*
  - CSASME (2023\*), POMS Annual Conference (2023\*), INFORMS Annual Meeting (2022\*, 2023\*), University of Toronto, Rotman Young Scholar Seminar (2022), RMP Section Conference (2022, C\*), MSOM Annual Conference (2022), CORS Annual Conference (2022).
6. *Optimal Feature-Based Market Segmentation and Pricing*
  - WINE Conference (2022\*), INFORMS Annual Conference (2022), INFORMS Annual Conference (2021), RMP Section Conference (2021, C), CORS Annual Conference (2021, C).
7. *The Effects of Competition on Corporate Sustainability*
  - MSOM Conference (2023\*), POMS Annual Conference (2023\*, 2024\*), INFORMS Annual Conference (2022\*, 2023\*).
8. *Churning while Experimenting: Maximizing User Engagement in a Recommendation System*
  - University of Tulsa Seminar (2023), Pitt IE Seminar (2023), RMP Section Conference (2021, C).
9. *Project 412Connect: Bridging Students to Communities*

- University of Tusla Seminar (2023), YinZOR Keynote (2023), INFORMS Annual Conference (2022\*, 2023\*), ACM EAAMO Conference (2021, C\*), Sara Fine Institute (SFI), Year in Data Seminar. (2021, C\*).

#### 10. *Loot Box Pricing and Design*

- RMP Section Conference (2021, C\*), MSOM Conference (2021\*), CSAMSE Conference (2021, C\*), CORS Annual Conference (2021, C\*), ACM EC Conference (2020, C\*), POMS Annual Conference (2020, C), INFORMS Annual Conference (2019\*), Federal Trade Commission (FTC) Workshop on Consumer Issues, (2019, \*).

#### 11. *The Value of Personalized Pricing*

- WINE Conference (2019), MSOM Conference (2018), RMP Section Conference (2018\*), POMS Annual Conference (2018), INFORMS Annual Meeting (2017, 2018, 2019).

#### 12. *The Power of Opaque Products in Pricing*

- UCLA, Anderson School of Management (2019), University of Pittsburgh, Katz Graduate School of Business (2019), WINE Conference (2017), MSOM Conference (2017), POMS Annual Conference (2017), INFORMS Annual Meeting (2016, 2018), RMP Section Conference (2016).

## TEACHING

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**Instructor and Course Lead** at University of Pittsburgh

*Data Analysis for Business (BQOM 1080)*

Fall 2019 - Fall 2023

*Market Design Doctoral Seminar (BQOM 3025)*

Spring 2024

**Teaching Assistant** at Columbia University

*Operations Consulting (IEOR 4111), Learning and Optimization (IEOR 8100), Linear Programming (IEOR 4004), Stochastic Models (IEOR 4106)*

**Grader** at Rutgers University

*Introduction to Computer Science (CS 111), Calculus I & II (Math 151/152)*

## MENTORSHIP

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**PhD Student Co-Author**

Enfeng Xing (*Visiting Student*), Tianjin University

2024

Kasra Tari (*Co-Advisor*), University of Pittsburgh

Fall 2022 -

Titing Cui (*Primary advisor*), University of Pittsburgh

Fall 2021 -

Alex DiChristofano (*Co-Author*), WUSTL DCDS

Fall 2020 -

**PhD Thesis Committee Member**

Jing Luo, University of Pittsburgh (2022)

**Undergraduate Advising**

Mehba Teshome (2021 → Pitt MS), Stephen Imhoff (2021 → PNC, UIUC MS), Jingyao Wu (2022 → JHU MS),

Lidong Yang (2022 → CMU MS), Tianren Wang (2022 → Columbia MS), Jay Hu (2022 →), Yusang Shen (2023 →

), Aoqin Yan (2023 →), Yichen Ding (2023 →), Chun Wang (2023 →).

## AWARDS AND SCHOLARSHIPS

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**Awards**

Third Place, INFORMS Service Science Best Cluster Paper Competition

2022

EAAMO New Horizons Award for Bridging Research and Practice

2021

Third Place, 2021 CSAMSE Conference Best Paper Award

2021

Finalist, 2020 RMP Data-Driven Research Challenge

2021

Katz 2021 Excellence in Research Award

2021

Engaged Scholarship Development Initiative Summer Design Fellow

2021

|   |      |
|---|------|
| Winner, IBM Best Student Paper Award in Service Science (to <i>Xiao Lei</i> ) | 2019 |
| Finalist, INFORMS Service Science Best Cluster Paper Competition              | 2018 |
| JMM Outstanding Poster Presentation Winner                                    | 2014 |

### Scholarships

|   |             |
|---|-------------|
| Weill Scholarship                                     | 2013 - 2014 |
| Rutgers Mathematics Honors Track                      | 2013 - 2014 |
| SAS Excellence Award, The Harry J. Riskin Scholarship | 2012 - 2014 |
| Scarlet Scholarship                                   | 2010 - 2014 |
| Dean's Scholarship                                    | 2010 - 2014 |
| Rutgers School of Arts and Sciences Honors Program    | 2010 - 2014 |

## FUNDING

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- University of Pittsburgh - Pitt Seed Grant, *Building DS4SJ Ecosystems: Sustaining Impact*, (co-PI with Sera Linardi, Bob Gradeck, and Nick Farnan), 2022-2023 (Amount: \$75,000).
- Engaged Scholarship Development Initiative (ESDI) Grant (Amount: \$3000).

## PROFESSIONAL SERVICE

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### Reviewer

*Journals: Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, IIE Transactions, Naval Research Logistics, Computational Management Science, INFORMS Journal of Computing.*

*Conferences: ACM Economics and Computation (EC) (2020, 2021, 2024), ACM Equity and Access in Algorithms, Mechanisms, and Optimization (EAAMO) (2021, 2022, 2023), WINE (2021, 2023).*

*Prizes: INFORMS PSOR Best Paper Award Competition (2023).*

### Session Chair

|  |                |
|--|----------------|
| POMS Annual Conference   | 2023           |
| INFORMS Annual Conference  | 2021, 2023(x2) |
| 50 <sup>th</sup> NBER Decentralization Conference: Mechanism Design for Vulnerable Populations | 2020           |

### Program Committee

|        |             |
|--------|-------------|
| ACM EC | 2024        |
| WINE   | 2023        |
| EAAMO  | 2021 - 2023 |

### University Service

|   |                  |
|---|------------------|
| Business Analytics Task Force Committee Member              | 2022 -           |
| Faculty Search Committee Member                             | 2022, 2023       |
| PhD Admissions Committee Member                             | 2021 -           |
| Faculty Judge for YinzOR Poster and Flash Talk Competitions | 2022             |
| Instructor/Coach for Katz Super Analytics Challenge         | 2021, 2022       |
| Race to the Case Logistics Faculty Judge                    | 2019, 2021, 2022 |
| Faculty Mentor for ACM Economics and Computation (EC)       | 2020             |
| Academic Job Market Panel Organizer                         | 2018             |
| IEOR-DRO Seminar Student Organizer                          | 2017             |

## OTHER EXPERIENCE

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|                             |      |
|-----------------------------|------|
| Media Math New York, NY     | 2017 |
| Research Science Intern     |      |
| Amazon Research Seattle, WA | 2016 |
| Research Science Intern     |      |

## Misc.

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**Programming Languages:** Python, R, Julia, L<sup>A</sup>T<sub>E</sub>X

**Volunteering:** *School 2 Career (S2C)* Tutor, *Grief to Action (G2A)* Member

**Citizenship:** USA

**Other:** Kidney donor

*References are available upon request.*

July 1992

Feb. 2023