Jeffrey M. Fossett

CONTACT INFORMATION

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EDUCATION

Harvard Business School, Cambridge, MA   *2018 - Present*
Ph.D. in Business Administration (in progress)
- Technology & Operations Management Unit
- Secondary Field: Science & Technology Studies (STS)

Harvard University, Cambridge, MA   *2017-2018*
A.M. in Statistics

Oxford University, Oxford, UK   *2011-2012*
Visiting Student, Exeter College

Williams College, Williamstown, MA   *2009-2013*
B.A., *Magna Cum Laude*, in Philosophy, Mathematics

RESEARCH INTERESTS

Economics of Digitization; Technology, Public Policy, and Governance; Science & Technology Studies (STS); Technology & Cooperation.

ACADEMIC RESEARCH (IN PROGRESS)

Technology & Cooperation

"Large Language Models for Bridging and Mediation in Online Conversations"
(with Ian Baker, Rose Bloomin, Peter Darche, Amina Green, Lisa Schirch & Michael Luca)

Economics of Digitization

"Leaving Money on the Dashboard: Price Dispersion and Search Frictions on Uber and Lyft"
(with Michael Luca & Richard Xu)

"AI and the Future of Work: the Role of Employee Beliefs"
(with Michael Luca, Mingyang Sun, & Vijay Viswanathan)

"Resale Royalties in Digital Art Markets: Evidence from Ethereum" (resting)

Science & Technology Studies (STS)

"Performativity, Complexity, & Framing in FCC Spectrum Incentive Auction" (resting)

RESEARCH EXPERIENCE & APPOINTMENTS	**Research Fellow,** Johns Hopkins University Carey Business School *2025-Present* ● Technology and Society Initiative

Research Lead, Plurality Institute *2024-Present*
● Lead research on technology for cooperation.
● Principal investigator for research project on LLMs and conflict mediation.

Research Assistant, Harvard Business School *2019*
with Professor Shane Greenstein
● Data analysis & visualization for research project on the geography of innovation.

Researcher, Techtopia at Harvard University (Berkman Klein Center) *2018-2019*
● Developed project on algorithmic accountability for municipal governments
● Interviewed & delivered recommendations to stakeholders in Boston city government.

Research Assistant, Harvard Business School *2017-2018*
with Professor Michael Luca
● Supported research projects on digital market design and trust on the internet.

Research Intern, Berkman Klein Center for Internet & Society *2017*
with Ethics and Governance of AI Initiative
● Projects on AI interpretability and algorithmic content moderation.

AWARDED GRANTS

"Norma: AI for Value Checking" ($10,000); *Cosmos Institute;* 2025
(with Ryan Sepassi, Jesse Bryant)

"Representing Non-human Actors in Deliberative Processes: The Case of the Clark Fork River in Missoula" ($10,000); *Plurality Institute*; 2025
(with Emma Humphris, Travis Kriplean, Deborah Tien, Isaac Levine)

"Large Language Models for Bridging & De-escalation in Online Conversations" ($550,000); *Google.org*; 2024
 (with Rose Bloomin & Plurality Institute)

POPULAR WRITING

Fossett, Jeffrey. "Exploring Opportunities for LLMs in Public Discourse". *Plurality Institute Blog*. 2025.
https://www.plurality.institute/blog-posts/exploring-opportunities-for-large-language-models-in-public-discourse

Fossett, Jeffrey, Duncan Gilchrist, and Michael Luca. "Using Experiments to Launch New Products." *Harvard Business Review, Digital*, November 2018.
https://hbr.org/2018/11/using-experiments-to-launch-new-products

Fosset, Jeffrey, Yuan Stevens, Levin Kim, Sam Daitzman, Zach Tan, Natalie Gyenes, and

Nikki Bourassa. "Net Neutrality, Kanye, and Hot Dogs: Quantifying the Impact of the Day of Action Using Media Cloud and Google Trends." *Berkman Klein Center Medium Page*, December 2017.
https://medium.com/berkman-klein-center/net-neutrality-kanye-and-hot-dogs-b3cfae106d75

Talbot, David and **Jeffrey Fossett**. "Exploring the Role of Algorithms in Online Harmful Speech." *Berkman Klein Center Medium Page,* August 2017.
https://medium.com/berkman-klein-center/exploring-the-role-of-algorithms-in-online-harmful-speech-1b804936f279

Fossett, Jeffrey. "FCC Filings Overwhelmingly Support Net Neutrality Once Anti-Net Neutrality Spam is Removed". Personal blog post. May 2017.
https://jeffreyfossett.com/2017/05/13/fcc-filings.html
- Personal blog post; reached the front page of Reddit /r/all; viewed over 100,000 times; cited by publications including Wired, Fortune, Ars Technica, & Gizmodo

TEACHING EXPERIENCE	**Teaching Fellow**, From Data To Decisions: The Role of Experiments (MBA Course) Harvard Business School, Professor Michael Luca, 2019-2020

- Developed course structure and materials in collaboration with Professor Luca
- Organized panel discussions with academic and industry experts.

Teaching Assistant, Calculus I (Undergraduate course)
Williams College, 2011-2012

INDUSTRY EXPERIENCE	**Data Scientist**, Airbnb Inc. *2014-2017*

- First data scientist on the "Marketplace Booking" team, responsible for the guest booking flow. Helped drive growth through improvements in guest booking conversion, host experience & instant book.
- Conducted wide range of quantitative work including experiment design & analysis, machine learning, metric development, data visualization, dashboarding, and decision support.

PRESENTATIONS	"LLMs in Public Discourse" Conference; Plurality Institute & The Council on Technology & Social Cohesion; Berkeley CA. (2025)

STS Circle; Harvard University; Cambridge MA. (2024)

Graduate Research in STS Conference (GRiSTS); Harvard University; Cambridge, MA. (2024)

ZEW Conference on the Economics of Information and Communication Technologies (2024)

INFORMS (2022)

HBS TOM Graduate Research Seminar

TECHNICAL SKILLS	R, Python, SQL, Javascript/HTML/CSS

SELECTED GRADUATE COURSEWORK	Science, Power & Politics (Jasanoff); Knowledge as Power in Law & Society (Jasanoff & Kennedy); Philosophy of Technology (Risse); Labor Economics II (Autor / Dube); Labor Economics I (Angrist / Acemoglu); Industrial Organization I (Ellison / Agarwal); Economics of Ideas, Innovation & Entrepreneurship (Stern); Microeconomic Theory I (Kotowski); Microeconomic Theory II (Avery); Econometric Methods II (Andrews); Econometric Methods II (Goodman); Principles of Econometrics (Tamer); Market Design (Kominers); Empirical Studies of Innovation & Digitization (Greenstein)

DISSERTATION COMMITTEE	**Chiara Farronato** Harvard Business School, Technology & Operations Management Unit cfarronato@hbs.edu **Michael Luca** Johns Hopkins University, Carey Business School mluca@jhu.edu **Shane Greenstein** Harvard Business School, Technology & Operations Management Unit sgreenstein@hbs.edu