

# AMIR TOHIDI KALORAZI

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## EDUCATION

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**Massachusetts Institute of Technology**, Cambridge, MA 2017-2023 (*Expected*)  
Institute for Data, Systems, and Society (IDSS)  
Ph.D. in Social and Engineering Systems GPA: 5.0/5.0  
Ph.D. in Statistics  
*Advisors: Professor Ali Jadbabaie, Professor Dean Eckles*

**Sharif University of Technology**, Tehran, Iran 2012-2017  
B.Sc. in Electrical Engineering Cumulative GPA: 18.90/20  
B.Sc. in Physics  
*Thesis Advisor: Professor E. Fatemizadeh*

## RESEARCH INTERESTS

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- Causal Inference & Experimental Design
- Behavioral Economics
- Applied Econometrics & Machine Learning
- Computational Social Science

## WORKING PAPERS

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- Manon Revel, **Amir Tohidi**, Dean Eckles, Aadm Berinsky, Ali Jadbabaie, "**Native ads and the credibility of news**", Reject and Resubmit from Management Science
- **Amir Tohidi**, Dean Eckles, Ali Jadbabaie, "**Habits in consumer purchases: Evidence from store closures**", to be submitted to Management Science

## ONGOING PROJECTS

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- **Effect of effective altruism training on online pro-social behavior.**  
Collaborators: *Sam Fraiberger, Daniel Chen, Manuel Tonneau*
  - A randomized experiment with Pakistani civil servants, having them take a course on effective altruism as part of their training. Applying NLP methods (BERT model) to their Twitter timeline data to identify indicators of pro-social language, and estimate the causal effect of the training on their tweeting behavior using a difference-in-differences framework.
- **An experimental study to increase consensus on polarized topics.**  
Collaborators: *Sam Fraiberger, Stefano Baliatti, Manuel Tonneau, Anca Baliatti*
  - An online experimental study investigating persuasion gaps across stances on polarizing topics. So far, we have launched two surveys measuring how people anticipate others with alternative stances will update their beliefs after reading a snippet on economic inequality or climate change. Comparing the expected belief updates with the actual ones will shed light on how well people can predict the persuasiveness of new information which impacts sharing behavior and polarization.

- **Impact of customer diversity on restaurants' foot-traffic recovery after Covid-19.**

Collaborator: *Mohsen Bahrami*

- We use the safe graph data to track mobility patterns to restaurants before and after Covid, and evaluate how various measures of customer diversity, such as entropy of locations and income diversity, affects foot-traffic recovery. We also use Yelp data to control for numerous restaurant features including anti-Covid measures.

## TEACHING EXPERIENCE

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- **MIT Sloan School of Management**

- Teaching Assistant for *Marketing Analytics, Evaluations*: 5.9/7, Spring 2022

- **MIT COVID-19 Datathon challenge**

- Mentoring teams in the misinformation track, Summer 2020

- **Sharif University of Technology**

- Teaching Assistant for *Engineering Probability and Statistics*, Fall 2015.

- Teaching Assistant for *Engineering Mathematics*, Fall 2015.

- **Physics Olympiad Instructor, 2012 - 2015**

Preparing high school students for participation in the National Physics Olympiad. Taught intermediate Single/Multivariate Calculus, Differential Equations, Classical Mechanics, Electrodynamics, and Statistical Physics.

## HONORS AND AWARDS

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- **Gold Medal, 25<sup>th</sup> Iranian National Physics Olympiad, Iran, 2011.**
- **Ranked 1<sup>st</sup> in Cumulative GPA** among all entrants of 2012, Physics Department, Sharif University of Technology.
- **Ranked 2<sup>nd</sup> in Cumulative GPA** among all entrants of 2012, Electrical Engineering Department, Sharif University of Technology.

## SELECTED COURSES

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- **Quantitative: Statistics, Optimization, Networks**

Mathematical Statistics, Statistical Methods in Economics, Econometrics, Stochastic Processes, Causal Inference and Machine Learning, Network Science, Mathematical Programming

- **Social Science: Economics, Psychology**

Experiment Design and Analysis, Microeconomic Theory, Game Theory, Psychology and Economic Theory, Field Experiments in Psychology and Economics

## WORK EXPERIENCE

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- **Short-term Consultant at the World Bank**, Development Data Science Team, Fall 2021-Present
- **Internship at the World Bank**, Development Data Science Team, Summer 2021

- **Young Scholars Club experimental Physics committee** , 2014 - 2015 The committee qualifies students' experimental skills for participation in the International Physics Olympiad (IPhO) Team.

## LEADERSHIP ROLES AND ACTIVITIES

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- **Computational Social Science Summer Institute**, Boston, Summer 2019
- **Committee Member of the 25<sup>th</sup> LIDS Student Conference**.
- **Publicity Chair in Ashdown House Graduate Community**, 2018-2019.
- **Social Chair** of Persian Students Association at MIT, 2017-2018.
- **Advisory Board Member** of Persian Students Association at MIT, 2018-2019.

## SKILLS

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- Programming: R, Python, Stan, MATLAB, Mathematica
- Languages: English, Farsi

## REFERENCES

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- **Ali Jadbabaie**  
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