Dheer Avashia

Tucson, Arizona | dheeravashia@arizona.edu | 931-327-5158 | Portfolio | LinkedIn

Ph.D. Researcher studying how **AI** shapes consumer and firm behavior through behavioral and industrial organization perspectives. Trained in *causal inference, panel data design, time-series analysis, and econometric modeling*, with a strong foundation in *quantitative methodology*. Passionate about leveraging analytical rigor and a collaborative approach to inform impactful business and policy decisions.

EDUCATION

Ph.D. Student, Economics | University of Arizona   *Aug 2023 - May 2028*
- Research Focus: Economics of AI, Behavioral and Industrial Organizational Economics
- Graduate Coursework: Econometric Theory, Time-Series Analysis, Computational Methods (Dynamic Models), Applied NLP

M.A. Economics | University of Arizona   *Aug 2023 - Dec 2024*

B.Sc. Mathematics and Economics (Honors), Psychology Minor | University of the South   *Aug 2019 - May 2023*
- Kayden Award in Economics, Dean's List, Academic Honor Society, Psychology Honor Society, Next Genius Scholar

RESEARCH EXPERIENCE

University of Arizona, Economics Department | PhD Researcher   *May 2024 - Present*
- Designed and estimated a difference-in-differences with fixed effects econometric models to study, among the first, effects of **AI**-generated summaries on prices and consumer behavior across Indian e-commerce platforms.
- Developed and leveraged **python** web-scraping pipelines and sentence transformer models to collect and structure **170K+** product listings and **5,000** cross-platform intersections to create novel panel dataset for econometric analysis in **R**
- Generated empirical insights translating results from diff-in-diff estimates into business and policy relevant implications, highlighting how algorithmic information design influences consumer behavior and competition on e-commerce platforms

University of The South, Economics Department | Economics Honors Thesis   *Aug 2022 - May 2023*
- Conceived behavioral model of financial knowledge overconfidence, using a CFPB public dataset (**5000+ observations**)
- Estimated linear probability and least squares models, using **R** and **STATA**, to study how financial shock exposure affects overconfidence
- Established exposure to financial shocks significantly predicted lower levels of overconfidence. Research recognized for rigor and originality with award and departmental honors

PROFESSIONAL EXPERIENCE

University of Arizona, Economics Department | Teaching Assistant   *Aug 2023 - Present*
- Spearheaded academic support for 9 courses (**1000+ students**), including highly reputed *MBA courses,* improved student understanding through structured revision and office hour sessions
- Consistently received positive student feedback for clear communication and ability to teach complex concepts with clarity

Sayaji Seeds LLP | Business Strategy and Marketing Intern   *Apr 2020 - Aug 2020*
- Conceptualized and implemented marketing strategy for promoting company's new mobile application, reaching **2,000+** clients, whilst collaborating cross-functionally with executive stakeholders
- Developed KPIs to measure efficiency of user accessibility and retention for company's new mobile application with **5,000+** users
- Collaborated with digital marketing team optimizing ad campaigns across platforms, increasing user engagement by **20%**

Connect2Teach (UK Based Ed-tech Startup) | Business Strategy Intern   *Mar 2019 - Aug 2019*
- Conducted in-depth market research, synthesized 10 user profiles, identified 8 key trends, and performed competitive benchmarking of 5 B2B and B2C companies, and consolidated findings in executive ready strategy decks
- Articulated trends from market research to publish 3 articles for the company (**500+** readers including c-suite clients)
- Assisted marketing team with extensive market research identifying best practices in higher-ed marketing. Applied findings to optimize ad campaigns (Google ads, IVR, on-ground marketing), increased user engagement by **20%**

SKILLS AND PROJECTS

- **Technical Tools**: Python, SQL, Julia, SPSS Statistics, STATA, R, LaTeX, Mathematica, Qualtrics, StatKey, Power BI, Excel, oTree, Git, HTML
- **Econometrics and Forecasting**: Difference in Differences estimation, Panel Data Analysis, Time-Series Modeling (ARIMA), Forecasting (nowcasting), Non-parametric and Parametric Estimation Methods, Shrinkage estimators
- **Relevant Projects**: Modelling Volatility Clustering Using Multinomial GARCH Frameworks
- **Core Competencies:** Critical and Analytical Thinking, Data-Storytelling, Cross-Functional Collaboration, Technical Communication, Problem Structuring, Strategic Thinking, Adaptability, Proactiveness and Intellectual Curiosity, Leadership
- **Languages**: English (Fluent), Hindi (Fluent), Gujarati (Fluent), and Mandarin (Intermediate)
- **Leadership/Extracurriculars**: Lead Residential Assistant, VP Recruitment: Inter-Fraternity Council, President: Sewanee Asian Organization, Barista, Global Arcadian, Gamma Sigma Phi, Green's View Capital