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## DMITRY SOROKIN

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EDUCATION	<b>Ph.D. in Economics</b> New York University, New York, USA Spring 2021 (Exp)
	<b>B.A. in Economics</b> New Economic School (NES), Moscow, Russia Higher School of Economics (HSE), Moscow, Russia 2015
AREAS OF EXPERTISE	<b>Econometrics:</b> Causal Inference, Demand Estimation <b>Digital Platforms:</b> Customer Reviews, Online Reputation, Sales and Pricing <b>Industrial Organization:</b> Models of Competition, Antitrust Policy
RESEARCH SUMMARY	In my dissertation I study online reviews, product sales, and firm behavior in a major online marketplace for video games, <i>Steam</i> . I build a tractable econometric model of customer behavior, estimate demand for games as a function of reviews, and quantify the impact of reviews on sales. I find that customers leave more positive reviews when the product is discounted, and show that firms exploit this fact by giving discounts when it has the potential to increase the tier of their reviews.
SKILLS	<b>Software (with examples of usage)</b> <ul style="list-style-type: none"><li>• R: data management, panel data and time series models, dynamic report generation</li><li>• Julia: nonlinear estimation, numerical optimization, parallel computing</li><li>• Python: web crawling</li><li>• Wolfram Mathematica: symbolic computing, computation with real-world data</li></ul> <b>Competences</b> <ul style="list-style-type: none"><li>• Strong analytic skills, project management in teams, great communicator</li></ul> <b>Languages</b> <ul style="list-style-type: none"><li>• English (fluent), Russian (fluent), Spanish (B1), German (depreciated)</li></ul>
SELECTED TEACHING	<b>Instructor</b> <ul style="list-style-type: none"><li>• Industrial Organization (B.A.) <i>Designed my own course with emphasis on antitrust policy</i> Summer 2018, 2019</li><li>• Math Camp (M.A.) Fall 2019, 2020</li></ul> <b>Teaching Assistant</b> <ul style="list-style-type: none"><li>• Microeconomics I (Ph.D.) Fall 2016</li><li>• Introduction to Econometrics (B.A.) Spring 2016, 2019</li></ul>
SELECTED HONORS	Henry M. McCracken fellowship, NYU 2015-2020 Best undergraduate thesis, NES 2015 First place, Russian National Economics Olympiad 2009