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# Academic Appointments

Associate Professor (with tenure), The Wharton School at the University of Pennsylvania, Business Economics and Public Policy Department (2018-present).

Assistant Professor, The Wharton School at the University of Pennsylvania, Business Economics and Public Policy Department (2012-2018).

Visiting Researcher, Microsoft Research (fall 2016).

#### Education

Ph.D. Economics, Harvard University, 2012.

Committee: Alvin Roth (chair), Susan Athey, Oliver Hart, and Andrei Shleifer.

M.A. Economics, Getulio Vargas Foundation Graduate School of Economics, 2007.

Advisor: Humberto Moreira.

M.A. Mathematics, IMPA, 2004.

B.S. Mathematics, PUC-Rio, 2004.

### **Publications**

**1.** Perfect Competition in Markets with Adverse Selection (with Daniel Gottlieb) *Econometrica*, 85 (1), 67-105, 2017.

2. A Supply and Demand Framework for Two-Sided Matching Markets (with Jacob Leshno) *Journal of Political Economy*, 124 (5), 1235-1268, 2016 (lead article).

Extended abstract published in *EC11*.

**3.** Evolutionary Origins of the Endowment Effect: Evidence from Hunter-Gatherers (with Coren L. Apicella, Nicholas A. Christakis, and James H. Fowler)

American Economic Review 104 (6), 1793-1805, 2014.

**4.** Risk-Neutral Firms Can Extract Unbounded Profits from Consumers with Prospect Theory Preferences (with Daniel Gottlieb)

Journal of Economic Theory 147 (3), 1291-1299, 2012.

5. Imperfect Competition in Two-Sided Matching Markets

Games and Economic Behavior 83, 207-223, 2014.

**6.** Walrasian Equilibrium in Large, Quasi-Linear Markets (with Alex White and Glen Weyl) *Theoretical Economics* 8 (2), 281-290, 2013.

7. Hierarchical Cheap Talk (with Attila Ambrus and Yuichiro Kamada)

*Theoretical Economics* 8 (1), 233-261, 2013.

8. Legislative Committees as Information Intermediaries (with Attila Ambrus, Yuki Takagi, and Yuichiro Kamada)

Journal of Economic Behavior and Organization 94, 103-115, 2013.

## Working Papers

- 9. A/B Testing (with Alex Deng, Pepe Montiel-Olea, Justin Rao, and Glen Weyl)
- **10.** Market Failure in Kidney Exchange (with Nikhil Agarwal, Itai Ashlagi, Clayton Featherstone, and Omer Karaduman)
- 11. Strategy-proofness in the Large (with Eric Budish)

Revise and Resubmit, Review of Economic Studies.

Extended abstract published in EC12.

**12.** Existence of Equilibrium in Large Matching Markets with Complementarities (with John William Hatfield)

Revise and Resubmit, Econometrica.

**13.** An Example of Non-Existence of Riley Equilibrium in Markets with Adverse Selection (with Daniel Gottlieb)

Revise and Resubmit, Games and Economic Behavior.

## Other Writing

**14.** What Matters for the Productivity of Kidney Exchange (with Nikhil Agarwal, Itai Ashlagi, Clayton Featherstone, and Omer Karaduman)

Forthcoming, American Economic Review, Papers and Proceedings.

15. Matching Markets in the Digital Age (with Glen Weyl)

Science 352 (6289), 1056-1057, 2016.

16. Universidade Pública Deve Ser Grátis para Quem Pode Pagar? (with Pablo Salgado)

Policy piece about fees in Brazilian public universities.

Revista Brasileira de Economia 66 (1), 99-116, 2012.

# Professional experience

#### Capula Investment Management LLP, 2011

Summer Intern at a fixed income arbitrage and tail risk hedge fund, working in London and Tokyo.

#### Microsoft Research, 2008

Summer Intern at Microsoft Research New England, Cambridge.

Brazilian Central Bank, 2006-2007

Analyst in the Open Market Department, Rio de Janeiro.

Brazilian National Treasury, 2006-2007

Consultant.

## Scholarships and Awards

Sloan Research Fellowship (2018-2019)

Wharton Excellence in Teaching Award (2012-2013)

Yahoo! Key Scientific Challenges Award Winner (2011)

Roger L. Martin Cornerstone Fellowship, C. Douglas Dillon fellowship, Harvard Graduate Consortium on Energy and the Environment Fellow (Harvard University 2007-2012)

BBM bank fellowship (Vargas Foundation, Rio, 2005-2006)

National Research Council Master Student Fellowship (IMPA, Rio, 2003)

Academic Excellence Award, Academic Merit Scholarship, National Research Council Research Project Scholarship (PUC- Rio, Rio, 2001-2004)

#### **Invited and Conference Talks**

**2018** UCLA, University of Chicago, Northwestern University, Cowles Foundation Economic Theory Conference, NBER Summer Institute, ACM Electronic Commerce Conference, UBC-HKU Conference, Marketing Science Conference 2018

2017 Boston College, Stanford GSB, Wharton, Microsoft Corporation

**2016** UC Santa Barbara, University of Chicago Becker Friedman Institute Conference, Microsoft Research, ITAM (Instituto Tecnológico Autónomo de México), CIDE (Centro de Investigación y Docencia Económicas), Washington University in St. Louis, Columbia University, London School of Economics, UT Austin, Session Organizer at the SAET Meetings

**2015** NBER Insurance Working Group Meeting, Harvard / Microsoft Research Reverse AGT Workshop, Universitat Autònoma de Barcelona IDGP Workshop, PUC-Rio, São Paulo School of Economics, Insper Institute of Education and Research, University of São Paulo, SAET Meetings, Université de Montréal, INFORMS Philadelphia, University of Pittsburgh and Carnegie Mellon University, Becker Friedman Institute's Advances in Price Theory Conference.

2014 University of Chicago Economics, Becker Friedman Institute (visiting scholar), University of Pennsylvania Economics, Rutgers University, Wharton, Getúlio Vargas Foundation Graduate School of Economics, Fields Institute for Research in Mathematical Sciences, Columbia University Economics, NYU Stern IO Day (discussant), University College of London, Oxford University, European University Institute.

2013 University of Pennsylvania Economics, NYU Stern, Invited Session at Universität Bonn Conference on Private Information, Interdependent Preferences and Robustness, Invited Session at Paris School of Economics Conference on Market Design, Invited Session at Yonsei University Conference on Market Design and Dynamic Theory, University of Illinois, INFORMS Minneapolis, NSF/NBER/CEME Seminar in Mathematical Economics and General Equilibrium at Columbia Business School, Université de Montréal.

**2012** Invited Session in the American Economic Association Meeting, University of Chicago Economics, Booth School of Business, Kellogg School of Management, UCLA Economics, USC Economics, Wharton School, Penn State Economics, Columbia University Economics, Toulouse School of Economics, Frontiers of Market Design Conference, Washington University at Saint Louis Economics, UNC / Duke Microeconomics Workshop.

**2011** Boston College, Yahoo! Research, Invited Session in the Booth School of Business, Matching and Price Theory Conference, Brown University, Invited Session in the International Conference in Industrial Organization Boston, Yale SOM Whitebox Student Behavioral Finance Conference, Econometric Society North American Meeting.

# Refereeing

Econometrica, American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, Review of Economic Studies, Theoretical Economics, Games and Economic Behavior, American Economic Journal Microeconomics, Journal of Economic Theory, Journal of Mathematical Economics, Economic Theory, Mathematics of Operations Research, *ad hoc* reviewer for the NSF and the European Research Council, Program Committee for ACM's EC Conference.