

FRANCISCO CASTRO

110 Westwood Plaza, room B505 | Los Angeles, CA 90095
(646) 552-8479 | francisco.castro@anderson.ucla.edu | fcocastro.github.io

INTERESTS

Revenue management, operations management, market design, online marketplaces, ride-hailing platforms, economics of AI

EMPLOYMENT

- | | |
|---|--------------------------|
| University of California, Los Angeles, Anderson School of Management | <i>Los Angeles, CA</i> |
| · Assistant Professor | 2020 - Present |
| Uber Technologies, Inc | <i>San Francisco, CA</i> |
| · Post-doctoral research scientist | 2019-2020 |

EDUCATION

- | | |
|---|------------------------|
| Columbia University, Graduate School of Business | <i>New York, NY</i> |
| · PhD in Decision, Risk, and Operations | 2019 |
| University of Chile | <i>Santiago, Chile</i> |
| · Mathematical Engineering (MS in Applied Mathematics equivalent) | 2014 |
| · BS in Engineering Sciences, major in Mathematics | 2013 |

PUBLISHED WORK

1. **Electric Vehicle Fleet and Charging Infrastructure Planning.** With Sushil Mahavir Varma and Siva Theja Maguluri. Accepted for publication at *Management Science*, 2025.
2. **Power-of- d Choices Load Balancing in the Sub-Halfin Whitt Regime.** Accepted for publication at *Stochastic Systems*, 2025.
3. **Idle Wage as a Tool to Regulate the Relationship Between Ride-Hailing Platforms and Drivers.** With Fielbaum, A., Salas, D., Zhang, R. *Transportation Research Part C: Emerging Technologies*, 2025.
4. **Does GenAI Impose a Creativity Tax?** With Jian Gao and Sébastien Martin. *MIT Sloan Management Review*, 2025.
5. **Getting Out of Your Own Way: Introducing Autonomous Vehicles on a Ride-Hailing Platform.** With Andrew E. Frazelle. *Production and Operations Management*, 2024.
6. **Mechanism Design under Approximate Incentive Compatibility.** With Santiago Balseiro and Omar Besbes. *Operations Research*, 2022.
7. **Third-degree Price Discrimination Versus Uniform Pricing.** With Dirk Bergemann and Gabriel Weintraub. *Games and Economic Behavior*, 2022.
8. **Surge Pricing and its Spatial Supply Response.** With Omar Besbes and Ilan Lobel. *Management Science*, 2021.
9. **Spatial Capacity Planning.** With Omar Besbes and Ilan Lobel. *Operations Research*, 2021.

10. **The Scope of Sequential Screening with Ex-post Participation Constraints.** With Dirk Bergemann and Gabriel Weintraub. *Journal of Economic Theory*, 2020.
11. **Matching Queues with Reneging: a Product Form Solution.** With Hamid Nazerzadeh and Chiwei Yan. *Queueing Systems*, 2020.

CONFERENCE PROCEEDINGS

1. **Optimal Design of Default Donations.** With Scott Rodilitz.
 - *EC'24:ACM Conference on Economics and Computation.*
 - *EAAMO '24: ACM Conference on Equity and Access in Algorithms, Mechanisms, and Optimization.*
2. **Human-AI Interactions and Societal Pitfalls.** With Jian Gao and Sébastien Martin. *EC'24:ACM Conference on Economics and Computation.*
3. **Power-of-d Choices Load Balancing in the Sub-Halfin Whitt Regime** With Sushil Mahavir Varma and Siva Theja Maguluri. *ACM SIGMETRICS 2023.*
4. **Randomized FIFO Mechanisms.** With Hongyao Ma, Hamid Nazerzadeh, and Chiwei Yan. *EC'22:ACM Conference on Economics and Computation.*
5. **Dynamic Pricing and Matching for Two-Sided Markets with Strategic Servers.** With Sushil Mahavir Varma and Siva Theja Maguluri. *ACM SIGMETRICS 2021.*
6. **Spatial Capacity Planning.** With Omar Besbes and Ilan Lobel. *EC'19:ACM Conference on Economics and Computation.*
7. **The Scope of Sequential Screening with Ex-post Participation Constraints.** With Dirk Bergemann and Gabriel Weintraub. *EC'17:ACM Conference on Economics and Computation.*

WORKING PAPERS

1. **Human-AI Interactions and Societal Pitfalls.** With Jian Gao and Sébastien Martin. Major Revision in *MSOM*.
2. **Optimal Design of Default Donations.** With Scott Rodilitz. Minor revision in *Operations Research*.
3. **Randomized FIFO Mechanisms.** With Hongyao Ma, Hamid Nazerzadeh, and Chiwei Yan. Major Revision in *Management Science*.
4. **Near Optimal Control in Ride Hailing Platforms with Strategic Servers.** With Sushil Mahavir Varma and Siva Theja Maguluri. In preparation for submission.
 - A previous version appeared under “Dynamic Pricing and Matching for Two-Sided Markets with Strategic Servers” in ACM SIGMETRICS 2021.
5. **Matching Queues, Flexibility and Incentives.** With Peter Frazier, Hongyao Ma, Hamid Nazerzadeh and Chiwei Yan. Major Revision in *MSOM*.
6. **Autonomous Vehicles in Ride-Hailing and the Threat of Spatial Inequalities.** With Jian Gao and Sébastien Martin. In preparation for submission.
7. **Supply Prioritization in Hybrid Marketplaces.** With Jian Gao and Sébastien Martin. In preparation for submission.

TEACHING EXPERIENCE

- Operations and Technology Management (core Full-Time MBA), Professor Winter 2023–2025
- Prescriptive Models & Data Analytics (core MSBA), Professor Winter 2022–2025
- Operations and Technology Management (core Full-Employed MBA), Professor Fall 2020, 2021
- Foundations of Stochastic Modeling (PhD), Professor Spring 2021

Luiss University, Department of Economics and Finance

Rome, Italy

- A Short Course on Matching Markets (PhD), Professor September 2024

Columbia University, Graduate School of Business

New York, NY

- MBA Business Analytics, Teaching Assistant 2015–2018
- MBA Operations Management, Teaching Assistant 2016–2018
- PhD Foundations of Optimization, Teaching Assistant Fall 2015–2017
- PhD Dynamic Programming and Reinforcement Learning, Teaching Assistant Fall 2017

University of Chile

Santiago, Chile

- Introduction to Calculus, Teaching Assistant Spring 2009, 2010
- Introduction to Algebra, Teaching Assistant Spring 2009, 2010
- Single-Variable Calculus, Teaching Assistant Spring 2011
- Probability and Statistics, Teaching Assistant 2011–2013
- Optimization, Teaching Assistant Fall 2012
- PhD Stochastic Models in Engineering Systems, Teaching Assistant Fall 2011, 2013

SELECTED AWARDS AND HONORS

- Operations Research Meritorious Service Award, 2024
- M&SOM Meritorious Service Award, 2022
- M&SOM Meritorious Service Award, 2021
- Deming Doctoral Research Fellowship, The W. Edwards Deming Center, Columbia University, Graduate School of Business, 2018
- Doctoral Fellowship, Columbia University, Graduate School of Business, 2014–2019
- Outstanding Student Award, School of Engineering Sciences, University of Chile, 2008 and 2012. Award conferred to the top 10% of students every year

CONFERENCE PRESENTATIONS

Optimal Sequential Screening with Private Budgets

- INFORMS Annual Meeting, Atlanta, GA October 2025

Human-AI Interactions and Societal Pitfalls

- EC '25 Workshop Information Economics X Large Language Models, Stanford, CA, July 2025
- HARRT at UCLA Annual Retreat: The HR Edge:People.Strategy.AI., Los Angeles, CA September 2025

Optimal Design of Default Donations

- EAAMO, San Luis Potosí, México, October 2024
- INFORMS Annual Meeting, Seattle, CA October 2024

- Revenue Management & Pricing Conference, Imperial College July 2023
- Market Design Workshop, University of Chile December 2023
- Workshop in Management Science, San Pedro de Atacama, Chile December 2023

Electric Vehicle Fleet and Charging Infrastructure Planning

- Workshop on Platforms and Matching Markets, Chicago, IL August 2025
- INFORMS Annual Meeting, Seattle, CA October 2024
- IFORS, Santiago, Chile July 2023
- POMS Annual Meeting, Orlando, FL May 2023
- INFORMS Annual Meeting, Indianapolis, IN October 2022

Mechanism Design under Approximate Incentive Compatibility

- Seventh Workshop on Marketplace Innovation, Virtual May 2022
- INFORMS Annual Meeting, Anaheim, CA October 2021
- Revenue Management & Pricing Conference, Spotlight talk, Carey Business School June 2021
- INFORMS Workshop on Market Design EC'21 July 2021
- The 32nd International Conference on Game Theory July 2021

Spatial Capacity Planning

- INFORMS Annual Meeting, Seattle, WA October 2019
- EC'19 Conference, Phoenix, AZ June 2019
- Fifth Workshop on Marketplace Innovation, Stanford University, Stanford, CA June 2019
- AGT Mentoring Workshop (AMW) 2019, Phoenix, AZ June 2019

The Scope of Sequential Screening with Ex-post Participation Constraints

- INFORMS Annual Meeting, Phoenix, AZ November 2018
- Revenue Management & Pricing Conference, Smith School of Business, Toronto, Canada June 2018
- INFORMS Annual Meeting, Houston, TX October 2017
- European Meeting of The Econometric Society, Lisboa, Portugal August 2017
- EC'17 Conference, MIT, Cambridge, MA June 2017
- M&SOM Conference, UNC Kenan-Flagler Business School, Chapel Hill, NC June 2017
- Third Workshop on Marketplace Innovation, Stanford University, Stanford, CA May 2017

Surge Pricing and its Spatial Supply Response

- INFORMS Annual Meeting, Phoenix, AZ November 2018
- Young Researcher Workshop, ORIE, Cornell University, Ithaca, NY October 2018
- M&SOM Conference, Naveen Jindal School of Management, Dallas, TX July 2018
- Revenue Management & Pricing Conference, Smith School of Business, Toronto, Canada June 2018
- Dynamic Pricing Workshop, University of Chile, Santiago, Chile December 2017
- INFORMS Annual Meeting, Houston, TX October 2017
- Revenue Management & Pricing Conference, CWI, Amsterdam, Netherlands June 2017

INVITED SEMINARS/TALKS

· HARRT at UCLA Annual Retreat, Los Angeles, CA	September 2025
· MSOM Service Management SIG day discussant, London, UK	June 2025
· McCombs School of Business, The University of Texas at Austin	February 2025
· Miami Herbert Business School, University of Miami	November 2024
· Department of Economics and Finance, Luiss University	September 2024
· Questrom School of Business, Boston University	April 2024
· Indian Institute of Management Ahmedabad, Centre for Transportation and Logistics	July 2023
· The Wharton School, Upenn	November 2022
· Department of Economics, USC	April 2022
· Rotman School of Management	April 2022
· Department of Economics, UCLA	April 2022
· University of O'higgins, Engineering School, Rancagua, Chile	March 2022
· University of Chile, Industrial Engineering Department, Santiago, Chile	January 2021
· Uber Technologies, Inc	April 2020
· Stanford, Graduate School of Business	October 2019

UNIVERSITY SERVICE

Decisions, Operations and Technology Management Area

· PhD Program Admission Committee	2021-Present
· Advancement to Doctoral Candidacy committee member, Irem Akcakus	Summer 2021

Member of PhD students thesis committee

· Jian Gao —Advisor

PROFESSIONAL ACTIVITIES

· 2024 Revenue Management and Pricing annual conference lead organizer	2022–2024
· MSOM SIG Day Reviewer	2022–2024
· Jeff McGill Student Paper Award Committee	2022,2024
· Program committee EC '24: ACM Conference on Economics and Computation	2024
· Program committee EC '22: ACM Conference on Economics and Computation	2022
· Ad-hoc reviewer for Management Science, MSOM, Operations Research, and Transportation Science	2019–present
· Judge for the MSOM student paper competition	2021,2023
· Cluster chair Revenue Management and Pricing for the INFORMS Annual Meeting	2021
· Program committee Workshop on Operations of People-Centric Systems at EC'21	2021
· Judge for the INFORMS TIMES best working paper competition	2020
· Program committee WWW '20: The Web Conference 2020	2020

OTHER EXPERIENCE

Department of Mathematics, University of California, Davis	Davis, CA
<i>Research Internship with Dr. Roger J-B Wets</i>	<i>Winter 2013</i>

This research internship focused on the study and implementation of near optimal algorithms for a long-term mining planning optimization problem.

Codelco and Department of Industrial Engineering, University of Chile Santiago, Chile
Software developer *2010–2013*

I worked as a consultant for Coldeco (one of the biggest copper companies in the world) in the development of several heuristics for the short-term extraction of an open-pit mine.

Metro S.A. Santiago, Chile
Internship *Winter 2010*

I developed and designed a software to compute optimal passenger routes in Santiago's subway network, considering transit time and number of connections.