

FRANCISCO CASTRO

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INTERESTS

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

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 |

RESEARCH PAPERS

Published Work

1. **Mechanism Design under Approximate Incentive Compatibility.** With Santiago Balseiro and Omar Besbes. *Operations Research*, 2022.
2. **Third-degree Price Discrimination Versus Uniform Pricing.** With Dirk Bergemann and Gabriel Weintraub. *Games and Economic Behavior*, 2022.
3. **Surge Pricing and its Spatial Supply Response.** With Omar Besbes and Ilan Lobel. *Management Science*, 2021.
4. **Spatial Capacity Planning.** With Omar Besbes and Ilan Lobel. *Operations Research*, 2021.
5. **The Scope of Sequential Screening with Ex-post Participation Constraints.** With Dirk Bergemann and Gabriel Weintraub. *Journal of Economic Theory*, 2020.
6. **Matching Queues with Reneging: a Product Form Solution.** With Hamid Nazerzadeh and Chiwei Yan. *Queueing Systems*, 2020.

Working Papers

1. **Randomized FIFO Mechanisms.** With Hongyao Ma, Hamid Nazerzadeh and Chiwei Yan. Major Revision in *Management Science*.
2. **Getting Out of Your Own Way: Introducing Autonomous Vehicles on a Ride-Hailing Platform.** With Andrew E. Frazelle. Major Revision in *Production and Operations Management*.

3. **Power-of- d Choices Load Balancing in the Sub-Halfin Whitt Regime.** With Sushil Mahavir Varma and Siva Theja Maguluri. *ACM SIGMETRICS 2023*, conference proceedings. Under review in *Mathematics of Operations Research*.
4. **Near Optimal Control in Ride Hailing Platforms with Strategic Servers.** With Sushil Mahavir Varma and Siva Theja Maguluri. *ACM SIGMETRICS 2021*, conference proceedings. In preparation for submission.
5. **Matching Queues, Flexibility and Incentives.** With Peter Frazier, Hongyao Ma, Hamid Nazarzadeh and Chiwei Yan. In preparation for submission.
6. **Autonomous Vehicles in Ride-Hailing and the Threat of Spatial Inequalities.** With Jian Gao and Sébastien Martin. In preparation for submission.
7. **Electric Vehicle Fleet and Charging Infrastructure Planning.** With Sushil Mahavir Varma and Siva Theja Maguluri. In preparation for submission.
8. **Supply Prioritization in Hybrid Marketplaces.** With Jian Gao and Sébastien Martin. In preparation for submission.

Work in Progress

1. **Optimal Design of Default Donations.** With Scott Rodilitz.
2. **Sequential Screening with Budgets.** With Santiago Balseiro.

TEACHING EXPERIENCE

UCLA, Anderson School of Management

Los Angeles, CA

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

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

- 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 Design of Default Donations

- Revenue Management & Pricing Conference, Imperial College July 2023

Electric Vehicle Fleet and Charging Infrastructure Planning

- 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 6, 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 4, 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

- 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 (3rd year)—Advisor 2020-present

PROFESSIONAL ACTIVITIES

- 2024 Revenue Management and Pricing annual conference lead organizer 2022–2024
- MSOM SIG Day Reviewer 2022, 2023
- Jeff McGill Student Paper Award Committee 2022
- 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

Research Internship with Dr. Roger J-B Wets

Winter 2013

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.

Internship

Santiago, Chile

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.