

FRANCISCO CASTRO

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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 *Los Angeles, CA*

- Assistant Professor 2020 - Present

Uber Technologies, Inc *San Francisco, CA*

- Post-doctoral research scientist 2019-2020

EDUCATION

Columbia University, Graduate School of Business *New York, NY*

- PhD in Decision, Risk, and Operations 2019

University of Chile *Santiago, Chile*

- 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

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|--|------------------------|
| · 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 | <i>Rome, Italy</i> |
| · A Short Course on Matching Markets (PhD), Professor | September 2024 |
| Columbia University, Graduate School of Business | <i>New York, NY</i> |
| · 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 | <i>Santiago, Chile</i> |
| · 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 *Research Internship with Dr. Roger J-B Wets*

Davis, CA
Winter 2013

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

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.