

VANSH GUPTA

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Innovation ♦ Urban ♦ Genoeconomics ♦ Evolution

EDUCATION

Massachusetts Institute of Technology

PhD in Behavioral and Policy Sciences, Sloan School of Management 2025-2030
Concentration: Technological Innovation, Entrepreneurship, & Strategic Management

Cornell University

Magna Cum Laude; Dean's List For All Semesters

B.S. in Biometry & Statistics, Bowers College of Computing and Information Science 2023
Concentrations: Mathematical Statistics; Computational Statistics & Data Management **GPA: 3.95**

B.S. in Applied Economics & Management, Dyson School of Applied Economics & Management 2023
Research Honors Thesis (Distinction) in Social Science ♦ Dyson Diversity Scholar **GPA: 3.92**

ACADEMIC ARTICLES

Under Review

- **Incentivizing Innovation in Open Source: Evidence from the GitHub Sponsors Program**
NBER Working Paper 31668 with co-authors [Annamaria Conti](#), [Jorge Guzman](#), and [Maria Roche](#)
Media Coverage:
 - [NBER Bulletin on Entrepreneurship](#)
 - [Harvard Business School Working Knowledge Newsletter](#)

Works in Progress

- **Local Government State Capacity: Evidence from Brazil**
Work in progress with co-authors [Michael Best](#), [Renata Lemos](#), and [Daniela Scur](#)
- **Municipal Responses to Natural Disasters: Evidence from Brazilian Municipalities**
Work in progress with co-authors [Michael Best](#), [Renata Lemos](#), and [Daniela Scur](#)

Inactive Projects

- **Approaches and Resources for Improved Student Outcomes: Evidence from Brazilian Schools**
Independent Working Paper

RESEARCH-BASED EMPLOYMENT

- **Antitrust & Competition Economics - Associate & Data Scientist, Charles River Associates**
February 2023 - April 2025
Produced economic analyses evaluating the competitive effects of healthcare mergers in the US, building on research from industrial economics, urban economics, and healthcare economics.
- **Dean's Summer Research Fellow, Columbia Business School**
June 2022 - July 2022
Worked under the guidance of [Jorge Guzman](#), co-authoring with [Maria Roche](#) and [Annamaria Conti](#) for [Incentivizing Innovation in Open Source: Evidence from the GitHub Sponsors Program](#).
- **Research Assistant, Cornell Dyson School of Applied Economics & Management**
Feb 2021 - May 2023
Worked under the guidance of [Daniela Scur](#), co-authoring with [Michael Best](#) and [Renata Lemos](#) for [State Capacity & Responses to Natural Disasters: Evidence from Brazilian Municipalities](#).

- **Data Reproducibility Researcher, American Economic Association**
May 2021 - August 2021
 Responsible for reproducing results in manuscripts submitted for review to AEA journals for the [AEA Data Editor, Lars Vilhuber](#).
- **NLP Research Assistant, Cornell University**
Jan 2021 - October 2021
 Worked under the guidance of [Reza Moghimi](#), studying [Twitter sentiment's effects on the financial markets](#).

TALKS

Theoretical and Applied Development - Presentations On Learning & Experiences

Cornell University, Department of Global Development, Ithaca, NY (April 20, 2023).

Development, Firms, & Labor Research Working Group Presentation

Cornell University, Dyson School of Applied Economics & Management, Ithaca, NY (March 17, 2023).

Strategy & Innovation Research Presentation

Columbia University, Columbia Business School, New York, NY (July 28, 2022).

TEACHING

TA - [CS 2110: Object-Oriented Programming & Data Structures](#) (*Feb 2022 - May 2022*)

TA - [CS 1112: Introduction to Computing Using MATLAB](#) (*Feb 2021 - Dec 2021*)

SOFTWARE DEVELOPMENT

- [\[Open Source\] R Package: STE](#)
 R Package to implement the framework developed in [Treatment Effects in Managerial Strategies](#), using machine learning (random forest) in a causal inference setup to estimate strategic treatment effects.
- [\[Open Source\] Python: Upload-To-Zenodo](#)
 Python code to parse directories and upload the replication code to Zenodo. This is used by the American Economic Association replication team for smoother synchronization of their files.
- **Python & STATA Package, EXE: Google Maps API - Geocoding & Distance Matrix Calculator**
 Used Python, Azure, and Google Cloud to create and maintain a secure environment that authenticates a user within the organization and provides an easy interface for geocoding and routing calculations for coordinates.
- **Python Package: Divestment Optimization Calculator**
 Helped develop a tool leveraging algorithms to compute large-scale optimization & recommend divestitures for multi-market mergers, particularly those relying on geographic market definitions (such as hospitals).
- **Python Package, EXE: Interactive Map Creator**
 Pioneered the use of fully customizable and native interactive maps as legal support exhibits. Innovated internal tools to make this technology readily available to all employees within the firm without prior training.

PROFESSIONAL WORK EXPERIENCE

- **Ascenta Management Consulting**
Founder & CEO, August 2019 - May 2023
 Recognized as one of [India's Top 10 Consultants \(CEOInsights Magazine\)](#).
- **Meta**
Big Data & Market Intelligence Analyst Extern, February 2022 - May 2022
- **Grant Thornton International LLP**
Research Trainee - Global Research Centre, December 2018 - January 2019

PROGRAMMING SKILLS

Scripting Languages: Python, Java, Visual Basic (VBA), JavaScript (Intermediate)

Statistical Analysis: STATA, MATLAB, R, SAS (Exposure), Fortran (Exposure)

Mapping & Spatial Data: ArcGIS Pro, Google Maps API, Folium/Leaflet (Interactive Maps)

Data Scraping: PDFPlumber, BeautifulSoup, Selenium, HTML

Big Data & Data Management: Microsoft Azure, Databricks, SQL, GraphQL, Excel, Google Cloud

Data Visualisation: Tableau, Adobe InDesign, kepler.gl

HONORS & MEDIA COVERAGE

- Distinction in Social Science research, with Magna Cum Laude honors at Cornell University.
- Recognized as one of [India's Top 10 Business Consultants](#) by CEOInsights Magazine India for my work with Ascenta Consulting.
- Recognized as a Dyson Diversity Scholar at Cornell University.

LANGUAGES & CITIZENSHIP

Languages: English (Native), Hindi (Native)

Citizenship: India

INTERESTS

Transport Systems, Urban Design, Cartography, Aviation, Competition Law, Parkour, Hands-Free Biking