# Jerry Anunrojwong

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**RESEARCH INTERESTS**

mechanism design; robust and data-driven decision making; revenue management and pricing; online marketplaces; information design; social learning

**EDUCATION**

**Columbia University, Graduate School of Business**  New York, NY
- Ph.D. candidate in Decision, Risk, and Operations  2020–present
- Advisors: Omar Besbes, Santiago R. Balseiro

**Harvard University**  Cambridge, MA
- Masters in Statistics  2014–2018
- Bachelors in Applied Mathematics
- Advisor: Yiling Chen

**WORK EXPERIENCE**

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|---|---|
| **Data Scientist → Senior Data Scientist**, Agoda | 2019 – 2020 |
| **Research Affiliate**, MIT | 2018 – 2020 |
| **Research Affiliate**, Chulalongkorn University | 2018 – 2020 |
| **Trading & Quantitative Research Intern**, Citadel Securities | Summer 2017 |
| **Quantitative Research Intern**, Cubist Systematic Strategies | January 2017 |
| **Research Intern**, Ellington Management Group | Summer 2016 |
| **Research Intern**, Harvard BLISS (social science summer research) | Summer 2015 |

**JOURNAL PUBLICATIONS**

J1. **Persuading Risk-Conscious Agents: A Geometric Approach**. Jerry Anunrojwong, Krishnamurthy Iyer, David Lingenbrink. [Link]
- *Operations Research*, 2022.
- *Proceedings of the Conference on Web and Internet Economics (WINE)*, 2019.

J2. **Information Design for Congested Social Services: Optimal Need-Based Persuasion**. Jerry Anunrojwong, Krishnamurthy Iyer, Vahideh Manshadi. [Link]
- *Management Science*, 2022.
- *ACM Conference on Economics and Computation (EC)*, 2020.
- Oral Presentation, *Workshop on Mechanism Design for Social Good (MD4SG)*, 2020.
- Oral Presentation, *MSOM Service SIG*, 2021.

**REFEREED CONFERENCE PUBLICATIONS**

C1. **On the Robustness of Second-Price Auctions in Prior-Independent Mechanism Design**. Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. [Link]
- *Proceedings of the ACM Conference on Economics and Computation (**EC**)*, 2022.
- Journal version: Under Review
- **Finalist, George Nicholson Student Paper Competition, 2022**
- Spotlight Presentation, *INFORMS Revenue Management and Pricing (RMP) Conference*, 2022
- Oral Presentation, *Market Innovation Workshop (MIW)*, 2022.

C2. **Information Design for Congested Social Services: Optimal Need-Based Persuasion**. Jerry Anunrojwong, Krishnamurthy Iyer, Vahideh Manshadi. [Link]
- *ACM Conference on Economics and Computation (**EC**)*, 2020.
- Journal version: *Management Science*, 2022. See J2.

C3. **Persuading Risk-Conscious Agents: A Geometric Approach**. Jerry Anunrojwong, Krishnamurthy Iyer, David Lingenbrink. [Link]
- *Proceedings of the Conference on Web and Internet Economics (**WINE**)*, 2019.
- Journal version: *Operations Research*, 2022. See J1.

C4. **Computing Equilibria of Prediction Markets via Persuasion**. Jerry Anunrojwong, Yiling Chen, Bo Waggoner, Haifeng Xu. [Link]
- *Proceedings of the Conference on Web and Internet Economics (**WINE**)*, 2019.

C5. **Naive Bayesian Learning in Social Networks**. Jerry Anunrojwong, Nat Sothanaphan. [Link]
- *Proceedings of the ACM Conference on Economics and Computation (**EC**)*, 2018.

WORKING PAPERS

W1. **Robust Mechanism Design with Scale Information**. Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes.
- Under Preparation.

W2. **On the Robustness of Second-Price Auctions in Prior-Independent Mechanism Design**. Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. [Link]
- Finalist, George Nicholson Student Paper Competition 2022.
- Journal: Under Review. Conference: EC'22. See C1.

W3. **Social Learning Under Platform Influence: Extreme Consensus and Persistent Disagreement**. Ozan Candogan, Nicole Immorlica, Bar Light, Jerry Anunrojwong. [Link]
- Major Revision at *Operations Research*.

HONORS AND AWARDS

- Finalist, George Nicholson Student Paper Competition                    2022
- Asenath Marie and Duncan Merriwether Fellowship                  2022–2023
- Doctoral Fellowship, Columbia Business School                    2020–2025
- Phi Beta Kappa, Harvard College                                          2018
- Top 100, William Lowell Putnam Mathematical Competition                2014
- King's Scholarship (full-ride, merit-based scholarship for undergraduate studies abroad; awarded by the King of Thailand to 9 students nationally each year)    2013
- Gold Medal, International Mathematical Olympiad                          2012

PROFESSIONAL SERVICES

- Reviewer for *Conference on Web and Internet Economics (WINE)*, 2021.
- Subreviewer for *ACM Conference on Economics and Computation (EC)*, 2021.

TEACHING EXPERIENCE

**Instructor**
- Real Analysis Math Camp for incoming PhD students (Columbia)      Fall 2021

**Teaching Assistant**
- Demand Analytics (Columbia)                                          Fall 2021
- Markets for Networks and Crowds (Harvard)                            Fall 2017
- Data Science II (Harvard)                                          Spring 2017

- Mathematics in the World (Harvard)                                    Spring 2015

SKILLS          **Programming Languages and Tools**: Python, R, Matlab, Scala, Spark, SQL, TensorFlow, Gurobi, Mathematica, HTML, CSS, LaTeX
**Languages**: Thai (native), English (fluent)

REFERENCES      **Professor Omar Besbes**                    **Professor Santiago R. Balseiro**
Vikram S. Pandit Professor                   Associate Professor
Decision, Risk, and Operations               Decision, Risk, and Operations
Graduate School of Business                  Graduate School of Business
Columbia University                          Columbia University
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