

# 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	<b>Columbia University, Graduate School of Business</b> • Ph.D. candidate in <a href="#">Decision, Risk, and Operations</a> • Advisors: Omar Besbes, Santiago R. Balseiro	New York, NY 2020–present
	<b>Harvard University</b> • A.M. in Statistics • A.B. in Applied Mathematics • Advisor: Yiling Chen	Cambridge, MA 2014–2018
WORK EXPERIENCE	<b>Data Scientist → Senior Data Scientist</b> , Agoda <b>Research Affiliate</b> , MIT <b>Research Affiliate</b> , Chulalongkorn University <b>Trading &amp; Quantitative Research Intern</b> , Citadel Securities <b>Quantitative Research Intern</b> , Cubist Systematic Strategies <b>Research Intern</b> , Ellington Management Group <b>Research Intern</b> , Harvard BLISS (social science summer research)	2019 – 2020 2018 – 2020 2018 – 2020 Summer 2017 January 2017 Summer 2016 Summer 2015
JOURNAL PUBLICATIONS	J2. “Persuading Risk-Conscious Agents: A Geometric Approach.” Jerry Anunrojwong, Krishnamurthy Iyer, David Lingenbrink. <b>Operations Research</b> , 2023. <a href="#">[Link]</a> • <i>Proceedings of the Conference on Web and Internet Economics (WINE)</i> , 2019. J1. “Information Design for Congested Social Services: Optimal Need-Based Persuasion.” Jerry Anunrojwong, Krishnamurthy Iyer, Vahideh Manshadi. <b>Management Science</b> , 2022. <a href="#">[Link]</a> • <i>ACM Conference on Economics and Computation (EC)</i> , 2020. • Oral Presentation, <i>Workshop on Mechanism Design for Social Good (MD4SG)</i> , 2020. • Oral Presentation, <i>MSOM Service SIG</i> , 2021.	
REFEREED CONFERENCE PUBLICATIONS	C6. “Robust Auction Design with Support Information.” Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. <b>Proceedings of the ACM Conference on Economics and Computation (EC)</b> , 2023. <a href="#">[Link]</a> • Oral Presentation, <i>INFORMS Revenue Management and Pricing (RMP) Conference</i> , 2023. • Oral Presentation, <i>Market Innovation Workshop (MIW)</i> , 2023. C5. “On the Robustness of Second-Price Auctions in Prior-Independent Mechanism Design.” Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. <b>Proceedings of the ACM Conference on Economics and Computation (EC)</b> , 2022. <a href="#">[Link]</a>	

- **Finalist, George Nicholson Student Paper Competition, 2022.**
- Major Revision at *Operations Research*.
- Spotlight Presentation, *INFORMS Revenue Management and Pricing (RMP) Conference*, 2022.
- Oral Presentation, *Market Innovation Workshop (MIW)*, 2022.

C4. “Information Design for Congested Social Services: Optimal Need-Based Persuasion.” Jerry Anunrojwong, Krishnamurthy Iyer, Vahideh Manshadi. **ACM Conference on Economics and Computation (EC)**, 2020. [\[Link\]](#)

- Journal version: J1.

C3. “Persuading Risk-Conscious Agents: A Geometric Approach.” Jerry Anunrojwong, Krishnamurthy Iyer, David Lingenbrink. **Proceedings of the Conference on Web and Internet Economics (WINE)**, 2019. [\[Link\]](#)

- Journal version: J2.

C2. “Computing Equilibria of Prediction Markets via Persuasion.” Jerry Anunrojwong, Yiling Chen, Bo Waggoner, Haifeng Xu. **Proceedings of the Conference on Web and Internet Economics (WINE)**, 2019. [\[Link\]](#)

C1. “Naive Bayesian Learning in Social Networks.” Jerry Anunrojwong, Nat Sothanaphan. **Proceedings of the ACM Conference on Economics and Computation (EC)**, 2018. [\[Link\]](#)

#### WORKING PAPER

W1. “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 *ACM-SIAM Symposium on Discrete Algorithms (SODA)*, 2024.
- 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

- Business Analytics (Columbia MBA) Spring 2023
- Demand Analytics (Columbia MSBA) Fall 2021
- Markets for Networks and Crowds (Harvard) Fall 2017
- Data Science II (Harvard) Spring 2017
- Mathematics in the World (Harvard) Spring 2015

SKILLS	<b>Programming Languages and Tools:</b> Python, R, Matlab, Scala, Spark, SQL, TensorFlow, Gurobi, Mathematica, HTML, CSS, L <sup>A</sup> T <sub>E</sub> X <b>Languages:</b> Thai (native), English (fluent)	
REFERENCES	<b>Professor Omar Besbes</b> Vikram S. Pandit Professor Decision, Risk, and Operations Graduate School of Business Columbia University E-mail: <a href="mailto:ob2105@gsb.columbia.edu">ob2105@gsb.columbia.edu</a>	<b>Professor Santiago R. Balseiro</b> Associate Professor Decision, Risk, and Operations Graduate School of Business Columbia University E-mail: <a href="mailto:srb2155@gsb.columbia.edu">srb2155@gsb.columbia.edu</a>