

# 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	<ol style="list-style-type: none"><li>1. <b>Persuading Risk-Conscious Agents: A Geometric Approach.</b> Jerry Anunrojwong, Krishnamurthy Iyer, David Lingenbrink. <i>Operations Research</i>, 2023. <a href="#">[Link]</a><ul style="list-style-type: none"><li>• <i>Proceedings of the Conference on Web and Internet Economics (WINE)</i>, 2019.</li></ul></li><li>2. <b>Information Design for Congested Social Services: Optimal Need-Based Persuasion.</b> Jerry Anunrojwong, Krishnamurthy Iyer, Vahideh Manshadi. <i>Management Science</i>, 2022. <a href="#">[Link]</a><ul style="list-style-type: none"><li>• <i>ACM Conference on Economics and Computation (EC)</i>, 2020.</li><li>• Oral Presentation, <i>Workshop on Mechanism Design for Social Good (MD4SG)</i>, 2020.</li><li>• Oral Presentation, <i>MSOM Service SIG</i>, 2021.</li></ul></li></ol>	
REFEREED CONFERENCE PUBLICATIONS	<ol style="list-style-type: none"><li>1. <b>Robust Auction Design with Support Information.</b> Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. <a href="#">[Link]</a><ul style="list-style-type: none"><li>• <i>Proceedings of the ACM Conference on Economics and Computation (EC)</i>, 2023.</li><li>• Oral Presentation, <i>INFORMS Revenue Management and Pricing (RMP) Conference</i>, 2023.</li><li>• Oral Presentation, <i>Market Innovation Workshop (MIW)</i>, 2023.</li></ul></li><li>2. <b>On the Robustness of Second-Price Auctions in Prior-Independent Mechanism Design.</b> Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. <a href="#">[Link]</a><ul style="list-style-type: none"><li>• <i>Proceedings of the ACM Conference on Economics and Computation (EC)</i>, 2022.</li><li>• <b>Finalist, George Nicholson Student Paper Competition, 2022.</b></li></ul></li></ol>	

- Spotlight Presentation, *INFORMS Revenue Management and Pricing (RMP) Conference*, 2022.
- Oral Presentation, *Market Innovation Workshop (MIW)*, 2022.

3. **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](#)]
4. **Naive Bayesian Learning in Social Networks.** Jerry Anunrojwong, Nat Sothanaphan. *Proceedings of the ACM Conference on Economics and Computation (EC)*, 2018. [[Link](#)]

#### WORKING PAPER

1. **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

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

#### REFERENCES

##### Professor Omar Besbes

Vikram S. Pandit Professor  
 Decision, Risk, and Operations  
 Graduate School of Business  
 Columbia University  
 E-mail: [ob2105@gsb.columbia.edu](mailto:ob2105@gsb.columbia.edu)

##### Professor Santiago R. Balseiro

Daniel W. Stanton Associate Professor  
 Decision, Risk, and Operations  
 Graduate School of Business  
 Columbia University  
 E-mail: [srb2155@gsb.columbia.edu](mailto:srb2155@gsb.columbia.edu)