

# 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
WORKING PAPERS	<ol style="list-style-type: none"><li>1. <b>Robust Mechanism Design with Scale Information.</b> Jerry Anunrojwong, Santiago R. Balseiro, Omar Besbes. • Under Preparation.</li><li>2. <b>Social Learning Under Platform Influence: Extreme Consensus and Persistent Disagreement.</b> Ozan Candogan, Nicole Immorlica, Bar Light, Jerry Anunrojwong. <a href="#">[Link]</a> • Major Revision at <i>Operations Research</i>.</li></ol>	
JOURNAL PUBLICATION	<ol style="list-style-type: none"><li>1. <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> • <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.</li></ol>	
REFEREED CONFERENCE PUBLICATIONS	<ol style="list-style-type: none"><li>1. <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> • <i>Proceedings of the ACM Conference on Economics and Computation (EC)</i>, 2022. • <b>Finalist, George Nicholson Student Paper Competition, 2022</b></li></ol>	

- Spotlight Presentation, *INFORMS Revenue Management and Pricing (RMP) Conference*, 2022
  - Oral Presentation, *Market Innovation Workshop (MIW)*, 2022.
2. **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
    - Minor Revision at *Operations Research*
  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. [\[Link\]](#)

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 <i>Conference on Web and Internet Economics (WINE)</i> , 2021.
	• Subreviewer for <i>ACM Conference on Economics and Computation (EC)</i> , 2021.

TEACHING EXPERIENCE	<b>Instructor</b>	
	• Real Analysis Math Camp for incoming PhD students (Columbia)	Fall 2021
	<b>Teaching Assistant</b>	
	• 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	<b>Programming Languages and Tools:</b> Python, R, Matlab, Scala, Spark, SQL, TensorFlow, Gurobi, Mathematica, HTML, CSS, $\text{\LaTeX}$ <b>Languages:</b> Thai (native), English (fluent)
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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> Daniel W. Stanton 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>