

# Jerry Anunrojwong

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CONTACT	Kravis Hall 990-14 665 West 130th St, Columbia University New York, NY 10027	Phone: +1 (212) 810-9067 E-mail: <a href="mailto:JAnunrojwong25@gsb.columbia.edu">JAnunrojwong25@gsb.columbia.edu</a> Webpage: <a href="https://jerryanunroj.github.io/">https://jerryanunroj.github.io/</a>
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 PUBLICATION	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> <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><li>• <i>Workshop on Behavioral EC</i>, 2019.</li></ul>	
REFEREED CONFERENCE PUBLICATIONS	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> <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><li>• Spotlight Presentation, <i>INFORMS Revenue Management and Pricing (RMP) Conference</i>, 2022</li><li>• Oral Presentation, <i>Market Innovation Workshop (MIW)</i>, 2022.</li></ul> 2. <b>Persuading Risk-Conscious Agents: A Geometric Approach.</b> Jerry Anunrojwong, Krishnamurthy Iyer, David Lingenbrink. <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><li>• Minor Revision at <i>Operations Research</i></li></ul>	

3. Jerry Anunrojwong, Yiling Chen, Bo Waggoner, Haifeng Xu. **Computing Equilibria of Prediction Markets via Persuasion**. *Proceedings of the Conference on Web and Internet Economics (WINE)*, 2019. [[Link](#)]
4. Jerry Anunrojwong, Nat Sothanaphan. **Naive Bayesian Learning in Social Networks**. *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 *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, L<sup>A</sup>T<sub>E</sub>X  
**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)