

Mohsen Foroughifar

105 St. George Street, Room 567, Toronto, Ontario M5S 3E6
✉ mohsen.foroughifar@rotman.utoronto.ca

Education

| | |
|--|----------------|
| University of Toronto, Toronto, ON, Canada | 2017 - present |
| Ph.D., Quantitative Marketing | |
| Committee: Nitin Mehta, David Soberman, Matthew Osborne, Ryan Webb | |
| University of Tehran, Tehran, Iran | 2010 - 2016 |
| M.Sc., Economics, 2016 | |
| B.Sc., Electrical Engineering, 2014 | |

Research Interests

Applied Microeconomics, Empirical Industrial Organization, Behavioral Economics

Working Papers

- "The Challenges of Deploying an Algorithmic Pricing Tool: Evidence from Airbnb"
Job Market Paper
- "The Precision of Word of Mouth, the Consumer's Ability to Recognize Precision, and Its Effect on Markets", with David Soberman
R&R at *Production and Operations Management*
- "Errors in Learning from Others' Choices"
Invited for Resubmission to *Management Science*
- "Paying for Consumer Attention", with Mengze Shi and Michelle Lu

Papers in Progress

- "Are Short-Term Home-Sharing Regulations Effective? Evidence from Airbnb", with Doreen Shen, Unnati Narang, and Hojat Abdolanezhad
- "Who Should Be Rewarded More? Evaluating The Effect of Reward Allocation", with Reza Roshangarzadeh and Shervin Tehrani

Honors & Awards

| | |
|--|-----------|
| BEAR/BI-Org Research Grant (\$6,500) | 2022 |
| TD Management Data and Analytics Lab Research Grant (\$7,000) | 2021 |
| Shankar-Spiegel Dissertation Proposal Award (runner-up) | 2021 |
| AMA-Sheth Foundation Doctoral Consortium Fellow | 2021 |
| ISMS Doctoral Consortium Fellow | 2020 |
| MIT Professional Education Scholarship | 2020 |
| University of Toronto SGS Conference Grant | 2019 |
| UTGSU Conference Bursary | 2019 |
| Behavioural Economics in Action at Rotman Research Award (\$7,500) | 2018 |
| University of Toronto Fellowship | 2017-2022 |
| Director's Fellowship, Rotman School of University of Toronto | 2017-2019 |
| Top Student Prize, University of Tehran | 2015 |
| Iranian National Elite Foundation Award | 2015 |

Presentations

2022: TD-MDAL Research Roundtables

2021: Marketing Science Conference (Virtual)

2020: Marketing Science Conference (Virtual), Rotman (Marketing brown bag)

2019: Marketing Science Conference (Rome), BEAR Research Retreat (Toronto)

Other Publications (pre-PhD)

- "Dynamic Regional Effects of Monetary Policy on Employment in Iran (TVP-FAVAR Approach)", with Sajjad Barkhordari [in Persian]
Quarterly Journal of Applied Theories of Economics, 6(4), 109–136, 2020.
- "Diagnosis of Sleep Apnea Based on Fractal Variability Analysis of EEG Signals in Patients with Obstructive Sleep Apnea", with Peyman Nazari, Tara Ghafari, Sharareh Dariani, and Mohammad R. Raoufy [in Persian]
Nafas Journal, 1(4), 8–15, 2015.

Conferences

2021: Artificial Intelligence, Machine Learning, and Business Analytics (Temple), FTC Microeconomics Conference (Yale), Quantitative Marketing and Economics (UCLA), Summer Institute in Competitive Strategy (Berkeley), Bass Conference (UT Dallas), Crypto and Blockchain Economics Research (Toronto & Cornell), BI-Org Cash Transfer Programs Symposium (Toronto), ZEW ICT (Manheim), Artificial Intelligence Measurement and Evaluation Workshop (Toronto), NBER Summer Institute (IO, IT & Digitization)

2020: NBER Digitization (Stanford), ZEW Conference on the Economics of ICT (Mannheim), NBER Summer Institute (IO, IT & Digitization, Urban Economics), NBER Economics of AI (Toronto), Advances with Field Experiments (Chicago), Quantitative Marketing and Economics (Chicago), FTC Microeconomics Conference (Yale)

2017-2019: NBER Economics of AI Young Scholars Workshop (Toronto), Frontiers in the Economics of Organizations and Markets (Toronto), Econometrics and Applied Micro Conference (Toronto)

Teaching Experience

Teaching Assistant (University of Toronto)

2018 - present

- *Master of Management Analytics program (MMA)*
Management Analytics Practicum, Analytics in Management, Modelling Tools for Predictive Analytics, Predictive Analytics, Tools for Probabilistic Models and Prescriptive Analytics, Analytics for Marketing Strateg
- *Master of Business Administration program (MBA)*
Data-Based Management Decisions, Statistics for Management, Managing Customer Value, Marketing Research, Global Marketing, Decision Making with Models & Data, Pricing
- *Master of Management Innovation program (MMI)*
Prices and Markets
- *Bachelor of Commerce program (BCom)*
Principles of Marketing, Marketing Research, Marketing and Behavioural Economics, Pricing, Foundations of AI for Management, Machine Learning for Management

Teaching Assistant (University of Tehran)

2012 - 2016

- Statistics I, Statistics II, Game Theory, Microeconomics, Financial Economics
- Calculus I, Calculus II, Probability and Statistics, Differential Equations

Research Experience

Research Assistant to Professors *Tanjim Hossain* and *Peter Landry* 2018-2019
Research Assistant to Professor *Ryan Webb* 2018, 2021

Work Experience

Project Coach 2019 - 2021
Master of Management Analytics Program, University of Toronto
Host Companies: Unilever, York Region, TD Bank, Scotiabank, CIBC, BMO

Data Analyst 2015 - 2016
Marketing Division, PANA Group, Tehran, Iran

IAESTE Summer Intern Jun 2014 - Aug 2014
Hrvatska Elektroprivreda, Osijek, Croatia

Computer Skills

Matlab, Python, R, Stata, C/C++, Eviews
SQL, oTree, Qualtrics, Breadboard, MouseLAB, Tobii Pro

References

Nitin Mehta (Co-Supervisor)

Professor of Marketing
Marketing Area Coordinator
Rotman School of Management
University of Toronto
☎ +1 (416) 978 4961
✉ nitin.mehta@rotman.utoronto.ca

David Soberman (Co-Supervisor)

Professor of Marketing and Canadian National
Chair in Strategic Marketing
Rotman School of Management
University of Toronto
☎ +1 (416) 978 5445
✉ david.soberman@rotman.utoronto.ca

Matthew Osborne

Associate Professor of Marketing
Department of Management at Mississauga
& Rotman School of Management
University of Toronto
☎ +1 (905) 569 5794
✉ matthew.osborne@rotman.utoronto.ca

Ryan Webb

Associate Professor of Marketing
Director of the TD Lab
Rotman School of Management
University of Toronto
☎ +1 (416) 978 4418
✉ ryan.webb@rotman.utoronto.ca