Mohsen Foroughifar

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Education

University of Toronto, Toronto, Canada   2017 - present
Ph.D., Quantitative Marketing

University of Tehran, Tehran, Iran   2010 - 2016
M.Sc., Economics, 2016
B.Sc., Electrical Engineering, 2014

Research Interests

Algorithmic Pricing, Sharing Economy, Industrial Organization, Behavioral Economics

Working Papers

- "The Challenges of Deploying an Algorithmic Pricing Tool: Evidence from Airbnb", *with Nitin Mehta*

- "The Precision of Word of Mouth, the Consumer's Ability to Recognize Precision, and Its Effect on Markets", *with David Soberman*
  Invited for Resubmission

- "Errors in Learning from Others' Choices"
  Invited for Resubmission

- "Paying for Consumer Attention", *with Mengze Shi and Michelle Lu*

Research 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

ASA Statistics in Marketing Doctoral Dissertation Research Award (finalist)	2023
Sheth Foundation ISMS Doctoral Dissertation Award	2023
Doctoral Completion Award, Rotman School of Management	2022
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
Behavioural Economics in Action at Rotman Research Award ($7,500)	2018
University of Toronto Fellowship	2017-2023
Director's Fellowship, Rotman School of University of Toronto	2017-2019
Top Student Prize, University of Tehran	2015
Iranian National Elites Foundation Award	2015

Invited Talks and Presentations

2023 (Scheduled): Empirical and Theoretical Symposium for Canadian Marketing Strategy (Queen's), Doctoral Workshop on the Economics of Digitization (Liège), Marketing Science Conference (Miami)

2022: Cornerstone Research, UOttawa, Erasmus, CMU (Marketing & Business Technologies), UC Davis (Business Analytics), NYU, UCL, Tulane, CUNY Baruch, UHouston, UVA, Cornell, HKUST, Concordia, UBC, Queen's, TD-MDAL Research Roundtables (Toronto)

2021: Marketing Science Conference (Rochester)

2020: Marketing Science Conference (Duke), 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.

References

Nitin Mehta (Co-Supervisor)
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David Soberman (Co-Supervisor)
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& Rotman School of Management
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