

EMPLOYMENT

University of Pittsburgh

Katz Graduate School of Business

– Assistant Professor of Business Analytics and Operations

Pittsburgh, PA

2019 –

EDUCATION

Columbia University

Ph.D. in Operations Research

– Advisor: Adam N. Elmachtoub

– Thesis: Pricing Tools and Analysis for Emerging e-Commerce Technologies

New York, NY

2014 –2019

Rutgers University

B.S. in Mathematics

– Minors: Computer Science, Operations Research

New Brunswick, NJ

2010 –2014

WORKING PAPERS

Note: All author ordering is alphabetical as is convention in OR/MS.

1. Titing Cui, Michael L. Hamilton. *Optimal Feature-Based Market Segmentation and Pricing*.
Major Revision at **Operations Research**. June 2023
 - Accepted to the 18th Conf. on Web and Internet Economics (**WINE**), 2022.
 - Third Place, INFORMS Service Science Best Cluster Paper Award, 2022.
2. Alex DiChristofano, Michael L. Hamilton, Qiqi Hao, Sera Linari. *Platform Design with Prosocial Participants: Lessons from 412Connect*.
Major Revision at **Operations Research**. June 2024
 - Accepted to the 1st ACM Conf. on Equity and Access in Algorithms, Mechanisms, and Optimization (**EAAMO**) as *Project 412Connect: Bridging Students and Communities*, 2021. Oral Presentation.
 - New Horizons Award for Best Paper Bridging Research and Practice at ACM EAAMO'21.
3. Michael L. Hamilton, Raghav Singal. *Churning While Experimenting: Maximizing User Engagement in Recommendation Platforms*.
Reject and Resubmit at **Manufacturing & Service Operations Management**. May. 2024
 - Accepted to the 20th Conf. on Web and Internet Economics (**WINE**), 2024.
 - Finalist, 2020 RMP Data-Driven Research Challenge.
4. Titing Cui, Michael L. Hamilton. *Pricing Strategies for Online Dating Platforms*.
Submitted. Oct 2024
 - Finalist, 2024 POMS College of Service Operations Management (CSOM) Best Student Paper.
5. Titing Cui, Michael L. Hamilton. *Fresh Rating Systems: Structure, Incentives, and Fees*.
Submitted. June 2024

6. Titing Cui, Esther Gal-Or, Mike Gordon, Michael L. Hamilton, Jennifer Shang. *The Effects of Competition on Corporate Sustainability*.
Submitted. Dec. 2023
 - Accepted to the 3rd ACM Conf. on Equity and Access in Algorithms, Mechanisms, and Optimization (**EAAMO**), 2023.

PUBLICATIONS

1. Adam N. Elmachtoub, Vishal Gupta, Michael L. Hamilton. *The Value of Personalized Pricing*.
Management Science April 2021
 - Accepted to the 15th Conf. on Web and Internet Economics (**WINE**), 2019.
 - Finalist, INFORMS Service Science Best Cluster Paper Competition, 2018.
2. Adam N. Elmachtoub, Michael L. Hamilton. *The Power of Opaque Products in Pricing*.
Management Science Jan. 2021
 - Accepted to the 13th Conf. on Web and Internet Economics (**WINE**), 2017.
 - Feature article, discussion in Management Science Review
3. Ningyuan Chen, Adam N. Elmachtoub, Michael L. Hamilton, Xiao Lei. *Loot Box Pricing and Design*.
Management Science Dec. 2020
 - Accepted to the 21st ACM Conf. on Economics and Computation (**EC**), 2020.
 - Finalist, 2021 CSAMSE Conference Best Paper Award.
 - Winner, 2019 IBM Best Student Paper Award in Service Science.
 - Presented at Federal Trade Commission (FTC) Workshop on Consumer Issues Related to Loot Boxes, 2019.

PRESENTATIONS

Notes: (*) symbol indicates the talk was given by a coauthor. The (C) indicates the talk was given online.

1. *Can Personalized Pricing be Progressive?*
 - INFORMS Annual Conference (2024*).
2. *Managing Trade-offs Between Revenue, Access and Market Balance on Online Dating Platforms*
 - POMS Annual Conference (2024*), INFORMS Annual Conference (2024*).
3. *Hicksian Unit-Demand Pricing*
 - INFORMS Optimization Society Conference (2024), INFORMS Annual Conference (2024).
4. *Fresh Rating Systems: Structure, Incentives, and Fees*
 - MSOM Annual Conference (2024), RMP Section Conference (2024), INFORMS Annual Meeting (2023, 2024*).
5. *Pricing Strategies for Online Dating Platforms*
 - POMS Annual Conference (2023*, 2024*), CSASME (2023*), INFORMS Annual Meeting (2022*, 2023*), University of Toronto, Rotman Young Scholar Seminar (2022), RMP Section Conference (2022 C*), MSOM Annual Conference (2022), CORS Annual Conference (2022).
6. *Optimal Feature-Based Market Segmentation and Pricing*
 - WINE Conference (2022*), INFORMS Annual Conference (2022, 2021), RMP Section Conference (2021 C), CORS Annual Conference (2021 C).
7. *The Effects of Competition on Corporate Sustainability*

- POMS Annual Conference (2023*, 2024*), MSOM Conference (2023*), INFORMS Annual Conference (2022*, 2023*).
8. *Churning while Experimenting: Maximizing User Engagement in a Recommendation System*
 - WINE Conference (2024), MSOM Conference (2024), University of Tulsa Seminar (2023), Pitt IE Seminar (2023), RMP Section Conference (2021 C).
 9. *Project 412Connect: Bridging Students to Communities*
 - University of Tulsa Seminar (2023), YinzOR Keynote (2023), INFORMS Annual Conference (2022*, 2023*), ACM EAAMO Conference (2021 C*), Sara Fine Institute (SFI), Year in Data Seminar. (2021 C*).
 10. *Loot Box Pricing and Design*
 - RMP Section Conference (2021 C*), MSOM Conference (2021*), CSAMSE Conference (2021 C*), CORS Annual Conference (2021 C*), ACM EC Conference (2020 C*), POMS Annual Conference (2020 C), INFORMS Annual Conference (2019*), Federal Trade Commission (FTC) Workshop on Consumer Issues, (2019*).
 11. *The Value of Personalized Pricing*
 - WINE Conference (2019), MSOM Conference (2018), RMP Section Conference (2018*), POMS Annual Conference (2018), INFORMS Annual Meeting (2017, 2018, 2019).
 12. *The Power of Opaque Products in Pricing*
 - UCLA, Anderson School of Management (2019), University of Pittsburgh, Katz Graduate School of Business (2019), WINE Conference (2017), MSOM Conference (2017), POMS Annual Conference (2017), INFORMS Annual Meeting (2016, 2018), RMP Section Conference (2016).

TEACHING

Instructor and Course Lead at University of Pittsburgh

Data Analysis for Business (BQOM 1080)

Fall 2019 - Fall 2024

Pricing and Market Design Doctoral Seminar (BQOM 3025)

Spring 2024

Teaching Assistant at Columbia University

Operations Consulting (IEOR 4111), Learning and Optimization (IEOR 8100), Linear Programming (IEOR 4004), Stochastic Models (IEOR 4106)

Grader at Rutgers University

Introduction to Computer Science (CS 111), Calculus I & II (Math 151/152)

MENTORSHIP

PhD Student Co-Author

Enfeng Xing (*Visiting student*), Tianjin University

2024

Kasra Tari (*Co-advisor*), University of Pittsburgh

Fall 2022 -

Qiqi Hao (*Primary advisor*), University of Pittsburgh

Fall 2022 -

Titing Cui (*Primary advisor*), University of Pittsburgh

Fall 2021 - Summer 2024

First Position: Tenure Track Assistant Professor at the University of Tulsa

Alex DiChristofano (*Co-Author*), WUSTL DCDS

Fall 2020 -

PhD Thesis Committee Member

Jing Luo, University of Pittsburgh (2022), Titing Cui, University of Pittsburgh (Chair, 2024).

Undergraduate Advising

Mehba Teshome (2021 → Pitt MS), Stephen Imhoff (2021 → PNC, UIUC MS), Jingyao Wu (2022 → JHU MS), Lidong Yang (2022 → CMU MS), Tianren Wang (2022 → Columbia MS), Yusang Shen (2023 → UMich MS), Aoqin Yan (2023 → Pitt MS), Yichen Ding (2023 → Columbia MS), Tracy Wang (2023 → Columbia MS), Anna Jiang (2023 → Fed. RA).

AWARDS AND SCHOLARSHIPS

Awards

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|---|------|
| Finalist, 2024 POMS CSOM Best Student Paper (to <i>Titing Cui</i>) | 2024 |
| Third Place, INFORMS Service Science Best Cluster Paper Competition | 2022 |
| EAAMO New Horizons Award for Bridging Research and Practice | 2021 |
| Third Place, 2021 CSAMSE Conference Best Paper Award | 2021 |
| Finalist, 2020 RMP Data-Driven Research Challenge | 2021 |
| Katz 2021 Excellence in Research Award | 2021 |
| Engaged Scholarship Development Initiative Summer Design Fellow | 2021 |
| Winner, IBM Best Student Paper Award in Service Science (to <i>Xiao Lei</i>) | 2019 |
| Finalist, INFORMS Service Science Best Cluster Paper Competition | 2018 |
| JMM Outstanding Poster Presentation Winner | 2014 |

Scholarships

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|---|-------------|
| Weill Scholarship | 2013 - 2014 |
| Rutgers Mathematics Honors Track | 2013 - 2014 |
| SAS Excellence Award, The Harry J. Riskin Scholarship | 2012 - 2014 |
| Scarlet Scholarship | 2010 - 2014 |
| Dean's Scholarship | 2010 - 2014 |
| Rutgers School of Arts and Sciences Honors Program | 2010 - 2014 |

FUNDING

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|---|-----------|
| LRDC Internal Award, <i>Leveraging a Role-Based Collaboration Technology to Scaffold Multi-Stakeholder Experiential Learning</i> (Amount: \$75,000) | 2024-2025 |
| (co-PI with Jamie Booth, Sera Linardi, Rosta Farzan, Kay Shimizu, and Erin Walker). | |
| Pitt Seed Grant, <i>Building DS4SJ Ecosystems: Sustaining Impact</i> , (Amount: \$75,000). | 2022-2023 |
| (co-PI with Sera Linardi, Bob Gradeck, and Nick Farnan). | |
| Engaged Scholarship Development Initiative (ESDI) Grant. (Amount: \$3000) | 2022 |

PROFESSIONAL SERVICE

Reviewer

Journals: *Management Science*, *Operations Research*, *Manufacturing & Service Operations Management*, *Production and Operations Management*, *IIE Transactions*, *Naval Research Logistics*, *Computational Management Science*, *INFORMS Journal of Computing*, *Applied Economics Letters*.

Conferences: *ACM Economics and Computation (EC)* (2020, 2021, 2024), *ACM Equity and Access in Algorithms, Mechanisms, and Optimization (EAAMO)* (2021, 2022, 2023, 2024), *WINE* (2021, 2023, 2024).

Prizes: *INFORMS PSOR Best Paper Award Competition* (2023).

Recognition: *Management Science Meritorious Service Award* (2024).

Session Chair

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| <i>POMS Annual Conference</i> | 2023 |
| <i>INFORMS Annual Conference</i> | 2021, 2023(x2), 2024 |
| <i>50th NBER Decentralization Conference: Mechanism Design for Vulnerable Populations</i> | 2020 |

Program Committee

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|--------------|-------------|
| <i>EC</i> | 2024 |
| <i>WINE</i> | 2023, 2024 |
| <i>EAAMO</i> | 2021 - 2024 |

University Service

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|---|------------|
| <i>MCSI Undergraduate Research Advisor (Mentee: Xindi Shao)</i> | 2024 |
| <i>Business Analytics Task Force Committee Member</i> | 2022 - |
| <i>Faculty Search Committee Member</i> | 2022, 2023 |
| <i>PhD Admissions Committee Member</i> | 2021 - |

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| <i>Faculty Judge for YinzOR Poster and Flash Talk Competitions</i> | 2022, 2023 |
| <i>Instructor/Coach for Katz Super Analytics Challenge</i> | 2021, 2022 |
| <i>Race to the Case Logistics Faculty Judge</i> | 2019, 2021, 2022 |
| <i>Faculty Mentor for ACM Economics and Computation (EC)</i> | 2020 |
| <i>Academic Job Market Panel Organizer</i> | 2018 |
| <i>IEOR-DRO Seminar Student Organizer</i> | 2017 |

OTHER EXPERIENCE

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| Media Math New York, NY | 2017 |
| <i>Research Science Intern</i> | |
| Amazon Research Seattle, WA | 2016 |
| <i>Research Science Intern</i> | |
| North Carolina State University REU Raleigh, NC | 2012 |
| <i>Undergraduate Researcher</i> | |

MISC.

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| Programming Languages: Python, R, Julia, \LaTeX | |
| Volunteering: <i>School 2 Career (S2C)</i> Tutor, <i>Grief to Action (G2A)</i> Member | |
| Citizenship: USA | July 1992 |
| Other: Kidney donor | Feb. 2023 |
| <i>References are available upon request.</i> | |