

CONTACT INFORMATION Yale SOM *E-mail:* nima.haghpanah@gmail.com
Web: <https://nimahaghpanah.com>

EMPLOYMENT • **Yale School of Management**
Professor of Economics, July 2025 – present

PAST POSITIONS • **MIT** Department of Economics and Sloan School of Management
Visiting Scholar, July 2024 – June 2025

• **Penn State University** Department of Economics
Associate Professor, July 2023 – June 2025
Assistant Professor, August 2016 – June 2023

• **Columbia University** Department of Economics
Visiting Assistant Professor, July 2019 – June 2020

• **MIT CSAIL** and Sloan School of Management
Postdoctoral Associate, September 2014 – July 2016

EDUCATION • **Northwestern University**
PhD in Computer Science, 2014

• **Sharif University of Technology**
M.S. in Computer Engineering (Software), 2009
B.S. in Computer Engineering (Software), 2007

PUBLICATIONS • Buying from a Group
(with Aditya Kuvalekar and Elliot Lipnowski)
American Economic Review 2024
Abstract in ACM EC 2021

• Pareto Improving Segmentation of Multi-product Markets
(with Ron Siegel)
Journal of Political Economy 2023
Abstract in ACM EC 2019 as “Consumer-optimal Market Segmentation”

• Sequential Mechanisms with ex-post Individual Rationality
(with Itai Ashlagi, Costis Daskalakis)
Operations Research 2023
Abstract in ACM EC 2016

• The Limits of Multi-Product Price Discrimination
(with Ron Siegel)
American Economic Review: Insights 2022

• How to Sell Hard Information
(with S. Nageeb Ali, Xiao Lin, and Ron Siegel)
Quarterly Journal of Economics 2022

• When Is Pure Bundling Optimal?
(with Jason Hartline)
Review of Economic Studies 2021
Abstract in ACM EC 2015 as “Reverse Mechanism Design”

- Full Surplus Extraction from Samples
(with Hu Fu, Jason Hartline, Robert Kleinberg)
Journal of Economic Theory 2021
Abstract in ACM EC 2014 as “Optimal Auctions for Correlated Buyers with Sampling”
- Optimal Multi-Unit Mechanisms with Private Demands
(with Nikhil Devanur, Alex Psomas)
Games and Economic Behavior 2020
Abstract in ACM EC 2017
- Efficient Computation of Optimal Auctions via Reduced Forms
(with Saeed Alaei, Hu Fu, Jason Hartline, Azarakhsh Malekian)
Mathematics of Operations Research 2019
Abstract in ACM EC 2012
- Revenue Maximization with Nonexcludable Goods
(with MohammadHossein Bateni, Balu Sivan, Morteza Zadimoghaddam)
ACM Transactions on Economics and Computation 2015
Special Issue on WINE 2013 Papers
Preliminary version in WINE 2013
- Optimal Auctions with Positive Network Externalities
(with Nicole Immorlica, Vahab Mirrokni, Kamesh Munagala)
ACM Transactions on Economics and Computation 2013
Special Issue on Algorithmic Game Theory
Preliminary version in ACM EC 2011
- Equilibrium Pricing with Positive Externalities
(with Nima Anari, Shayan Ehsani, Mohammad Ghodsi, Nicole Immorlica, Hamid Mahini, Vahab Mirrokni)
Theoretical Computer Science 2013
Preliminary version in WINE 2010

WORK IN
PROGRESS

- A Theory of Stable Market Segmentations
(with Ron Siegel)
- When Can Price Discrimination Benefit Consumers?
(with Maryam Farboodi and Ali Shourideh)
Abstract in ACM EC 2025
- Screening Two Types
(with Ron Siegel)
Abstract in ACM EC 2025

PAPERS IN
PEER REVIEWED
CONFERENCES

- Exchange Market Mechanisms without Money
(with Zeinab Abbassi, Vahab Mirrokni)
WINE 2015
- The Simple Economics of Approximately Optimal Auctions
(with Saeed Alaei, Hu Fu, Jason Hartline)
FOCS 2013
- Optimal Iterative Pricing over Social Networks
(with Hessam Akhlaghpour, Mohammad Ghodsi, Hamid Mahini, Vahab Mirrokni, Afshin Nikzad)
WINE 2010

PROFESSIONAL
ACTIVITIES

- **Conference program committee.** AMMA (2015), ACM EC track chair (2025), ACM EC SPC (2019, 2023, 2024), ACM EC PC (2015, 2016, 2017, 2018, 2021, 2022), WINE (2016, 2017, 2019, 2021, 2022, 2023), NetEcon (2017, 2019, 2021), The Web Conference (2020, 2021, 2022).
- **Other committee service.** SIGecom Doctoral Dissertation Award Committee (2022, 2023).
- **Session organizer.** ISMP 2015.
- **Journal referee.** ACM Transactions on Algorithms, ACM Transactions on Economics and Computation, American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, Econometrica, Economics Letters, Economic Journal, Economic Theory, Games and Economic Behavior, INFORMS Journal on Applied Analytics, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization, Journal of Artificial Intelligence, Journal of Econometrics, Journal of Economic Theory, Journal of Industrial Economics, Journal of Mathematical Economics, Journal of Political Economy, Management Science, Mathematics of Operations Research, Operations Research, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Design, Review of Economic Studies, Review of Industrial Organization, SIAM Journal on Discrete Mathematics, Theoretical Economics.
- **Ad hoc reviewer of grant proposals.** National Science Foundation, Social Sciences and Humanities Research Council of Canada.

TALKS
(INCLUDING
SCHEDULED)

- **2025:** TSE, PSE, MIT Sloan, Peking University, Duke, Workshop on Economic Theory at NYU Shanghai, Consumer Data and Privacy Workshop at Stony Brook, Market Design Workshop at University of Tokyo, ACM EC.
- **2024:** MIT-Harvard, Caltech, USC, Yale SOM, Texas A&M, IIOC (invited), Stony Brook Game Theory Conference (plenary), Chicago Booth Market Design Conference, Conference on Mechanism and Institution Design, EEA-ESEM.
- **2023:** Boston College, Washington University Olin, Brown, UCSD, UCLA, Emory, Yale, Boston University, USC Marshall, CMU, Michigan, UC Riverside, UIUC-USTC joint virtual seminar, Pennsylvania Economic Theory Conference, Market Design Workshop (University of Chile), SAET. (+ discussant at ASSA)
- **2022:** Stanford, Warwick, Emory, USC, Wisconsin, Cornell, Calgary-SFU-UBC joint virtual seminar, Joint Humboldt University + University of Toronto Theory Conference, International Industrial Organization Conference IIOC, Canadian Economic Theory Conference, Conference on Mechanism and Institution Design. (+ discussant at IIOC $\times 2$ and Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference)
- **2021:** USC, Essex, Chicago, Yale, Washington University, Princeton, Ohio State, Virtual Seminar in Economic Theory (VSET), Mannheim Virtual IO Seminar, ACM EC, Game Theory Society World Congress. (+ panelist/discussant at VSET, Theory at Penn State Conference)
- **2020:** NYU, MIT-Harvard, Canadian Economic Theory Conference, INFORMS, Organizational Economics Workshop. (+ panelist/discussant at Virtual Market Design Seminar, Caltech Economic Theory $\times 2$)
- **2019:** UBC, Columbia, Theory at Penn State Conference, Pennsylvania Economic Theory Conference, Canadian Economic Theory Conference, Stony Brook Game Theory Conference, ACM EC. (+ discussant at Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference)
- **2018:** Cologne, CMU-Pittsburg, Oxford, Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference.
- **2017:** Stanford, Pennsylvania Economic Theory Conference, 6th Workshop on Stochastic Methods in Game Theory (Erice), Dynamic Pricing Workshop (Uni-

	<p>versity of Chile), Econometric Society North American Summer Meeting, SAET, Stony Brook Game Theory Conference.</p> <ul style="list-style-type: none"> • 2016: Arizona State Economic Theory Conference, Becker Friedman Institute (University of Chicago), Penn State University, University of Rochester, Econometric Society North American Summer Meeting, World Congress of the Game Theory Society, ACM EC. • 2015: Boston University (Questrom), Caltech (CS), MIT (CS), IBM Almaden, Stanford (CS), USC (CS), Microsoft Research, Harvard (CS), Berkeley (Simons Institute), Stony Brook Game Theory Conference, ISMP, ACM EC, INFORMS, INFORMS Revenue Management and Pricing. • 2014: Harvard (CS), Cornell (CS), Wisconsin (CS), Google, eBay, NBER Market Design Workshop. • 2013 and earlier: FOCS (2013), INFORMS (2013). EC, INFORMS (2011). WINE (2010).
VISITS AND EXPERIENCES	<ul style="list-style-type: none"> • Simons Institute, Berkeley. 08/15 – 12/15. Visiting researcher. • Harvard University. 01/14 – 08/14. Visiting PhD Student. • Cornell University. 01/13 – 05/13. Visiting PhD Student. • Google NYC. 07/12 – 09/12. Summer intern.
HONORS AND AWARDS	<ul style="list-style-type: none"> • Excellence in Refereeing Award ×2. AEJ Micro, 2021, 2023. • Outstanding Teaching Award ×2. Penn State Economics, 2017, 2019. • Best Dissertation Award. Northwestern University EECS Department, 2015. • Simons Award for Graduate Students in Theoretical Computer Science, 2013. • Yahoo! Key Scientific Challenges. 2012. • Ranked 1st. 11th National Olympiad for University Students, Iran, 2006.
TEACHING	<ul style="list-style-type: none"> • Undergraduate Intermediate Microeconomics (honors), Penn State • Undergraduate Introductory Microeconomics (honors), Penn State • Undergraduate Economics of Law and Regulation, Penn State • 2nd year PhD Micro Theory Topics, Penn State • 1st year MA Game Theory, Penn State • 2nd year MA Advanced Microeconomics, Columbia • Undergraduate Game Theory, Columbia
COMMITTEE SERVICE	<ul style="list-style-type: none"> • Giorgi Mekerishvili, 2019, Matrix Economics. • Suat Akbulut, 2020, Goldman Sachs.
* INDICATES PRIMARY (CO-)ADVISOR	<ul style="list-style-type: none"> • Shomak Chakrabarti, 2021, University of Manchester (lecturer). • Berk Idem, 2022, the Burning Glass Institute. • Xiao Lin, 2022, University of Pennsylvania (assistant professor). • Vasundhara Mallick, 2024, European University Institute (postdoc). • Wenhao Li* (co-advised with Nageeb Ali), 2024, HKUST (assistant professor). • Kazuyuki Higashi*, in progress. • Esra Gul*, in progress. • Agha Mammadov* (co-advised with Hadi Hosseini), in progress.