

Guy Aridor

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Kellogg School of Management
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Academic Appointments

Northwestern University, Kellogg School of Management

Assistant Professor of Marketing

2022-

Donald P. Jacobs Scholar

2022-2023

Education

Columbia University

Ph.D. in Economics

2022

Committee: Yeon-Koo Che, Tobias Salz, Andrey Simonov, Michael Woodford, Andrea Prat

Boston University

B.A. Computer Science, Pure/Applied Mathematics, Economics

2014

Honors in Economics, summa cum laude

Research Interests

Industrial Organization, Economics of Digitization, Experimental Economics, Quantitative Marketing

Affiliations

CESifo Research Network Affiliate

2022-

Working Papers

1. Drivers of Digital Attention: Evidence from a Social Media Experiment, [Draft](#)

Short Abstract: I study demand for social media applications by conducting an experiment where I comprehensively monitor how participants spend their time and randomize access to applications. I characterize substitution patterns and estimate a demand model with inertia. I relate the findings to antitrust issues in these markets and argue that relevant markets for social media applications may be wider than those considered by regulatory authorities.

2. The Economics of Recommender Systems: Evidence from a Field Experiment on MovieLens, [Draft](#)
(w/ Duarte Gonçalves, Ruoyan Kong, Daniel Kluver, Joseph Konstan)

Short Abstract: We conduct a longitudinal field experiment on the movie recommendation platform MovieLens where we randomize the set of recommended movies and elicit beliefs about unseen movies. We use the data to decompose the influence that recommender systems have on consumption choices in terms of their informational and product discovery value.

3. Competing Bandits: The Perils of Exploration under Competition, [Draft](#)
(w/ Yishay Mansour, Alex Slivkins, Steven Wu)
An [earlier version](#) *The Perils of Exploration under Competition: A Computational Modeling Approach* (w/ Kevin Liu, Alex Slivkins, Steven Wu) was at ACM EC '19
Short Abstract: We study the tension between exploration and competition and ask whether competition incentivizes the adoption of better exploration algorithms.
4. Adaptive Efficient Coding: A Variational Autoencoder Approach, [Draft](#) – Under Major Revision
(w/ Francesco Grechi, Michael Woodford)
Short Abstract: We study a model of neural coding that is based on the structure of a variational auto-encoder. We use the model to characterize how perception adapts as the underlying environment changes.

Publications

5. Deconstructing the Filter Bubble: User Decision-Making and Recommender Systems
(w/ Duarte Gonçalves, Shan Sikdar)
14th ACM Conference on Recommender Systems 2020 (RecSys '20), [Publisher's Version](#)
6. Recommenders' Originals: The Welfare Effects of the Dual Role of Platforms as Producers and Recommender Systems (w/ Duarte Gonçalves)
International Journal of Industrial Organization (2022), [Publisher's Version](#)
7. The Effect of Privacy Regulation on the Data Industry: Empirical Evidence from GDPR, [Draft](#)
(w/ Yeon-Koo Che, Tobias Salz)
RAND Journal of Economics (Forthcoming); [Abstract](#) at ACM EC'21

Presentations

2022-2023: Quantitative Marketing and Economics Conference, Virtual Quantitative Marketing Seminar, U.S. Department of Justice Antitrust, Federal Trade Commission, CESifo Area Conference on Economics of Digitization, University of Chicago Booth (Marketing)[†], TSE Economics of Platforms Online Seminar[†], USC AI In Management Conference[†], PUC-Chile Business (Strategy/Finance)[†], Singapore Management University (Econ)[†], National University of Singapore (Marketing)[†], Seoul National University (Econ)[†]

2021-2022: BIRS Workshop on Statistical Methods for Computational Advertising, INFORMS Annual Meeting, MIT Conference on Digital Experimentation, Tel Aviv University (Econ), Tel Aviv Coller (Information Management), Hebrew University (Econ), Sciences Po (Econ), Imperial College London (Econ), University of Michigan Ross (Operations), Stanford GSB (Operations), University of Toronto Rotman (Econ), Microsoft (Office of Chief Economist), Toulouse School of Economics, Columbia GSB (Operations), Northwestern Kellogg (Marketing), HEC Paris (Econ & Decision Sciences), Stanford Digital Economy Lab Seminar, Keystone Strategy, CEPR-EIEF-Tor Vergata Workshop on Media, Technology, Politics and Society, NBER Summer Institute (IT and Digitization)

2020-2021: ACM Conference on Recommender Systems, ACM Conference on Economics and Computation, MIT Conference on Digital Experimentation, Yale Law Big Tech & Antitrust Conference - Competition Policy in the Digital Age, International Conference on Computational Social Science, World Congress of Game Theory

Earlier: Young Economists Symposium, ACM Conference on Economics and Computation, ACM EC Workshop on Learning in the Presence of Strategic Behavior, ICML Workshop on Participatory Approaches to Machine Learning, FTC PrivacyCon, New York Academy of Sciences Annual Machine Learning Symposium

([†] = scheduled)

Research Grants and Fellowships

Program for Economic Research Award for Field or Experimental Research, Columbia University, 2021

Amount: \$19,625.00

Program for Economic Research Summer Fellowship, Columbia University, 2018,2020

College Prize for Excellence in Economics, Boston University, 2014

Hariri Institute for Computing Summer Research Award, Boston University, 2013

Tuition Exchange Scholarship, Boston University, 2010-2014

Teaching Experience

Northwestern Kellogg

Omnichannel Experience Strategy

Spring 2023

Columbia University

“Data TA” - help honors thesis students with programming and econometrics

Spring 2020, 2021

Teaching Assistant for Introduction to Econometrics for Simon Lee

Spring 2019, 2022

Teaching Assistant for Economic Growth and Development for Xavier Sala-i-Martin

Fall 2017

Work Experience

Software Engineer at HubSpot

2015-2016

Software Engineer at Nutonian

2014-2015

Co-founder at RequestNow

2012-2014

Received initial funding from Rough Draft Ventures

Professional Service

Refereeing: *American Economic Journal: Microeconomics, American Economic Review, International Journal of Research in Marketing, Journal of Business Venturing, The Economic Journal*

Organizing Committee, SSRC Workshop on the Economics of Social Media, 2023

Organizing Committee, Young Economists Symposium, Columbia University, 2019

Miscellaneous

Nationality: Israel, United States

Programming Languages: Julia, Python, JavaScript, Java, C++, SQL, R, MATLAB, STATA

Human Languages: English (native), Hebrew (intermediate), Spanish (intermediate)

Open-Source Software: PlanOut.js, react-experiments, Scientist4J (~ 2 million total downloads)

Other Awards: BattleHack Boston Winner / 3rd Place World Finals, 2014