

# Guy Aridor

December 2024

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## Academic Appointments and Affiliations

### Northwestern University, Kellogg School of Management

Assistant Professor of Marketing 2022-

Donald P. Jacobs Scholar 2022-2023

CESifo Research Network Affiliate 2022-

## 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

## Journal Publications

1. 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](#)
2. The Effect of Privacy Regulation on the Data Industry: Empirical Evidence from GDPR (w/ Yeon-Koo Che, Tobias Salz)  
*RAND Journal of Economics* (2023); [Publisher Version](#)
3. Information-Constrained Coordination of Economic Behavior (w/ Rava Azeredo da Silveira, Michael Woodford)  
*Journal of Economic Dynamics and Control* (2024, Special Issue); [Publisher Version](#)
4. The Economics of Social Media (w/ Rafael Jimenez-Duran, Ro'ee Levy, Lena Song)  
*Journal of Economic Literature* (2024); [Publisher Version](#)
5. Measuring Substitution Patterns in the Attention Economy: An Experimental Approach  
*RAND Journal of Economics* (Accepted); [Paper](#)

## Working Papers

6. The Informational Role of Online Recommendations: Evidence from a Field Experiment on MovieLens (w/ Duarte Gonçalves, Ruoyan Kong, Daniel Kluver, Joseph Konstan) [Draft](#)

*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 online recommendations have on consumption choices in terms of their informational and product discovery value.

7. Evaluating The Impact of Privacy Regulation on E-Commerce Firms: Evidence from Apple's App Tracking Transparency (w/ Yeon-Koo Che, Brett Hollenbeck, Maximilian Kaiser, Daniel McCarthy) [Draft](#)

*Revision Requested, Management Science*

*Short Abstract:* We show that Apple's App Tracking Transparency Policy degraded the quality of targeted advertisements on Meta and led to medium-term reductions in revenues and customer acquisition for more Meta-dependent firms.

8. Competing Bandits: The Perils of Exploration under Competition, [Draft](#)  
(w/ Yishay Mansour, Alex Slivkins, Steven Wu)

*Minor Revision Requested, ACM Transactions on Economics and Computation*

*Short Abstract:* We study the tension between exploration and competition and ask whether competition incentivizes the adoption of better exploration algorithms. We highlight how our results relate to the role of data in the first-mover advantage in the digital economy.

## Peer Reviewed Conference Proceedings

1. The Perils of Exploration under Competition: A Computational Modeling Approach,  
(w/ Kevin Liu, Alex Slivkins, Steven Wu)

[Extended Abstract](#) at ACM Conference on Economics and Computation (2019)

2. Deconstructing the Filter Bubble: User Decision-making and Recommender Systems  
(w/ Duarte Gonçalves, Shan Sikdar)

[Published Version](#) at ACM Conference on Recommender Systems (2020)

3. The Effect of Privacy Regulation on the Data Industry: Empirical Evidence from GDPR  
(w/ Yeon-Koo Che and Tobias Salz)

[Extended Abstract](#) at ACM Conference on Economics and Computation (2021)

4. Drivers of Digital Attention: Evidence from a Social Media Experiment

[Extended Abstract](#) at ACM Conference on Economics and Computation (2023)

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

[Extended Abstract](#) at ACM Conference on Economics and Computation (2023)

6. The MovieLens Beliefs Dataset: Collecting Pre-Choice Data for Online Recommender Systems  
(w/ Duarte Gonçalves, Ruoyan Kong, Daniel Kluver, Joseph Konstan)

*Best Short Paper at RecSys '24*

[Published Version](#) at ACM Conference on Recommender Systems (2024)

## Book Chapters

1. Experiments with Social Media (w/ Rafael Jimenez-Duran, Ro'ee Levy, Lena Song) [Draft](#)  
Prepared for *Handbook of Experimental Methods in the Social Sciences*.

## Work in Progress

1. Does Transparency Matter in Opaque Product Markets? Insights from Privacy (w/ Sam Goldberg)
2. Coarse and Precise Information in Labels (w/ Silvio Ravaoli)
3. Talking Politics: Evidence from Smartphone Content in the 2024 US Elections (w/ Rafael Jimenez-Duran, Ro'ee Levy, Lena Song)
4. An Experimental Approach to Assortment Optimization (w/ Aurelien Bibaut)
5. Personalized Information Provision and Attention Costs (w/ Stefan Bucher and Sam Goldberg)

## Presentations

2025-2026: UC Berkeley Haas (Marketing)<sup>†</sup>

2024-2025: New Directions in Research on the Psychology of Technology (BU), FTC Marketing and Public Policy Conference (Discussant), Digital Economics Paris Seminar, Northwestern Institute on Complex Systems, Research Roundtable on Platform Dynamics (USC)<sup>†</sup>, Australian National University (CS)<sup>†</sup>, EARIE (Invited Lecture)<sup>†</sup>, ACM Conference on Recommender Systems<sup>‡</sup>

2023-2024: Advances in Field Experiments, ASSA Meetings (Discussant), NBER Digital Economics and AI Spring Meeting (Discussant), Netflix Research, TSE Economics of Platforms Online Seminar, EIEF Junior Conference on Applied Microeconomics (cancelled), ESIF Economics and AI+ML Meeting, UK Workshop on Digital Economics<sup>‡</sup>

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, NBER Meeting of Digital Economics, USC AI in Management Conference, Stanford Workshop on New Measures of the Economy, Pontificia Universidad Catolica de Chile (Management Science), Singapore Management University (Econ), National University of Singapore (Marketing), ACM Conference on Economics and Computation, UK Competition and Markets Authority, NeurIPS Workshop on Information-Theoretic Principles in Cognitive Systems<sup>‡</sup>, Workshop on Learning and Bounded Rationality (Stony Brook)<sup>‡</sup>, Workshop on Memory, Beliefs and Choice<sup>‡</sup>

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 (IS/Digitization), 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), ASSA Meetings<sup>‡</sup>

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 Ap-

proaches to Machine Learning, FTC PrivacyCon, New York Academy of Sciences Annual Machine Learning Symposium, Boston New Tech Meetup, Machine Intelligence Conference

(<sup>†</sup> = scheduled, <sup>‡</sup> = co-author presentation)

## Honors, Grants and Fellowships

Best Short Paper, ACM Conference on Recommender Systems, 2024  
Research Grant, George Mason Program on Economics & Privacy (PEP), 2024 - \$15,000.00  
Research Grant, Marketing Science Institute, 2023 - \$6,000.00  
Program for Economic Research Award for Experimental Research, Columbia University, 2021 - \$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 2022-Present

### Columbia University

“Data TA” - help honors thesis students with programming and econometrics 2020, 2021  
Teaching Assistant for Introduction to Econometrics for Simon Lee 2019, 2022  
Teaching Assistant for Economic Growth and Development for Xavier Sala-i-Martin 2017

## Industry Experience

Consultant at Netflix Research (ML & Causal Inference Team) 2024  
Software Engineer at HubSpot (Sidekick & Marketing Automation Team) 2015-2016  
Software Engineer at Nutonian 2014-2015  
Co-founder at [RequestNow](#) 2012-2014

## Professional Service

### Refereeing:

**Marketing:** *Marketing Science, Management Science, Journal of Marketing Research, Quantitative Marketing and Economics, International Journal of Research in Marketing*

**Economics:** *American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, Economic Journal, International Journal of Industrial Organization, Journal of the European Economic Association, Journal of Political Economy Microeconomics, Quantitative Economics, Review of Economic Studies*

**Management:** *Management Information Systems Quarterly, California Management Review, Journal of Business Venturing, Industrial and Corporate Change*

**Other:** *National Science Foundation, ACM Conference on Economics and Computation Program Committee (EC '24), Annals of the New York Academy of Sciences, MSI Alden G. Clayton Doctoral Dissertation Proposal Competition*

**Conferences:**

Workshop on Platform Analytics (2024, 2025, UCSD, Scientific Committee)

SSRC Workshop on the Economics of Social Media (2023, NYU, Organizing/Scientific Committee)

Spring Meeting of Young Economists (2023, 2025, Track Chair for Industrial Organization)

Young Economists Symposium (2019, Columbia University, Organizing/Scientific Committee)

## Miscellaneous

*Nationality:* Israel, United States

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

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

*Open-Source Software:* PlanOut.js, react-experiments, Scientist4J (~ 3 million total downloads)

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

*Press Coverage (Research and Projects):* Boston Globe, VoxEU, Bostinno, Forbes India, Kellogg Insight, MIT Sloan Ideas Made to Matter, Marketing Science Institute, Stratechery, Marginal Revolution, Crooked Timber, Smith Brain Trust, The Capitol Forum, Exame (Brazil), Folha de S.Paulo (Brazil), Welt (Germany), Heise (Germany)