

Sonia Jaffe

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Employment

2023– Principal Researcher Economist, Econ & Comp Group, Microsoft Research
2021–2023 Principal Researcher (Economist), Office of the Chief Economist, Microsoft
2019–2021 Senior Research Economist, Office of the Chief Economist, Microsoft
2018–2019 Research Economist, Office of the Chief Economist, Microsoft
2015–2018 Postdoctoral Scholar, University of Chicago

Education

2015 Ph.D. in Economics, Harvard University
Economics PhD Dissertation: *“Heterogeneity in Markets and Games”*
Dissertation Committee: David Cutler, Roland Fryer, Edward Glaeser, Nathaniel Hendren, David Laibson
2012 M.A. in Economics, Harvard University
2008 B.A. in Economics, University of Chicago
Economics Honors BA Thesis: *Iterative Thinking by Facebook Users*
GPA: 3.96/4.00

Published and Forthcoming Papers

Z. Cui, M. Demirer, S. Jaffe, L. Musolff, S. Peng, and T. Salz, “The Effects of Generative AI on High-Skilled Work: Evidence from Three Field Experiments with Software Developers” *Management Science*, Forthcoming.
D. Rothschild, M. Mobius, J. Hofman, E. Dillon, D. G. Goldstein, N. Immorlica, S. Jaffe, B. Lucier, A. Slivkins, and M. Vogel, “The Agentic Economy” *Communications of the ACM*, Forthcoming.
M. Yarmand, L. Kreamer, S. Suri, and S. Jaffe, “Format Matters: Comparing the Inclusiveness and Effectiveness of Hybrid and Remote Meetings” *Proceedings of the ACM on Human-Computer Interaction*, vol 8, CSCW2 2024.
M. Charpignon, Y. Yuan, D. Zhang, F. Amini, L. Yang, S. Jaffe, and S. Suri, “Navigating the new normal: Examining coattendance in a hybrid work environment.” *Proceedings of the National Academies of Sciences*, vol. 120, no 51, 2023.
Y. Tao, L. Yang, S. Jaffe, F. Amini, P. Bergen, B. Hecht, and F. You, “Climate mitigation potentials of teleworking are sensitive to changes in lifestyle and workplace rather than ICT usage.” *Proceedings of the National Academies of Sciences* vol 120, no 39, 2023.
D. Ford, M.-A. Storey, T. Zimmermann, C. Bird, S. Jaffe, C. Maddila, J. Butler, B. Houck, and N. Nagappan, “A Tale of Two Cities: Software Developers Working from Home during the COVID-19 Pandemic.” *ACM Transactions on Software Engineering and Methodology*, vol 31, no 2, 2021.
L. Yang, S. Jaffe, D. Holtz, S. Suri, S. Sinha, J. Weston, C. Joyce, N. Shah, K. Sherman, C.J. Lee, B. Hecht, and J. Teevan, “The Effects of Remote Work on Collaboration Among Information Workers.” *Nature Human Behavior*, 2021.

- J. Butler and S. Jaffe “Challenges and Gratitude: A Diary Study of Software Engineers Working From Home During Covid-19 Pandemic.” *International Conference on Software Engineering, SEIP*, 2021.
- S. Jaffe, “Work from home During and After COVID-19.” *IEEE/ACM 8th International Workshop on Software Engineering Research and Industrial Practice (SER&IP)*, pp. 28-28, 2021.
- S. Jaffe and M. Shepard, “Price-linked subsidies and health insurance markups.” *American Economic Journal: Economic Policy*, vol 12, no. 3, 2020.
- A. Dupuy, A. Galichon, S. Jaffe, and S. Kominers, “Taxation in matching markets.” *International Economic Review*, vol 61, no. 4, 2020.
- D. Batzilis, S. Jaffe, S. Levitt, J. A. List, and J. Picel, “How Facebook can deepen our understanding of behavior in strategic settings: Evidence from a million rock-paper-scissors games,” *Games*, vol 10, no. 2, 2019.
- S. Jaffe and S. Weber, “The effect of meeting rates on matching outcomes.” *Economic Theory*, vol 67, 2019.
- K. Hult, S. Jaffe, and T. Philipson, “How does technological change affect quality-adjusted prices in health care? Evidence from thousands of innovations,” *American Journal of Health Economics*, vol 4, no. 4, 2018.
- B. Edelman, S. Jaffe, and S. D. Kominers, “To Groupon or not to Groupon: The profitability of deep discounts,” *Marketing Letters*, vol. 27, no. 1, 2016.
- S. Jaffe and E. G. Weyl, “The first-order approach to merger analysis,” *American Economic Journal: Microeconomics*, vol. 5, no. 4, 2013.
- S. Jaffe and S. D. Kominers, “Discrete choice cannot generate demand that is additively separable in own-price,” *Economics Letters*, vol. 166, no. 1, 2012.
- S. Jaffe and E. G. Weyl, “Price theory and the merger guidelines,” *CPI Antitrust Chronicle*, vol. 3, no. 1, 2011.
- B. Edelman, S. Jaffe, and S. D. Kominers, “To Groupon or not to Groupon: New research on voucher profitability,” *Harvard Business Review [Blog]*, 2011.
- S. Jaffe and E. G. Weyl, “Linear demand systems are inconsistent with discrete choice,” *Berkeley Electronic Journal of Theoretical Economics: Advances*, vol. 10, no. 1, 2010.

Books & Chapters

- S. Jaffe, N. Parikh Shah, J. Butler, A. Farach, A. Cambon, B. Hecht, M. Schwarz, J. Teevan *Generative AI in Real-World Workplaces* Microsoft Research Technical Report, 2024.
- J. Butler, S. Jaffe, N. Baym, M. Czerwinski, S. Iqbal, B. Hecht, K. Nowak, S. Rintel, A. Sellen, M. Vorvoreanu, B. Hecht, and J. Teevan, (Eds.). *Microsoft New Future of Work Report 2023*. Microsoft Research Technical Report, 2023. <https://aka.ms/nfw2023>
- A. Cambon, B. Hecht, B. Edelman, D. Ngwe, S. Jaffe, A. Heger, M. Vorvoreanu, S. Peng, J. Hofman, A. Farach, M. Bermejo-Cano, E. Knudsen, J. Bono, H. Sanghavi, S. Spatharioti, D. Rothschild, D.G. Goldstein, E. Kalliamvakou, P. Cihon, M. Demirer, M. Schwarz, J. Teevan] *Early LLM-based Tools for Enterprise Information Workers Likely Provide Meaningful Boosts to Productivity* Microsoft Research Technical Report, 2023.

- J. Teevan, N. Baym, J. Butler, B. Hecht, S. Jaffe, K. Nowak, A. Sellen, and L. Yang (Eds.). *Microsoft New Future of Work Report 2022*. Microsoft Research Technical Report, 2022. <https://aka.ms/nfw2022>
- J. Teevan, B. Hecht, and S. Jaffe, eds. *The New Future of Work: Research from Microsoft on the Impact of the Pandemic on Work Practices*. 1st ed. Microsoft Technical Report, 2021. <https://aka.ms/nfw2021>
- S. Jaffe, R. Minton, C. B. Mulligan, and K. M. Murphy, *Chicago Price Theory*. Princeton University Press, 2019.
- S. Jaffe, “Inequity and Unequalness in Health,” *More equal by design: Economic design responses to inequality* Ed. Scott Kominers, Ed. Alexander Teytelboym. (Forthcoming).

Invited Talks

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| 2024 | The Center for Applied Artificial Intelligence at the Booth School of Business |
| 2021 | ICSE SEI&P, NABE Tech Economist MeetUp, Money Management Institute, Open Innovation Team (UK government) |
| 2019 | Harvard Center of Mathematical Sciences and Applications |
| 2018 | Microsoft; Dartmouth College; Amazon; Managerial Economics and Decision Sciences Department, Northwestern Kellogg School of Management |
| 2017 | Federal Reserve Bank of Chicago |
| 2015 | University College London; University of Glasgow; University of Wisconsin – Madison; University of Chicago |
| 2013 | University of Wisconsin-Madison; Rotman School of Management, University of Toronto |
| 2012 | Managerial Economics and Decision Sciences Department, Northwestern Kellogg School of Management |

Conferences and Workshops

Presenting

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| 2024 | Wharton’s AI and the Future of Work conference |
| 2023 | National Association of Business Economists, Tech Economics Conference |
| 2021 | National Association of Business Economists, Tech Economists Meetup |
| 2017 | The 15 th Annual International Industrial Organization Conference; The Health Care Markets Conference, Kellogg School of Management; International Health Economics Association Biannual Congress |
| 2016 | NBER Health Care Program Meeting; The Health Sector and the Economy, University of Chicago; The 6 th Biennial Conference of the American Society of Health Economists, UPenn; Conference on Optimization, Transportation and Equilibrium in Economics, NYU |
| 2014 | Optimal Transport, Equilibrium, and Applications to Economics, Fields Institute for Research in Mathematical Sciences |

- 2013 Workshop on Advances in Market Design, Paris School of Economics, AEA Annual Meetings: Demand Systems and Imperfect Competition
- 2012 Matching Problems: Economics Meets Mathematics, Becker Friedman Institute; AEA Annual Meetings: Merger Analysis and Policy
- 2011 The 4th Annual Federal Trade Commission Microeconomics Conference; The 4th Annual Searle Research Symposium on Antitrust Economics and Competition Policy; The 9th Annual International Industrial Organization Conference

Organizing

- 2025 Who Wins and Loses with Generative AI, session at the AEA Annual Meetings
- 2024 Effect of LLMs on Tasks, Work, and Labor Markets, session at NABE TEC
- 2024 AI, Cognition, and the Economy, external workshop at Microsoft
- 2012 Merger Analysis and Policy, session at the AEA Annual Meetings
- 2011 Segregation: Measurement, Causes, and Effects, a conference of the *Inequality: Measurement, Interpretation, and Policy Network*

Discussing & Chairing

- 2025 NBER SI: Digital Economics and AI, *Discussant*
- 2025 Who Wins and Loses with Generative AI, session at the AEA Annual Meetings
- 2024 Effect of LLMs on Tasks, Work, and Labor Markets, session at NABE TEC
- 2017 International Health Economics Association Biannual Congress
- 2011 Conference on Market-Based Models of Matching, Milton Friedman Institute; The 9th Annual International Industrial Organization Conference

Teaching Experience

- 2018 Instructor for Elements of Economic Analysis I, *University of Chicago*
- 2011-2012 Teaching assistant for Price Theory I, *University of Chicago*

Other Professional Activities

Refereeing

AEJ: Applied; The B.E. Journal of Theoretical Economics; Econometrica; Economics and Computation (EC'23); Economics Theory; Economics Bulletin; Economics Letters; European Economic Review; Games; International Economic Review; International Journal of Industrial Organization; Journal of Economic Theory; Journal of the European Economic Association; Journal of Health Economics; Journal of Industrial Economics; Journal of Law, Economics, and Organization; Journal of Public Economics; Journal of Political Economy; KDD: Knowledge Discovery and Data Mining; Management Science; OMEGA; Quarterly Journal of Economics; The RAND Journal of Economics; Research Policy; Review of Industrial Organization; Science.