

## Ilan Lobel

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### EMPLOYMENT HISTORY

<b>New York University, Stern School of Business</b>	New York, NY
Assistant Professor of Information, Operations and Management Sciences	2010 – present
<b>Microsoft Research, New England Lab</b>	Cambridge, MA
Post-doctoral Researcher	2009 – 2010

### EDUCATION

<b>Massachusetts Institute of Technology</b>	Cambridge, MA
Ph.D. in Operations Research, GPA: 5.0 / 5.0	2009
Thesis Title: “Social Networks: Rational Learning and Information Aggregation”	
Advisors: Daron Acemoglu, Munther Dahleh and Asu Ozdaglar	
<b>Pontificia Universidade Catolica</b>	Rio de Janeiro, Brazil
B.S. in Electrical Engineering, GPA: 9.6 / 10.0	2004

### JOURNAL ARTICLES

- “Preferences, Homophily, and Social Learning,” I. Lobel and E. Sadler, *Forthcoming in Operations Research*.
- “Optimizing Product Launches in the Presence of Strategic Customers,” I. Lobel, J. Patel, G. Vulcano and J. Zhang, *Forthcoming in Management Science*.
- “Intertemporal Price Discrimination: Structure and Computation of Optimal Policies,” O. Besbes and I. Lobel, *Forthcoming in Management Science*.
- “Information Diffusion in Networks through Social Learning,” I. Lobel and E. Sadler, *Forthcoming in Theoretical Economics*.
- “Optimal Multiperiod Pricing with Service Guarantees,” C. Borgs, O. Candogan, C. Chayes, I. Lobel and H. Nazerzadeh, *Management Science*, vol. 60, no. 7, pp. 1792-1811, 2014.
- “Optimal Dynamic Mechanism Design and the Virtual Pivot Mechanism,” S. Kakade, I. Lobel and H. Nazerzadeh, *Operations Research*, vol. 61, no. 3, pp. 837-854, 2013. – Winner of the 2014 **INFORMS Revenue Management and Pricing Section Prize**.
- “Bayesian Learning in Social Networks,” D. Acemoglu, M. Dahleh, I. Lobel and A. Ozdaglar, *The Review of Economic Studies*, vol. 78, no. 4, pp. 1201-1236, 2011.
- “Distributed Multi-Agent Optimization with State-Dependent Communication,” I. Lobel, A. Ozdaglar and D. Feijer, *Mathematical Programming, ser. B*, vol. 129, no. 2, pp. 255-284, 2011.
- “Distributed Subgradient Methods for Convex Optimization over Random Networks,” I. Lobel and A. Ozdaglar, *IEEE Transactions on Automatic Control*, vol. 56, no. 6, pp. 1291-1306, 2011.

### WORKING PAPERS

- “Optimal Long-Term Supply Contracts with Asymmetric Demand Information,” I. Lobel and W. Xiao, *Revise and Resubmit, Operations Research*.
- “Intertemporal Pricing without Priors,” R. Caldenteu, Y. Liu and I. Lobel, *Revise and Resubmit, Operations Research*.

“Customer Referral Incentives and Social Media,” I. Lobel, E. Sadler and L. Varshney.

#### **ARTICLES IN PEER-REVIEWED CONFERENCE PROCEEDINGS**

- “Optimal Long-Term Supply Contracts with Asymmetric Demand Information,” I. Lobel and W. Xiao, *Production and Operations Management (POMS) Conference, 2014*.
- “Intertemporal Pricing without Priors,” R. Caldentey, Y. Liu and I. Lobel, *Production and Operations Management (POMS) Conference, 2014*.
- “Optimizing Product Launches in the Presence of Strategic Customers,” I. Lobel, J. Patel, G. Vulcano and J. Zhang, *Manufacturing & Service Operations Management (MSOM) Conference, 2013*.
- “Social Learning and Aggregate Network Uncertainty,” I. Lobel and E. Sadler, *ACM Electronic Commerce (EC) Conference, 2013*.
- “Intertemporal Price Discrimination: Structure and Computation of Optimal Policies,” O. Besbes and I. Lobel, *Manufacturing & Service Operations Management (MSOM) Conference, 2012*.
- “Optimal Multiperiod Pricing with Service Guarantees,” C. Borgs, O. Candogan, C. Chayes, I. Lobel and H. Nazerzadeh, *Conference on Web and Internet Economics (WINE), 2011*.
- “An Optimal Dynamic Mechanism for Multi-Armed Bandit Processes,” S. Kakade, I. Lobel and H. Nazerzadeh, *Manufacturing & Service Operations Management (MSOM) Conference, 2010*.
- “Rate of Convergence of Learning in Social Networks,” I. Lobel, D. Acemoglu, M. Dahleh and A. Ozdaglar, *American Control Conference (ACC), 2009*.
- “Convergence Analysis of Distributed Subgradient Methods over Random Networks,” I. Lobel and A. Ozdaglar, *Allerton Conference on Communication, Control and Computing, 2008*.
- “Preliminary Results: Social Learning with Partial Observations,” I. Lobel, D. Acemoglu, M. Dahleh and A. Ozdaglar, *Conference on Decision and Control (CDC), 2007*.

#### **ARTICLES IN PROFESSIONAL NEWSLETTERS**

- “Optimal Dynamic Mechanism Design via a Virtual VCG Mechanism,” S. Kakade, I. Lobel and H. Nazerzadeh, *SIGecom Exchanges, 2011*.

#### **PATENTS**

- “Data Center System that Accommodates Episodic Computation,” C. Belady, J. Larus, D. Burger, D. Reed, C. Borgs, J. Chayes, I. Lobel, I. Menache, H. Nazerzadeh and N. Jain. Patent Number 2012/0109705. Issued on 05/03/2012.
- “Pricing Mechanisms for Perishable Time-Varying Resources,” C. Borgs, O. Candogan, C. Chayes, I. Lobel and H. Nazerzadeh. Patent Number 2012/0095940. Issued on 04/19/2012.
- “A Dynamic Mechanism for Selling Online Advertising Space,” S. Kakade, I. Lobel and H. Nazerzadeh. Patent Number 2011/0258052. Issued on 10/20/2011.

#### **RESEARCH GRANTS**

- NSF Grant. “Selling to Networked Markets,” I. Lobel and K. Bimpikis (2012-2013). US\$100,000 (individual share of US\$60,000).
- IBM OC Faculty Award. “Opinion Dynamics Analytics,” I. Lobel (2013). US\$100,000.

NET Institute Summer Grant. “Preferences, Homophily, and Social Learning,” I. Lobel and E. Sadler (2013). US\$4,500.

### ADVISING

Co-advisor (with R. Caldentey and G. Vulcano): Jigar Patel, “Essays on Innovation Management”, Operations Management, NYU Stern, currently Assistant Professor at Montclair State University.

Co-advisor (with R. Caldentey and S. Jagabathula): Ying Liu, Operations Management, NYU Stern.

Co-advisor (with R. Radner): Evan Sadler, Information Systems, NYU Stern.

Post-doc Supervisor: Ankur Mani, Operations Management, NYU Stern.

### AWARDS AND HONORS

2014 INFORMS Revenue Management and Pricing Section Prize, “awarded for the best contribution to the science of pricing and revenue management published in English.” (eligibility years: 2009-2013)

Management Science Meritorious Service Award (2013).

Plenary Speaker at Workshop on Information in Networks at NYU Stern (2013).

Plenary Speaker at Microsoft Research 20<sup>th</sup> Anniversary Symposium (2011).

Delphi Fellow, Big Think (2011).

Kavli Fellow, U.S. National Academy of Sciences (2010).

Plenary Speaker at U.S. National Academy of Sciences Frontiers of Science Symposium (2010).

Plenary Speaker at NYU Stern IOMS Department 10<sup>th</sup> Anniversary Symposium (2010).

Academic Excellence Award from PUC-Rio University (2000-2004). Highest GPA in the School of Engineering.

Merit-based scholarship for 5 years of undergraduate studies at PUC-Rio University (1999-2004).

Goldman Sachs Global Leaders Award (2001).

Lucent Technologies Global Science Scholars Award (2000).

1st place in university entrance exams for the School of Engineering of the Federal University of Rio de Janeiro (UFRJ) among approximately 10,000 students (1999).

### OTHER APPOINTMENTS

**Microsoft Research, New England Lab**  
Consulting Researcher

Cambridge, MA  
2010 – 2012

**IBM Research, T.J. Watson Lab**  
Summer Intern, Supply Chain Group

Yorktown Heights, NY  
2006

### INVITED TALKS AT UNIVERSITIES AND RESEARCH LABS

December 2014, Columbia Business School and IEOR Department.

December 2014, MIT, Laboratory for Information and Decision Systems.

December 2014, Stanford University, Management Science and Engineering Department.

November 2014, Google Research, New York, NY.

October 2014, London Business School.

October 2014, University College London, Management Science and Innovation Department.

September 2014, Northwestern University, Kellogg School of Management.

November 2013, Stanford University, Graduate School of Business.

October 2013, University of Toronto, Rotman School of Management.

September 2013, MIT, Sloan School of Management.

June 2013, University of Siena, Center for Complex Systems.

April 2013, Rutgers University, Electrical Engineering and Computer Science Department.

February 2013, IBM Research, Stochastic Systems Group, Yorktown Heights, NY.

January 2013, Cornell University, Operations Research and Information Engineering Department.

November 2012, University of Southern California, Marshall School of Business.

November 2012, Microsoft Research, Silicon Valley Lab.  
November 2012, PUC-Rio University, Electrical and Systems Engineering, Rio de Janeiro, Brazil.  
November 2012, Stanford University, Graduate School of Business.  
September 2012, University of California, Berkeley, Industrial Engineering and Operations Research Department.  
May 2012, IBM Research, Service Systems Group, Yorktown Heights, NY.  
December 2011, INSEAD, Singapore.  
December 2011, NUS Business School, Singapore.  
September 2011, Microsoft Research 20<sup>th</sup> Anniversary Symposium.  
September 2011, University of Minnesota, Industrial and Systems Engineering Department.  
August 2011, Google Research, New York, NY.  
October 2010, Symposium for the 10<sup>th</sup> Anniversary of the IOMS Department at NYU Stern.  
May 2010, Duke University, Fuqua School of Business.  
May 2010, MIT, Laboratory for Information and Decision Systems.  
April 2010, Harvard University, Economics Group, Computer Science Department.  
March 2010, Brown University, Applied Math Department.  
February 2010, University of Connecticut, Industrial Psychology Department.  
October 2009, Northwestern University, Economics Group, Computer Science Department.  
March 2009, Stanford University, Management Science and Engineering Department.  
March 2009, University of California, Berkeley, Electrical Engineering and Computer Science Department.  
March 2009, California Institute of Technology, Joint Economics and Computer Science Colloquium.  
March 2009, University of Pennsylvania, Market Systems Lecture.  
February 2009, University of Chicago, Booth School of Business.  
February 2009, Columbia University, Graduate School of Business.  
February 2009, University of Michigan, Ross School of Business.  
February 2009, University of California, Los Angeles, Anderson School of Management.  
February 2009, Cornell University, Operations Research and Information Engineering Department.  
February 2009, McGill University, Desautels Faculty of Management.  
February 2009, Microsoft Research, New England Lab.  
January 2009, New York University, Stern School of Business.

### **CONFERENCE PRESENTATIONS**

November 2014, INFORMS Meeting, San Francisco, CA.  
July 2014, Learning in Social Networks Workshop, Barcelona, Spain.  
June 2014, Revenue Management and Pricing Conference, Istanbul, Turkey.  
May 2014, POMS Conference, Atlanta, GA.  
October 2013, INFORMS Meeting, Minneapolis, MN.  
October 2013, Workshop on Information in Networks (WIN), New York City, NY.  
July 2013, MSOM Conference, Fontainebleau, France.  
July 2013, EURO-INFORMS Meeting, Rome, Italy.  
October 2012, INFORMS Meeting, Phoenix, AZ.  
August 2012, ISMP Conference, Berlin, Germany.  
July 2012, Stony Brook Game Theory Conference, Stony Brook, NY.  
June 2012, MIT Emerging Topics in Interconnected Systems Workshop, Cambridge, MA.  
June 2012, MSOM Conference, New York, NY.  
April 2012, POMS Conference, Chicago, IL.  
December 2011, Workshop on Network and Internet Economics (WINE), Singapore.  
November 2011, INFORMS Meeting, Charlotte, NC.  
June 2011, Revenue Management and Pricing Conference, New York, NY.  
May 2011, Symposium on Modeling and Optimization in Networks (RAWNET), Princeton, NJ.  
November 2010, INFORMS Meeting, Austin, TX.  
August 2010, MOPTA Conference, Bethlehem, PA.

July 2010, Workshop of the Game Theory Society, Sao Paulo, Brazil.  
June 2010, MSOM Conference, Haifa, Israel.  
October 2009, INFORMS Meeting, San Diego, CA.  
September 2009, Workshop on Information in Networks (WIN), New York City, NY.  
June 2009, American Control Conference (ACC), Saint Louis, MO.  
March 2009, OPTIMA Conference, Urbana, IL.  
October 2008, INFORMS Meeting, Washington, DC.  
September 2008, CLAIO Conference, Cartagena, Colombia.  
July 2008, Third World Congress of the Game Theory Society, Northwestern University.  
May 2008, Northeast Control Workshop, University of Maryland.  
December 2007, Conference on Decision and Control (CDC), New Orleans, LA.  
November 2007, INFORMS Meeting, Seattle, WA.  
October 2007, ValueTools Conference, Nantes, France.  
July 2007, Stony Brook Game Theory Conference, Stony Brook, NY.

### **OTHER PRESENTATIONS**

November 2010, Frontiers of Science, U.S. National Academy of Sciences.  
March 2010, Microsoft, CEO and Leadership Team.

### **TEACHING EXPERIENCE**

Spring 2014, Decision Models (undergraduate), NYU Stern. (CFE: 6.5/7.0)  
Spring 2014, Decision Models (MBA), NYU Stern. (CFE: 6.2/7.0)  
Spring 2014, Applied Game Theory (PhD), NYU Stern. (CFE: 6.8/7.0)  
Summer 2013, Decision Models (Executive MS in Business Analytics), NYU Stern. (CFE: 6.1/7.0)  
Spring 2013, Decision Models (MBA), NYU Stern. (CFE: 6.5/7.0)  
Spring 2013, Decision Models (undergraduate), NYU Stern. (CFE: 6.7/7.0)  
Winter 2013, Decision Models (MBA), NYU Stern. (CFE: 6.5/7.0)  
Spring 2012, Game Theory in Operations (PhD), NYU Stern. (CFE: 7.0/7.0)  
Spring 2012, Decision Models (MBA), NYU Stern. (CFE: 6.0/7.0)  
Spring 2012, Decision Models (undergraduate), NYU Stern. (CFE: 6.7/7.0)  
Spring 2011, Decision Models (undergraduate), NYU Stern. (CFE: 6.3/7.0)  
Fall 2010, Decision Models (undergraduate), NYU Stern. (CFE: 6.5/7.0)  
Fall 2008, TA for Data, Models and Decisions (MBA), MIT Sloan.  
Fall 2006, TA for Dynamic Programming and Stochastic Control (PhD), MIT EECS.

### **PROFESSIONAL SERVICE**

#### *Service to NYU Stern*

Initiated the department-wide IOMS Colloquium, jointly with P. Perry and P. Tambe (2013-2014, 2014-2015).  
Organized the first IOMS ResearchFest, jointly with C. Hurvich and F. Provost (2014).  
Chair of the departmental workstream on “New Research Opportunities for IOMS” (2013-2014).  
Contributed a video lecture to “Ops in NYC” course (2013).  
Program Committee Member for CBA’s Revenue Management Roundtable (2013).  
Organizer of NYU Stern Operations Management Seminar Series, Academic Years 2010-2011 and 2011-2012.  
OM Filter Committee Member, Searches in 2010-2011, 2012-2013 and 2013-2014.  
IS Hiring Committee Member, Search 2014-2015.

#### *Journal Reviewer*

Management Science, Operations Research, Mathematics of Operations Research, Manufacturing and Service  
Operations Management, Production and Operations Management, European Journal of Operational Research,

Econometrica, The Review of Economic Studies, Theoretical Economics, American Economic Journal: Microeconomics, Games and Economic Behavior, The Review of Corporate Finance Studies, IEEE Transactions on Automatic Control, IEEE Transactions on Information Theory.

Conference Reviewer

Manufacturing and Service Operations Management (MSOM), Workshop on Internet and Network Economics (WINE), World Wide Web (WWW), Conference on Decision and Control (CDC), American Control Conference (ACC), Conference on Game Theory on Networks (GAMENETS), Conference on Computer Communications (INFOCOM), Latin American Graphs, Algorithms and Optimization Symposium (LAGOS), Symposium on Foundations of Computer Science (FOCS), Symposium on Discrete Algorithms (SODA).

Other Professional Service

Referee for MSOM Service Operations SIG in 2012, 2013, 2014 and 2015.

Judge on MSOM Student Paper Competition in 2012, 2013 and 2014.

PC Member on Symposium on Signal and Information Processing in Finance and Economics, Austin, TX, 2013.

PC Member of Workshop on Learning in Cores, Clusters and Clouds, Whistler, BC, Canada, 2010.

Student Organizer at Workshop on Frontiers in Game Theory and Networked Control Systems, MIT Laboratory for Information and Decision Systems, Cambridge, MA, 2008.

*CV Last Updated: January 2015*