

Amin Sayedi

Foster School of Business
University of Washington
Paccar 483, Seattle, WA 98195

Last Update: June 2017
aminsa@uw.edu

- ACADEMIC POSITIONS
- ◇ **University of Washington**, July 2014 - Present
Assistant Professor of Marketing, Foster School of Business
 - ◇ **University of North Carolina at Chapel Hill**, 2012 - 2014
Assistant Professor of Marketing, Kenan-Flagler Business School
- EDUCATION
- ◇ **Carnegie Mellon University**, Pittsburgh, PA. May 2012
Doctor of Philosophy, Tepper School of Business
 - ◇ **Carnegie Mellon University**, Pittsburgh, PA. May 2009
Master of Science, Tepper School of Business
 - ◇ **Sharif University of Technology**, Tehran, Iran. Feb 2007
Bachelor of Engineering, Computer Engineering Department
- RESEARCH INTERESTS
- Competitive Strategy, Digital Marketing, Online Advertising, Pricing, Auction Theory, Economics of Social Networks and Online Markets
- WORK EXPERIENCE
- ◇ **Microsoft Research**, Cambridge, MA, May 2010 - July 2010
 - ◇ **Yahoo! Research**, Santa Clara, CA, Feb 2009 - May 2009
- HONORS AND AWARDS
- ◇ **William W. Cooper Award**, for Best Dissertation in Management Science, 2012
 - ◇ **MSI Research Award** for “Challenges of Communications and Branding in a Digital Era” joint with K. Jerath, 2011
 - ◇ **Egon Balas Award**, Best Student Paper in Operations Research, Carnegie Mellon University, 2008
 - ◇ **William L. Mellon Fellowship**, Carnegie Mellon University, 2007
 - ◇ **Silver Medal** in Central European Olympiad in Informatics (CEOI), Germany, 2003
 - ◇ **Gold Medal** in Iranian National Olympiad in Informatics, Tehran, Iran, Aug 2002
- PUBLICATIONS
- ◇ **The Effects of Autoscaling in Cloud Computing on Entrepreneurship**, with A. Fazli and J. Shulman, *forthcoming at Management Science*.
 - ◇ **Strategic Compliments in Sales**, with J. Shulman, *Quantitative Marketing and Economics*, March 2017. (Accepted November 2016)
 - ◇ **Expertise in Online Markets**, with S. Despotakis, I. Hafalir and R. Ravi, *Management Science*, September 2016. (Accepted February 2016)
 - ◇ **Keyword Management Costs and ‘Broad Match’ in Sponsored Search Advertising**, with W. Amaldoss and K. Jerath, *Marketing Science*, July 2015. (Accepted December 2014)
 - ◇ **Competitive Poaching in Sponsored Search Advertising and Strategic Impact on Traditional Advertising**, with K. Jerath and K. Srinivasan, *Marketing Science*, March 2014. (Accepted November 2013)
 - ◇ **A Near Pareto Optimal Auction with Budget Constraints** with I. Hafalir and R. Ravi, *Games and Economic Behavior*, 74(2), 2012.

WORKING
PAPERS

- ◇ **Real-time Bidding in Online Display Advertising**, under review.
- ◇ **Exclusivity in Online Advertising**, with M. Baghaie and K. Jerath, under review.
- ◇ **Pricing and Platform Decisions under Informational Cascades**, in preparation.

PATENTS

- ◇ **Expressive Bidding in Online Advertising Auctions**, with Preston McAfee and Arpita Ghosh
U.S. Patent 20110071908, granted on March 2011.
- ◇ **Expressive Bidding Online Advertising Auction Mechanisms**, with Arpita Ghosh
U.S. Patent 20110071909, granted on March 2011.

CONFERENCE
PAPERS

- ◇ **We Know Who You Followed Last Summer: Inferring Social Link Creation Times in Twitter**, with C. Borgs, J. Chayes, B. Karrer, B. Meeder and R. Ravi. *Twentieth International World Wide Web Conference*, 2011.
- ◇ **Game-theoretic Models of Information Overload in Social Networks**, with C. Borgs, J. Chayes, B. Karrer, B. Meeder, R. Ravi and R. Reagans. *Workshop on Algorithms and Models for the Web Graph*.
- ◇ **Trading off Mistakes and Don't-know Predictions**, with A. Blum and M. Zadimoghaddam. *Twenty-fourth Annual Conference on Neural Information Processing Systems*, Spotlight Paper, 2010.
- ◇ **Expressive Auctions for Externalities in Online Advertising**, with A. Ghosh, *Nineteenth International World Wide Web Conference*, 2010.
- ◇ **Mechanism Design for Complexity-constrained Bidders**, with R. Kumar and M. Mahdian, *The fifth Workshop on Internet and Network Economics*, 2009.
- ◇ **Minimizing Movement**, with E. Demaine, M. Hajiaghayi, H. Mahini, S. Oveisgharan and M. Zadimoghaddam, *Proceedings of the 18th Annual ACM-SIAM Symposium on Discrete Algorithms*, 2007. Journal version in *ACM Transaction on Algorithms: ACM TALG* 5(3), 2009.
- ◇ **Scheduling to Minimize Gaps and Power Consumption**, with E. Demaine, M. Ghodsi, M. Hajiaghayi and M. Zadimoghaddam, *Proceedings of the 19th Annual ACM Symposium on Parallel Algorithms and Architectures*, 2007. Journal version in *Journal of Scheduling*: 16(2), 2013.
- ◇ **Spanning Trees with Minimum Weighted Degrees**, with M. Ghodsi, H. Mahini, K. Mirjalali, S. Oveisgharan and M. Zadimoghaddam, *Information Processing Letters*, 104(3), 2007.

INVITED
TALKS AND
CONFERENCE
PRESENTA-
TIONS

University of Texas at Dallas, Bass Conference, Dallas TX, 2016 (discussant)
 University of Texas at Dallas, Bass Conference, Dallas TX, 2016
 Summer Institute in Competitive Strategy, Berkeley CA, 2015
 University of Texas at Dallas, Bass Conference, Dallas TX, 2015
 Summer Institute in Competitive Strategy, Berkeley CA, 2014
 Foster School of Business, University of Washington, Seattle WA, 2014
 University of Texas at Dallas, Bass Conference, Dallas TX, 2014
 University of Texas at Dallas Bass Conference, Dallas TX, 2013
 Heinz College, Carnegie Mellon University, Pittsburgh PA, 2012
 Yale School of Management, Yale University, New Haven CT, 2012
 Kenan-Flagler Business School, University of North Carolina, Chapel Hill NC, 2012
 Stern School of Business, New York University, New York City NY, 2012
 Harvard Business School, Harvard University, Boston MA, 2012
 The Wharton School, University of Pennsylvania, Philadelphia PA, 2012
 Tuck School of Business, Dartmouth College, Hanover NH, 2012
 Google, New York City NY, 2009
 Yahoo! Research, Santa Clara CA, 2009
 Stanford University Theory Talk, Stanford CA, 2009

REVIEW
SERVICE

- ◇ **Ad-hoc Reviewer:** Marketing Science, Management Science, Journal of Marketing Research, Information Systems Research, Journal of Optimization, Journal of Networks, Production and Operations Management, Review of Economic Design, International Journal of Research in Marketing