Mohsen Foroughifar

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Education

University of Toronto, Toronto, ON, Canada — 2017 - present
Ph.D., Marketing

University of Tehran, Tehran, Iran — 2010 - 2016
M.Sc., Economics, 2016
B.Sc., Electrical Engineering, 2014

Research Interests

Substantive:
Applied Microeconomics, Industrial Organization, Behavioral Economics
Methodology:
Structural Modeling, Analytical Modeling, Lab/Field Experiments

Honors & Awards

MIT Professional Education Scholarship	2020
NBER Economics of Digitization Tutorial	2020
NBER Economics of AI Young Scholars Workshop	2019
University of Toronto SGS Conference Grant	2019
UTGSU Conference Bursary	2019
BEAR PhD Research Award	2018
University of Toronto Fellowship	2017-2022
Directors Fellowship, Rotman School of Management, U of Toronto	2017-2019
Graduate Assistantship, W.P.Carey School of Business, ASU	2016-2017
Arizona State University Fellowship	2016-2017
Top Student Prize, University of Tehran	2015
Iranian National Elite Foundation Award	2015
Merit-Based Scholarship, School of ECE, University of Tehran	2014

Working Papers

"Third-Party Information and Consumer Heterogeneity in Assessing Information Precision" (with David Soberman)

"Learning from Online Reviews: Review Distortion and Consumer Review Search Behavior" (with Hojat Abdolanezhad)

"Ambiguity in Social Interactions"

Papers in Progress

Did New York City Legislation Fail? Evidence from AirBnB

Paying for Consumer Attention (with Mengze Shi and Michelle Liu)

Other Publications

S.Barkhordari, and **M.Foroughifar,**, "Dynamic Regional Effects of Monetary Policy on Employment in Iran", *Quarterly Journal of Applied Theories of Economics*, Vol. 6, Np. 4, pp 109-136, Winter 2020

M.Foroughifar, P.Nazari, and M.R.Raoufy, "Predicting the Apnea by Non-Linear Analy- sis of EEG in Patients with Sleep Apnea", *Somnologie - Schlafforschung und Schlafmedizin*, Vol. 19, Supplement 1, pp 19, April 2015

P.Nazari, **M.Foroughifar,** and M.R.Raoufy, "Assessment of EEG Irregularity in Patients with Sleep Apnea", *1st International Conference in Physiology and Pharmacology*, Kashan, Iran, September 7-11, 2015

P.Nazari, **M.Foroughifar,** T.Ghafari, Sh.Dariani, and M.R.Raoufy, "Diagnosis of Sleep Apnea Based on Fractal Variability Analysis of EEG Signals in Patients with Ob- structive Sleep Apnea", *Nafas Journal*, Vol. 1, No. 4, pp 8-15, Winter 2014

Presentations

2020: Marketing Science Conference, Rotman (Marketing Brown Bag)
2019: Marketing Science Conference, Rotman (Marketing), BEAR Research Retreat
2018: Rotman (Marketing)

Teaching Experience

Teaching Assistant

Management Analytics Practicum	2019
Modelling Tools for Predictive Analytics (MMA)	2018, 2019
Predictive Analytics (MMA)	2019
Managing Customer Value (MBA)	2018, 2019
Prices and Markets (MMI)	2019
Principles of Marketing	2019
Pricing	2019

Research Experience

Research Assistant to Professors *Tanjim Hossain* and *Peter Landry*	2018-2019
Research Assistant to Professor *Ryan Webb*	2018

Graduate Courses

Economics:

Mathematics for Economists (ASU)	Andreas Kleiner
Microeconomic Analysis I (ASU)	Edward Schlee
Microeconomic Analysis II (ASU)	Alejandro Manelli
Macroeconomic Analysis I (ASU)	Gustavo Ventura, Berthold Herrendorf
Macroeconomic Analysis II (ASU)	Natalia Kovrijnykh
Econometrics I (ASU)	Seung Ahn
Econometrics II (Audited)	Adonis Yatchew, Victor Aguirregabiria
Topics in Econometrics (Audited)	
Industrial Organization I	Yao Luo
Industrial Organization II	Victor Aguirregabiria
Advanced Topics in the Theory of IO	Heski Bar-Isaac
Empirical Applications of Economic Theory	Eduardo Souza-Rodrigues
Methods for Empirical Microeconomics (Audited)	Arthur Blouin
Behavioural Economics	Yoram Halevy
Experimental Economics	Tanjim Hossain

Marketing:

Marketing Theory I: Consumer Behavior	Pankaj Aggarwal
The Psychology of Judgement and Decision Making	Dilip Soman
Marketing Theory II: Strategy	Sridhar Moorthy
Current Topics in Marketing Strategy	David Soberman
Econometric Methods in Marketing	Matthew Osborne
Methods in Quantitative Marketing (Audited)	Avi Goldfarb
Workshop in Marketing	Mengze Shi

Machine Learning:

Machine Learning and Data Mining (Audited)	Roger Grosse

	Statistical Methods for Machine Learning (Audited)	M. Erdogdu, D. Duvenaud
	Neural Networks and Deep Learning (Audited)	Roger Grosse
	Other Courses:	
	Monte Carlo Methods (Audited)	Jeffrey Rosenthal
	Seminar in Network Analysis (Audited)	Fedor Dokshin
	Computational Social Science (Audited)	Ashton Anderson
	Graph Theory (Audited)	Robert Mccann
Computer Skills	MATLAB, Python, R, STATA, C/C++, Eviews oTree, Breadboard, MouseLAB, Tobii Pro	