Digitization Tutorial Application

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1 Contact information

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2 Education

I am a 4^{th} year PhD student in Economics. My major field is Industrial organization (IO) and my minor field is Finance. I have passed many graduate courses such as Econometrics, Industrial Organization I, Industrial Organization II, Marketing Theory II and Financial Econometrics with high grades.

I graduated from Sharif University with a master's degree in economics. During my master's I worked on different empirical projects that made me experienced in working with STATA, Matlab, Python and GIS.

I got my Bachelor's Degree in Electrical Engineering from Sharif University that gives me an intensive maths and programming background in MATLAB, C++, and Python. I also have academic minor degree in software engineering which has made me experienced in working on big programming projects.

3 research interests

Economics of the two-sided markets and network effects on these platforms is my primary research interest and has led me to be quite familiar with the literature. In my first paper, I use a dataset from the world's largest crowdfunding platform, Kick-starter to explore whether entrepreneurs make their pricing decisions such that they get early feedback on the market and mitigate their uncertainty about the demand of their product. I first study whether the

entrepreneurs make their campaign decisions such that they can get more informative signals from the realized sale. To show the existence of learning benefits, I explore the deviations of entrepreneurs pricing from the myopic profit maximizing pricing strategies. I then show that entrepreneurs with higher degrees of uncertainty care more about learning the demand while making their campaign decisions. I am also interested in the impact of AI systems on different economics outcomes. Specifically effect of AI on market concentration and firms' level of specialization.

Thesis committee: Victor Aguirregabiria (co-supervisor), Avi Goldfarb (co-supervisor)