Gregory Lewis

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PERSONAL INFORMATION

Born January 1980 in Johannesburg, South Africa
South African and US Citizen

CURRENT POSITIONS

Microsoft Research
    Senior Principal Researcher (2017 – present)

PAST POSITIONS

Faculty Research Fellow, NBER (2009-2019)
Senior Researcher, Microsoft Research (2014-2017)
Associate Professor of Economics, Harvard University (2011-2014)
Assistant Professor of Economics, Harvard University (2007-2011)
Visiting Researcher, Microsoft Research (Spring 2010)
Visiting Scholar, Department of Economics, Stanford University (Fall 2009)

EDUCATION

University of Michigan
    Ph.D. in Economics (May 2007)
    Thesis Committee: Patrick Bajari and James Levinsohn (Co-Chairs), Lones Smith,
    Scott Page

University of the Witwatersrand
    B. Econ. Sc. (Hons) in Economics and Statistics (*in the first class*, Dec 2001)

REFEREED JOURNAL PUBLICATIONS

Just starting out: Learning and Equilibrium in a New Market (with Ulrich Doraszelski and
Ariel Pakes), *American Economic Review,* Vol. 108(3), March 2018

Buy-it-now or Take-a-Chance: Price Discrimination through Randomized Auctions (with L.
Elisa Celis, Markus Mobius and Hamid Nazerzadeh), *Management Science,* Vol. 60(12),

December 2014 (a prior version appeared in *Proceedings of the 20th International Conference on the World Wide Web,* March 2011)

Moral Hazard, Incentive Contracts and Risk: Evidence from Procurement (with Patrick Bajari), *Review of Economic Studies,* Vol. 81(3), July 2014

Student Portfolios and the College Admission Problem (with Hector Chade and Lones Smith), *Review of Economic Studies,* Vol. 81(3), July 2014

Procurement Contracting with Time Incentives: Theory and Evidence (with Patrick Bajari), *Quarterly Journal of Economics,* Vol. 126 (3), August 2011

Asymmetric Information, Adverse Selection and Seller Disclosure: The Case of eBay Motors, *American Economic Review,* Vol. 101 (4), June 2011

REFEREED CONFERENCE PUBLICATIONS

Minimax Estimation of Conditional Moment Models (with Nishanth Dikkala, Lester Mackey and Vasilis Syrgkanis), *Proceedings of the 34th Conference on Neural Information Processing Systems (NeurIPS)*, 2020

Machine Learning Estimation of Heterogeneous Treatment Effects with Instruments (with Maggie Hei, Keith Battochi, Victor Lei, Miruna Oprescu and Vasilis Syrgkanis), *Proceedings of the 33rd Conference on Neural Information Processing Systems (NeurIPS)*, 2019

Semi-Parametric Efficient Policy Learning with Continuous Actions (with Victor Chernozhukov, Mert Demirer and Vasilis Syrgkanis), *Proceedings of the 33rd Conference on Neural Information Processing Systems (NeurIPS),* 2019

Counterfactual Prediction using Deep Instrumental Variables Networks (with Jason Hartford, Kevin Leyton-Brown and Matt Taddy), *Proceedings of the 34th International Conference on Machine Learning (ICML)*, 2017.

WORKING PAPERS

Dynamic Demand Estimation in Auction Markets (with Matthew Backus) (revise and resubmit, *Review of Economic Studies*)

Voluntary Disclosure and Personalized Pricing (with Nageeb Ali and Shoshanna Vasserman) (revise and resubmit, *Review of Economic Studies*)

You Can Lead a Horse to Water: Spatial Learning and Path Dependence in Consumer Search (with Charles Hodgson)

The Welfare Impact of Consumer Reviews: A Case Study of the Hotel Industry (with Giorgos Zervas)

BOOK REVIEWS AND OTHER PUBLICATIONS

Review of "Snipers, Shills and Sharks: eBay and Human Behavior" by Ken Steiglitz, *Journal of Economic Literature,* Volume 46, March 2008

Speeding Road Constructions: Efficient contract design can lead to faster repairs, fewer delays and lower commuter costs (with Patrick Bajari), *CURA Reporter*, 39(1-2), 2009

RESEARCH GRANTS

National Science Foundation Grant, SES-1155518, "Dynamic Auction Markets". Award Amount: $294,267. Award Duration: Sept 2012 – August 2017.

Sustainability Science Program, Harvard Kennedy School, "Using Carbon Taxes in the Presence of Market Power". Award Amount: $15,000. Award Duration: Sept 2011 – May 2013.

NET Institute Grant, "Buy-it-now or Take-a Chance: A New Pricing Mechanism for Online Advertising". Award Amount: $6,000. Award Duration: August 2011-August 2012

National Science Foundation Grant, SES-0924371, "Market Design in Public Procurement: Theory and Evidence", with Patrick Bajari. Award Amount: $239,608. Award Duration: Sept 2009 – August 2012.

FELLOWSHIPS AND AWARDS

Excellence in Refereeing Award, *American Economic Review* (2012)

European Association for Research in Industrial Economics
    Young Economists Award for "Asymmetric Information…" (2008)

University of Michigan
    Rackham Pre-Doctoral Fellowship (2006-2007)
    Rackham One-Term Dissertation Fellowship (2006)

Economics Society of South Africa
    ABSA Bank Prize (2001)

University of the Witwatersrand
    Standard Bank Prize (2001)

OTHER PROFESSIONAL ACTIVITIES

Track Chair, 22nd ACM conference on Electronic Commerce, 2021
Program committee member, 21st ACM conference on Electronic Commerce, 2020
Senior program committee member, 20th ACM conference on Electronic Commerce, 2019
Co-organizer: "Digital economics" conference, Cambridge 2015, NYC 2016, Redmond 2017
Program committee member: 17th ACM conference on Electronic Commerce, 2016
Program committee member: Econometric Society World Congress, Montreal 2015
Associate Editor, Quantitative Marketing and Economics, 2014-
Co-organizer: NBER Winter IO Meetings, 2013
Steering committee member: Cambridge Area Economics and Computation Day, 2013
Program committee member: Econometric Society Summer Meetings, 2013
Program committee member: 14th ACM conference on Electronic Commerce, 2013
Program committee member: SED Cyprus, 2012
Member: American Economic Association, Econometric Society

PAST INTERNS

(with first placement if already graduated)

Eliot Abrams
Luis Armona
Michael Celentano
Kevin Chen
Brian Collopy
Giovanni Compiani (Berkeley, Haas)
Mert Demirer (MIT, Sloan)
Nishanth Dikkala (Google)
Rob Donnelly (Facebook)
Jason Hartford
Charles Hodgson (Yale)
Khashayar Khosravi (Google)
Benji Niswonger
Shoshanna Vasserman (Stanford GSB)

ADVISING

(first placement in parentheses, asterisk if chair)

2016-2017: Gleb Romanyuk

2015-2016: Michael Egesdal (*, AirBnB)

2014-2015: Zhenyu Lai (Wayfair), Thomas Wollman (Chicago Booth), Fanyin Zheng (Columbia Business School)

2013-2014: Hossein Azari (Google), Daniel Björkegren (Brown)

2012-2013: Albert Wang (Harvard post-doc)

2011-2012: Michael Sinkinson (Wharton)