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- APPOINTMENTS
- Brown University  
J.M. Nelson Assistant Prof. of Economics and Entrepreneurship (7/2017–)
  - Yale University, Cowles Foundation for Research in Economics  
Visiting Fellow (1/2026–5/2026)
  - University of Pennsylvania, Wharton School  
Visiting Assistant Prof. of Business Economics & Public Policy (7/2020–7/2021)
- EDUCATION
- Stanford University  
PhD, Economics (2017)  
Dissertation: *Essays in Information Market Design*  
Main Advisor: Alvin E. Roth  
MA, Economics (2013)
  - The Pennsylvania State University  
BS, Economics (Honors), Math (Minor) (2011)  
*summa cum laude*, Economics Student Marshal
- PUBLICATIONS
- Microfoundations of Pay Transparency: Morale and Bargaining (with Z. Cullen)  
Accepted at *Pay Transparency and Equity Handbook*
  - Equal Pay for *Similar* Work (with D. Gentile, F. Kojima)  
*American Economic Review*, Vol. 116 (3), March 2026, 977-1013  
“The Best Paper” at ACM EAAMO '23
  - Crowdsourcing and Optimal Market Design  
*Review of Economics and Statistics*, Forthcoming, 2025
  - Persuaded Search (with T. Mekonnen and Z. Murra-Anton)  
*Journal of Political Economy*, Vol. 133 (10), October 2025, 3167-3207
  - Home Sweet Home: How Much Do Employees Value Remote Work?  
(with Z. Cullen and R. Perez-Truglia)  
*AEA Papers & Proceedings*, Vol. 115, May 2025, 276-281
  - Equilibrium Effects of Pay Transparency (with Z. Cullen)  
*Econometrica*, (Lead Article) Vol. 91 (3), May 2023, 765-802  
“Top Cited Article” published in *Econometrica* in 2023  
“The Exemplary Applied Modeling Paper” at EC '19
  - Stable and Efficient Resource Allocation with Contracts  
*AJ: Microeconomics*, Vol. 15 (2), May 2023, 627-659
  - Strategic Disaggregation in Matching Markets (with S. Nei)  
*Journal of Economic Theory*, Vol. 197, October 2021
- WORKING PAPERS
- Competition, Persuasion, and Search (with T. Mekonnen)
  - Pushing the Envelope: The Effects of Salary Negotiations  
(with Z. Cullen and R. Perez-Truglia)  
***Revise & Resubmit at Econometrica***

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Peer Preferences in Centralized School Choice Markets: Theory and Evidence  
(with N. Cox, R. Fonseca, and M. Pecenco)

*Reject & Resubmit at Journal of Political Economy*

Equal Pay for Equal Work (for Equal Pay?) (with B. Cowgill)

Bertrand Menu Competition (with F. Kojima)

Accusing and Believing in Equilibrium: Evidence from #MeToo  
(with A. Marchenko)

Entry and Exit in School Choice Markets (with R. Fonseca and M. Pecenco)

Wage Gap Disclosure in the Tropics (with P. Castro, M. Felix, I. Matavelli)

WORK IN PROGRESS Equal Pay Laws in Equilibrium: Constraints, Wage Gaps, and Segregation  
(with F. Kojima)

Wage Transparency Within and Across Firms: Experimental Evidence from Brazil  
(with M. Felix and I. Matavelli)

In partnership with the Brazilian Ministry of Planning  
Winner of pilot grant from J-PAL JOI Brasil

Pivotality, Profit, and Externalities (with S. Jain and T. Mekonnen)

Multi-stage Discrimination (with B. McConnell and M. Pecenco)

Is K-12 Education an Engine for Intergenerational Mobility?  
(with C. Adams, A. Bjerre-Nielsen, J. Bruhn, M. Gandil, and J. Kennes)

Queuing for Segregation  
(with A. Bjerre-Nielsen, M. Gortz, J. Kennes, E. Mattana, and C. Neilson)

INVITED TALKS  
AND CONFERENCE  
PRESENTATIONS

2026 (includes scheduled) JHU, Harvard/MIT, NUS, SMU Northwestern Gender & Household Economics Workshop, NBER SI

2025 Baruch College, Canadian Economic Theory Conference, SAET, EC'25, NBER Summer Institute, SITE, University of Queensland, University of Melbourne, Society for Institutional & Organizational Economics, Boston College, Theory@Chapel Hill

2024 Wash U, NU/Kellogg, UNSW, VIVE, Virtual Market Design Seminar Series, EC'24, SITE (Market Design, Gender), SOLE, Workshop on Information Aggregation, Virtual Market Design Seminar

2023 UTokyo, Yale, USC, UCSD, Princeton, NBER Market Design, SITE, AEA Winter Meeting, Econometric Society Summer Meeting, MAD conference, EAAMO

2022 Wharton, UCSB, Stanford, NYU, Cowles (coauthor presenting), WEAI, Econometric Society Summer Meeting, EC'22, Stony Brook International Conference on Game Theory, SITE (coauthor presenting)

2021 BC, MSR, CMU/Pitt, Game Theory Society, SAET, NBER SI (Education), Matching in Practice Workshop, EC'21, UPenn, AusEM seminar

2020 ITAM, UCSB, UPenn, SOLE, Econometric Society World Congress

2019 Econometric Society Winter Meeting, Harvard (Social Science Applications Forum), EC '19, Econometric Society Summer Meeting, Advances with Field Experiments

2018 AEA, EC'18, IZA Matching Workers and Jobs Online

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	2017 UCSD, USC, Michigan SI, Brown, Third Workshop on Marketplace Innovation, Econometric Society (WashU), NBER Summer Institutes (IT and Digitization, Personnel Economics), Wesleyan, Penn State
	2015 Econometric Society World Congress (Montreal), Simon's Institute (Berkeley)
FELLOWSHIPS, AWARDS, AND HONORS	Henry Merritt Wriston Fellowship, Brown University (2025) Haley-Shaw Fellowship, Stanford University (2016-2017) Stanford Economics Outstanding TA Award (Graduate Game Theory, 2014-2015) Stanford Graduate Fellowship (2011-2012) Phi Beta Kappa (2010)
TEACHING	Designing Internet Marketplaces/Theory of Market Design (undergraduate course) Market Design (PhD field course) Applied Modeling (PhD field course)
PHD STUDENTS	Ricardo Fonseca (2024) Kristin Petersmann (2020)
PROFESSIONAL SERVICE	<i>Referee for: AEJ: Micro, AEJ: Policy, AER: Insights, American Economic Review, Econometrica, Economics Letters, Games and Economic Behavior, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Labor Economics, Journal of Urban Economics, Labour Economics, Management Science, Mathematical Social Sciences, Nature Human Behavior, Quarterly Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Theoretical Economics</i>  <i>Program committee for: MDSS 2020, EAAMO 2021, EAAMO 2022, EC 2023, EC 2024</i>  <i>Senior Program committee for: EC 2025, 2026</i>  <i>Area Chair for: EAAMO 2023</i>
CITIZENSHIP	USA