

Amin Sayedi

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- EDUCATION
- ◇ **Carnegie Mellon University**, Pittsburgh, PA. May 2012 (expected)
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. March 2007
Bachelor of Engineering, Computer Engineering Department
- RESEARCH INTERESTS
- Competitive Strategy, Internet Advertising, Pricing, Auction Theory, Economics of Social Networks and Online Markets
- WORK EXPERIENCE
- ◇ **Microsoft Research**, Cambridge, MA, May 2010 - July 2010
Under the supervision of Dr. J. Chayes and Dr. C. Borgs, I worked as a Research Intern on game theory models and various aspects of social networks. Particularly, I worked on the effect of tweet-rate and information overload on the popularity of Twitter users. Also, together with other researchers, I developed an accurate method for inferring social link creation times in Twitter network.
 - ◇ **Yahoo! Research**, Santa Clara, CA, Feb 2009 - May 2009
Worked as a Research Intern on online advertising and sponsored search auctions under the supervision of Dr. D. Pennock. Together with senior researchers from Yahoo!, I proposed and patented two natural extensions of Generalized Second Price auction that allow the advertisers to bid for exclusivity. In another project, I worked on advertisers' computational constraints and the effectiveness of "Broad-Match" mechanisms in sponsored search.
- HONORS AND AWARDS
- ◇ **MSI Research Grant** 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
 - ◇ **2nd Team** in ACM International Collegiate Programming Contest, Region Tehran, 2005
 - ◇ **Silver Medal** in Central European Olympiad in Informatics (CEOI), Germany, 2003
 - ◇ **Gold Medal** in Iranian National Olympiad in Informatics, Tehran, Iran, Aug 2002
 - ◇ **First Rank** in Khwarizmi Youths' Festival (National Science Fair), Tehran, Iran, Dec 2002
- 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.

WORKING
PAPERS

- ◇ **Exclusive Display in Sponsored Search Advertising**
with K. Jerath, *revision invited to Marketing Science*.
- ◇ **Competitive Poaching in Sponsored Search Advertising and Strategic Impact on Traditional Advertising**, with K. Jerath and K. Srinivasan
- ◇ **Synonyms and Sponsored Search Advertising: An Analysis of Exact Match and Broad Match**, with W. Amaldoss and K. Jerath

PUBLICATIONS

- ◇ **A Near Pareto Optimal Auction with Budget Constraints**
with I. Hafalir and R. Ravi, *forthcoming at Games and Economic Behavior*.
- ◇ **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: WWW'11* (acceptance rate < 13%).
- ◇ **Game-theoretic Models of Information Overload in Social Networks**, with C. Borgs, J. Chayes, B. Karrer, B. Meeder, R. Ravi and R. Reagans. *Seventh Workshop on Algorithms and Models for the Web Graph: WAW'10*.
- ◇ **Trading off Mistakes and Don't-know Predictions**, with A. Blum and M. Zadimoghaddam. *Twenty-fourth Annual Conference on Neural Information Processing Systems: NIPS'10*, Spotlight Paper (acceptance rate < 6%).
- ◇ **Expressive Auctions for Externalities in Online Advertising**, with A. Ghosh. *Nineteenth International World Wide Web Conference: WWW'10*, pages 371-380, 2010 (acceptance rate < 14%).
- ◇ **Mechanism Design for Complexity-constrained Bidders**, with R. Kumar and M. Mahdian. *The fifth Workshop on Internet and Network Economics: WINE'09*, pages 513-520, 2009.
- ◇ **Minimizing Movement**, with E. Demaine, M. Hajiaghayi, H. Mahini, S. Oveisgharan and M. Zadimoghaddam. In *Proceedings of the 18th Annual ACM-SIAM Symposium on Discrete Algorithms: SoDA'07*. 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. In *Proceedings of the 19th Annual ACM Symposium on Parallel Algorithms and Architectures: SPAA'07*, pages 46-54, 2007.
- ◇ **Spanning Trees with Minimum Weighted Degrees**, with M. Ghodsi, H. Mahini, K. Mirjalali, S. Oveisgharan and M. Zadimoghaddam. In *Information Processing Letters*, Vol. 104(3), pages 113-116, 2007.

SELECTED
TALKS

- ◇ **Auctions with Budget Constrained Bidders**
Google, New York City NY
Yahoo! Research, Santa Clara CA
Stanford University Theory Talk, Stanford CA
Ad Auctions Workshop, Stanford CA
INFORMS annual meeting, San Diego CA
- ◇ **Expressive Auctions for Externalities in Online Advertising**
Ad Auctions Workshop, Stanford CA
WWW Conference, Raleigh NC
- ◇ **Traditional Advertising and Poaching in Sponsored Search**
Marketing Science Conference, Houston TX