

# Curriculum Vitae

## Yonatan Gur

(October 2018)

Stanford University  
Graduate School of Business  
Knight Management Center  
655 Knight Way, GSB Faculty Building E358  
Stanford, CA 94305

Phone: (650) 723-2043  
Fax: (650) 725-6152  
E-mail: [ygur@stanford.edu](mailto:ygur@stanford.edu)  
Web: [people.stanford.edu/ygur](http://people.stanford.edu/ygur)

---

### Research Interests

My research lies in the intersection of revenue management and service operations, with a focus on developing principles and methods for data-driven learning and sequential optimization in uncertain, dynamic, and strategic environments. I study the implications of these on market design, experiment design, and service provision in online marketplaces and platforms, including advertising auction platforms, recommendation systems, and social networks.

### Academic Appointments

**Stanford University**, Stanford, CA  
Graduate School of Business  
- Assistant Professor of Operations, Information, and Technology (7/2014 - present)

### Education

**Columbia University**, New York, NY  
Ph.D. in Decision, Risk & Operations, Graduate School of Business, 2014  
Thesis: “Sequential Optimization in Changing Environments:  
Theory and Application to Online Content Recommendation Services”

**Tel Aviv University**, Tel Aviv, Israel  
M.Sc., School of Mathematical Sciences, 2009

**Tel Aviv University**, Tel Aviv, Israel  
B.Sc., School of Physics & Astronomy, 2007

## Published and Forthcoming Research Papers

S. R. Balseiro and Y. Gur. “Learning in Repeated Auctions with Budgets: Regret Minimization and Equilibrium.” Forthcoming in *Management Science*.

- finalist of Informs 2018 JFIG paper award

Y. Gur, D. Saban, and N. E. Stier-Moses (2018). “The Competitive Facility Location Problem for a Duopoly: Advances Beyond Trees.” *Operations Research* **66** (4), 1058-1067.

Y. Gur, L. Lu, and G. Y. Weintraub (2017). “Framework Agreements in Procurement: an Auction Model and Design Recommendations.” *Manufacturing & Service Operations Management* **19** (4), 586-603.

O. Besbes, Y. Gur, and A. Zeevi (2016). “Optimization in Online Content Recommendation Services: Beyond Click-Through Rates.” *Manufacturing & Service Operations Management* **18** (1), 15-33.

- featured as lead article of the special issue on practice-focused research

- recognized by the first place at the M&SOM 2014 student paper award

- featured in *Insights by Stanford Business* and in *M&SOM Review*

O. Besbes, Y. Gur, and A. Zeevi (2015). “Non-stationary Stochastic Optimization.” *Operations Research* **63** (5), 1227-1244.

- honorable mention at Informs 2013 George Nicholson student paper award

## Research Papers under Review and Work in Progress

Y. Gur and A. Momeni. “Adaptive Learning with Unknown Information Flows.” under review.

- finalist of the Applied Probability Society 2018 student paper award (A. Momeni)

O. Besbes, Y. Gur, and A. Zeevi. “Optimal Exploration-Exploitation in a Multi-Armed-Bandit Problem with Non-Stationary Rewards.” under review.

Y. Gur, G. Macnamara, and D. Saban. “Sequential Procurement through Contractual and Experiential Learning.” working paper.

Y. Gur, D. A. Iancu, and X. Warnes. “Value Loss in Allocation Systems with Provider Guarantees.” working paper.

## Peer-Reviewed Conference Publications

Y. Gur and A. Momeni (2018). “Adaptive Learning with Unknown Information Flows.” Forthcoming in *Advances in Neural Information Processing Systems 32 (NIPS 2018)*, N. Cesa-Bianchi, K. Grauman, H. Larochelle, and H. Wallach (editors).

S. R. Balseiro and Y. Gur (2017). “Learning in Repeated Auctions with Budgets: Regret Minimization and Equilibrium.” *Proceeding of the 18th ACM Conference on Economics and Computation (EC 2017)*.

Y. Kim, Y. Gur, and M. J. Kochenderfer (2017). “Heuristics for Planning with Rare Catastrophic Events.” *IEEE Winter Simulation Conference (WSC 2017)*, 3030-3041.

O. Besbes, Y. Gur, and A. Zeevi (2014). “Stochastic Multi-Armed-Bandit Problem with Non-stationary Rewards.” *Advances in Neural Information Processing Systems 27 (NIPS 2014)*, Z. Ghahramani, M. Welling, C. Cortes, N. D. Lawrence, and K. Q. Weinberger (editors), 199-207.

Y. Gur, G. Y. Weintraub and D. Escobar (2012). “A Procurement Auction Model for Framework Agreements.” *Charting a Course in Public Procurement, Innovation & Knowledge Sharing*, International Public Procurement Conference Publications.

Y. Gur and N. E. Stier-Moses (2011). “A Facility Location Problem under Competition.” *Proceedings of the 6th Workshop on the Economics of Networks, Systems & Computation (NetEcon 2011)*, J. Douceur and A. Ozdaglar (editors).

## **Grants, Honors, and Awards**

Informs 2018 JFIG Paper Award, finalist

Louise & Claude N. Rosenberg Jr. Faculty Scholar, Stanford GSB, 2016-2017

M&SOM 2014 Student Paper Award, first prize

Informs 2013 George E. Nicholson Student Paper Award, honorable mention

W. E. Deming Doctoral Fellowship, 2012

Eugene M. Lang Support Fund Grant, 2011

Scholarship, School of Mathematical Sciences, Tel-Aviv University, 2007-2009

## **Teaching Experience**

**Graduate School of Business**, Stanford University

- Operations and Strategies, MSx core (Winter ‘18, Winter ‘19)
- Operations, MBA/MSx core (Spring ‘15, Spring ‘16, Spring ‘17)
- Decision-Making and Learning under Model Uncertainty, PhD (Winter ‘17, Winter ‘19)

## **Professional Experience**

**Facebook, Inc.**, Menlo Park, California, USA

Research Advisor, Core Data Science (8/2016 - 9/2018)

**Paradigm Geophysical**, Tel-Aviv, Israel

Software Engineer, GeoDepth (2008 - 2009)

**ECI Telecom**, Petach-Tikva, Israel

Research Scientist, Optical Communications Research (2006 - 2008)

## **Service and Additional Professional Activities**

### **External**

Referee for academic journals: Management Science, Operations Research, Manufacturing & Service Operations Management, Production & Operations Management, Mathematics of Operations Research.

Serving in review panels for various M&SOM special interest group (SIG) conferences.

Reviewer for the United States - Israel Binational Science Foundation (BSF).

Referee for peer-reviewed conference proceedings: Neural Information Processing Systems (NIPS), Web & Internet Economics (WINE), Symposium on Algorithmic Game Theory (SAGT), Algorithmic Learning Theory (ALT).

Serving in program committees as well as organizing and chairing sessions in professional conferences including INFORMS annual meeting, Revenue Management & Pricing Conference, M&SOM Conference, Applied Probability Society Conference.

### **Internal**

Principal advisor of current PhD students: Gregory Macnamara (Stanford GSB, co-advised with Daniela Saban), Ahmadreza Momeni (Stanford EE), Xavier Warnes (Stanford GSB, co-advised with Dan Iancu).

Chair and member of thesis and oral exam committees: David Jonathan Max Walsh (Chair, 7/2018, Stanford Statistics), Sven Schmit (5/2018, Stanford ICME), Yinlan Chow (12/2016, Stanford ICME), Youngjun Kim (5/2016, Stanford ICME).

Chair and member of OIT second year field exam committee (2014 - 2015).

Co-chair of OIT faculty search committee (2017 - 2018).

Organizer of the Stanford GSB OIT Seminar Series (2017 - present).

## Invited Talks and Conference Presentations

- 2018** MIT - Institute for Data, Systems, and Society (IDSS)  
Mostly OM Workshop in Tsinghua University; Beijing, China  
Revenue Management & Pricing Conference; Toronto, Canada  
M&SOM Conference; Dallas, TX  
ICML Workshop on Exploration in Reinforcement Learning; Stockholm, Sweden
- 2017** Haifa University - Department of Economics  
M&SOM Service Management SIG; Chapel Hill, NC  
Stanford University - Graduate School of Business  
Tel Aviv University - Coller School of Management  
University of Michigan - Ross School of Business  
Third Workshop on Marketplace Innovation; Stanford, CA  
NIPS 2017 Workshop on Learning in the Presence of Strategic Behaviour; Long Beach, CA  
Applied Probability Society Conference; Evanston, IL  
ACM Conference on Economics and Computing; Cambridge, MA  
INFORMS Annual Meeting; Houston, TX
- 2016** Stanford University - Management Science & Engineering (RAIN seminar series)  
Tel Aviv University - School of Industrial Engineering  
Revenue Management & Pricing Conference; New York, NY  
INFORMS Annual Meeting; Nashville, TN
- 2015** Airbnb - Data Science & Analytics  
Duke University - Fuqua School of Business  
Facebook - Economic Research / Core Data Science  
Applied Probability Society Conference; Istanbul, Turkey  
Revenue Management & Pricing Conference; New York, NY  
INFORMS Annual Meeting; Philadelphia, PA
- 2014** INSEAD  
London Business School  
New York University - Stern School of Business  
Stanford University - Graduate School of Business  
UCLA - Anderson School of Management  
University of Rochester - Simon School of Business  
University of Toronto - Rotman School of Management  
UT Austin - McCombs School of Business  
Yale School of Management  
DIIE Collaborative Academic/Practitioner Workshop on Operational Innovation; London, UK  
Neural Information Processing Systems (NIPS 2014); Montreal, Canada  
INFORMS Annual Meeting; San Francisco, CA

- 2013** Cornell University - School of Operations Research & Information Engineering  
Northwestern University - Kellogg School of Management  
Technion - Industrial Engineering and Management  
Tel Aviv University - Recanatti School of Business  
Tel Aviv University - School of Industrial Engineering  
University of Southern California - Marshall School of Business  
M&SOM Conference; Paris, France  
INFORMS Annual Meeting; Mineapolis, MN
- 2012** M&SOM Conference; New York, NY  
Production & Operations Management Annual Conference; Boston, MS  
INFORMS Annual Meeting; Phoenix, AZ
- 2011** Revenue Management & Pricing Conference; New York, NY  
Allerton Conference on Communication, Control, & Computing; Urbana-Champaign, IL  
NetEcon Workshop on the Economics of Networks, Systems & Computation; San Jose, CA  
INFORMS Annual Meeting; Charlotte, NC