

# JOHN LAZAREV

## PHD ECONOMIST

Industrial Organization  
Applied Microeconomics  
Econometrics

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## EXPERIENCE

2021 – **Convoy**, Dynamic Marketplace  
**Principal Economist**

2019 – 2021 **University of Pennsylvania**, Department of Economics  
**Senior Fellow** / Visiting Assistant Professor of Economics

- Developed a new econometric method to retrospectively evaluate consumer welfare implications of policy decisions
- Developed a set of structural and reduced-form econometric tools to study shock propagation in network industries and applied them to analyze airline delays
- Developed a model to assess the private and the socially optimal incentives for refusal to deal on platforms
- Taught a core undergraduate class in Econometrics (140+ students), managed a team of four TAs, received an award for distinction in undergraduate teaching
- Taught undergraduate electives in Game Theory and Industrial Organization
- Evaluated economic research at the request of over 25 leading academic journals (including all “top five”), National Science Foundation, French National Research Agency, Research Council of Canada
- Worked at Toulouse School of Economics as an invited visiting scholar (December 2019)

2012 – **New York University**, Department of Economics and Stern School of Business  
**Assistant Professor of Economics** (2012 – 2019), Visiting Scholar (since 2019)

- Wrote highly cited papers on dynamic pricing and price discrimination, revenue management, merger simulations, and slot control in the airline industry
- Developed an econometric test to uncover unobserved heterogeneity in dynamic models
- Developed and taught new courses in Industrial Organization and Advanced Microeconometrics to PhD students and Industrial Organization to undergraduate students
- Presented the results of academic research at 30+ universities, 15+ conferences, government agencies (FTC), and in front of airline CEOs
- Worked at Yale (Fall 2015) and Northwestern (Spring 2016) as an invited visiting scholar
- Advised PhD and undergraduate students, evaluated PhD applicants for admission, and selected PhD graduates for job interviews

2006 – 2012 **Stanford University**, Graduate School of Business  
**Teaching and Research Assistant**

- Estimated dynamic game theoretic models using airline data to conduct merger simulations
- Taught Microeconomics and Game Theory to MBA students, Introductory Economics to undergraduate students, and Econometrics to PhD students
- Represented the United States’ next generation of leading scientists at the Third Lindau Nobel Laureate Meeting in Economics
- Extracted and analyzed sponsored search data using Pig Hadoop at **Yahoo!** (research intern)

## EDUCATION

2012 Stanford University, Graduate School of Business  
**PhD** Economic Analysis and Policy (specialization: Empirical IO)

2008 Russian Academy of Sciences  
**PhD** (kandidat) Mathematical Methods of Economics (specialization: Microeconomic Theory)

2006 New Economic School  
**MA** Economics, summa cum laude (ranked first in class)

2005 Lomonosov Moscow State University  
**BSc** Economics, cum laude (ranked first in class)