

Shoshana Vasserman

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Academic Appointments

Stanford Graduate School of Business

Associate (without tenure) Professor of Economics, July 2025 - Present

Assistant Professor of Economics, July 2020 - 2025

National Bureau of Economic Research

Faculty Research Fellow, May 2021 - Present

Stanford Institute for Economic Policy Research

Faculty Fellow, Jan 2021 - Present

Postdoctoral Fellow, July 2019 - 2020

Visiting Positions

Google Research (Visiting Researcher), Dec 2023 - 2026

Cowles Foundation at Yale University (Visiting Scholar), Oct - Nov 2022

BFI at the University of Chicago (Visiting Scholar), Sept 2019, 2022

Education

Ph.D. (Economics), Harvard University, May 2019

Essays on Industrial Organization

Committee: Robin Lee, Ariel Pakes, Elie Tamer

S.B. (Mathematics; Economics), Massachusetts Institute of Technology, June 2013

Publications

Kang, Z.Y. and Vasserman S. (2025), Robustness Measures for Welfare Analysis. *EC '22; American Economic Review*, 115 (8): 2449–87. (Lead Article)

Bolotnyy, V. and Vasserman, S. (2023), Scaling Auctions as Insurance: A Case Study in Infrastructure Procurement. *Econometrica*, 91(4):1205–1259.

Ali, S. N., Lewis, G. and Vasserman, S. (2023), Voluntary Disclosure and Personalized Pricing. *EC '20; The Review of Economic Studies*, 90(2):538–571. (Featured Article)

Turkel, E., Saha, A., Owen, R. C., Martin, G. J., and Vasserman, S. (2021), A Method for Measuring Investigative Journalism in Local Newspapers. *Proceedings of the National Academy of Sciences*, 118(30).

Vasserman, S. and Yildiz, M. (2019), Pretrial Negotiations under Optimism. *The RAND Journal of Economics*, 50: 359–390.

Conference Publications

Vasserman, S., Feldman, M., & Hassidim, A. (2015, June), Implementing the Wisdom of Waze. *Twenty-Fourth International Joint Conference on Artificial Intelligence*.

Working Papers

“Buying Data from Consumers: The Impact of Monitoring in US Auto Insurance”
with Yizhou Jin. *Revision Requested, Journal of Political Economy*.

“Bargaining and International Reference Pricing in the Pharmaceutical Industry”
with Ashvin Gandhi and Pierre Dubois.

“The Short Run Effects of Congestion Pricing in New York City”
with Cody Cook, Aboudy Kreidieh, Hunt Allcott, Neha Arora, Freek van Sambeek, Andrew Tomkins and Eray Turkel.

“Congestion in Labor Markets: Practical Market Design on an Online Platform”
with John Horton and Mitchell Watt. *Revision Requested, AEJ Micro*.

“Congestion Reduction by Traffic Dispersion: Experimental Results for 10 US Cities”
with Neha Arora, Alexander Bayen, Theophile Cabannes, Kevin Chen, Aboudy Kreidieh, Yechen Li, Marc Nunkesser, Prem Ramaswami, Andrew Tomkins, Eray Turkel and Haizheng Zhang.
Revision Requested, Nature: Cities.

Work in Progress

“Can Usage-Based Pricing Reduce Congestion?” with Itai Ater, Brad Ross, Adi Shany and Eray Turkel.

“What Do News Readers Want?” with Greg Martin and Cameron Pfiffer.

“Agenda Setting and Market Power in Online News” with Greg Martin and Andrey Simonov.

Other Writing

“Risk Aversion and Auction Design: Theoretical and Empirical Evidence” with Mitchell Watt.
International Journal of Industrial Organization, 79: 102758.

“Consumer Control and Privacy Policies” with S. Nageeb Ali and Greg Lewis.
American Economic Association Papers & Proceedings, May 2023

“Comment on ‘Procurement Choices and Infrastructure Costs’ ”
Chapter in “Economic Analysis and Infrastructure Investment”, University of Chicago Press, May 2020.

“Socioeconomic Network Heterogeneity and Pandemic Policy Response” with Mohammad Akhbarpour, Cody Cook, Aude Marzuoli, Simon Mongey, Abhishek Nagaraj, Matteo Saccharola, Pietro Tebaldi, and Hanbin Yang.
NBER Working Paper Series no. 27374

Honors, Grants and Fellowships

US-Israel Binational Science Foundation (BSF) Grant, with Itai Ater and Adi Shany	2024
<i>Bergmann Memorial Research Award</i>	
Stanford GSB BGS Grant	2024, 2025
Stanford Impact Labs Design Fellow	2023
UPS Endowment Fund Grant	2023
Google Research Scholar Award	2023

<i>REStud</i> Excellence in Refereeing Award	2022
Program on Democracy and the Internet Grant, with Greg Martin	2020
NIHCM Research Grant, with Pierre Dubois and Ashvin Gandhi	2019
Padma Desai (Dissertation) Prize in Economics	2019
Taubman Center/Rappaport Institute Urban Dissertation Fellowship	2017
Geneva Association Dissertation Grant	2017

Conferences and Seminars

2025-2026

Virtual Market Design Seminar; *Scheduled:* Vanderbilt, NYU, University of Toronto, UC Irvine, Harvard/MIT

2024-2025

Berlin IO Day, University of Copenhagen, NBER Transportation Workshop, TAMU IO Day, Berkeley/Stanford IOFest, NBER Winter IO Meetings, Utah Business Economics Conference, Columbia University, Berkeley Institute of Transportation Studies, UCLA, NBER Economics of Transportation in the 21st Century Conference, NBER Summer Institute (Urban)

2023-2024

University of Queensland, University of Southern California, Kellogg School of Management, NBER Design and Regulation of Transportation Markets, UC Davis Institute of Transportation Studies, University of British Columbia

2022-2023

BFI IO+ Conference, EU Commission, University of Virginia, Columbia University, Yale University, University of Pittsburgh, Virtual Quant Marketing Seminar, Harvard Business School (EM), Berkeley/Stanford IOFest, Arizona State University, Harvard/MIT Theory, Triangle Micro Conference, Marketplace Innovation Workshop (plenary lecture), Google Urban Mobility Conference

2021-2022

UC Berkeley, Olin School of Business (WUSL), University College London, European University Institute (EUI), Princeton University, Berkeley/Stanford IOFest, Toulouse School of Economics, Utah Business Economics Conference, UT Austin, NBER Economic Analysis of Regulation, University of Melbourne, University of Maryland, NBER Economics of Transportation in the 21st Century Conference, University of Chicago, Cowles Conference on Economic Theory, Collier School of Business (TAU), PSE Around and Beyond GDP Workshop

2020-2021

Stanford Biomedical Informatics Research Colloquia, UW-Madison (School of Business), Cornell University, AEA/ASSA Annual Meetings, Rice University, CMU Tepper, Georgetown, University of Connecticut Law School, University of Michigan, Universidad Catholica de Chile, Hong Kong University of Science and Technology

2019-2020

Bargaining: Experiments, Empirics, and Theory Workshop, Federal Reserve Bank of Chicago, UC Berkeley/Haas, SIEPR Postdoctoral Fellows Conference, University of Toronto, Massachusetts Institute of Technology, NABE Tech Economics Conference, Congressional Budget Office, Federal Trade Commission, Information in Markets Workshop, MaCCI/EPoS Virtual IO Seminar, Annual Conference of the European Association for Research in Industrial Economics (EARIE)

2018-2019

Hebrew University, Tel Aviv University, Chicago Booth School of Business, Penn State University, Princeton University, Duke University, New York University (Economics & Stern School of Business), University of Pennsylvania, the Wharton School, Microsoft Research Office of the Chief Economist, University of Chicago, Yale University, Columbia University, Stanford Graduate School of Business, New Directions in Market Design Workshop

Prior

International Joint Conferences on Artificial Intelligence Organization (Buenos Aires, 2015), Young Researcher Workshop on Economics and Computation (Tel Aviv, 2017)

Professional Service

Referee

American Economic Review, Journal of Political Economy, Econometrica, Quarterly Journal of Economics, Review of Economic Studies, RAND Journal of Economics, AER: Insights, AEJ: Applied Economics, AEJ: Microeconomics, AEJ: Economic Policy, International Journal of Industrial Organization, Journal of Industrial Economics, Journal of Public Economics, Science, Journal of Economic Theory, Management Science, Operations Research, Review of Financial Studies, Review of Economics and Statistics

Discussant

NBER Economics of Infrastructure Investment (Nov 2019), NBER Summer Institute IO (July 2020), NBER Economics of AI (Sept 2020), NBER Winter IO (Feb 2021), NBER Insurance (Oct 2022), AEA Meetings (Jan 2023), NBER Health Care (Feb 2023), Cowles Models and Measurement (June 2024); FTC Conference (Nov 2024)

Seminar/Conference Organizer

IO/IOPLUS organizer (2020-), Berkeley-Stanford IOFest (2021, 2023), BFI Women in Empirical Micro (founding organizer; 2022, 2023), NBER Winter IO (2024), NBER Workshop on the IO of Housing (2025)

Conference Program Committee Member

ACM Conference on Economics and Computation (2020, 2021, 2022), Workshop on the Design of On-line Platforms (2021), International Institute for Public Finance Annual Congress (2023), BFI IO in Retrospective (2025), IIOC (2025), EC Auctions and Market Design Workshop (2025)

Other

ArXiv Moderator for General Economics (2023-24); Grant Reviewer (National Science Foundation)

Teaching

Data and Decisions (MBA), Stanford (Winter Quarter) 2022 - Present

Industrial Organization III (PhD), Stanford (Spring Quarter) 2022 - Present

PhD Advising (* indicates primary)

Zi Yang Kang (2023) – University of Toronto
Cody Cook (2024) – Yale University
Mitchell Watt (2025) – Monash University
Brad Ross (2025) – Wharton School at UPenn
Zane Kashner (2026)
Lautaro Chittaro (2026)
Katja Hofmann (2026)
Federico Llarena

Pre-Doc Placement (* indicates primary)

Noah Jussila* (2021) – Industry (declined NSF GRFP)
Andy Myers (2022) – Stanford Political Science
Ella Mao (2023) – Stanford GSB Marketing
Michelle Zheng* (2024) – Chicago Booth Economics
Ben Barrett* (2024) – Stanford GSB Economics
Will Liu* (2025) – Stanford Economics
Freek van Sambeek (2025) – UPenn Economics