

Sagit Bar-Gill

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Current Position

- Lecturer at the Coller School of Management, Tel Aviv University.
- Digital Fellow at MIT's Initiative on the Digital Economy.

Research Interests

Economics of digitization: online markets, media and internet economics, platforms.

Education

2007 B.Sc. in Mathematics with extended minors in Economics and Psychology (Magna Cum Laude), Tel-Aviv University.

2009 M.A. in Economics (Magna Cum Laude), Tel-Aviv University.

2015 Ph.D. in Economics, Tel-Aviv University.

Research and Teaching Positions

2014-2017 Postdoctoral Associate at MIT's Sloan School of Management, and the Initiative on the Digital Economy. PI: Professor Erik Brynjolfsson.

2014 Lecturer of the undergraduate course Intermediate Microeconomics 2, Tel Aviv University.

2011-2012 Visiting scholar at MIT's Sloan School of Management (Fulbright grantee).

2008, 2009 Teaching assistant in the undergraduate course Intermediate Microeconomics 2, Tel Aviv University.

2006-2009 Research assistant to Prof. Chaim Fershtman, Tel Aviv University.

2006-2009 Research assistant to Prof. Neil Gandal, Tel Aviv University.

Publications

"Integration Policy: Cultural Transmission with Endogenous Fertility" (2016), with Chaim Fershtman. *Journal of Population Economics*, 29(1), pp. 105-133.

Working Papers

- "Game of Platforms: Strategic Expansion into Rival (Online) Territory."
- "When Online Engagement Gets in the Way of Offline Sales: A Natural Experiment" (with Shachar Reichman).
- "The Effect of Referral Source on Online News Consumption and Sharing" (with Yael Inbar and Shachar Reichman).
- "Online Exploration, Content Choice and Echo Chambers: An Experiment" (with Neil Gandal).
- "Firm Size Distribution Goes Online: The Evolution of eBay Firms' Sales Distribution" (with Erik Brynjolfsson and Nir Hak).
- "Equilibrium Long Tailed Sales in a Search Model."

Work in Progress

- "The Value of Data Driven Decision-Making for eBay Sellers: Studying the Experimental Launch of Seller Hub" (with Tom Blake, Erik Brynjolfsson, Peter Coles, and Nir Hak).
- "Using consumer journey to improve targeting for an online newspaper" (with Yael Inbar and Shachar Reichman).
- "Putting up a paywall for news articles: An experiment" (with Yael Inbar and Shachar Reichman).

Honors, Awards and Grants

- 2015** NET institute summer grant.
- 2013** NET institute summer grant.
- 2013-2014** Israel Polack fellowship for excellence in research in Social Science.
- 2012** The Faculty of Social Sciences award for excellence in PhD studies.
- 2011-2012** Fulbright grant for a one-year visit at MIT.
- 2008-2009** Akirov fellowship for outstanding MA students.
- 2004-2008** "Program for Excellency" (university-wide merit-based full scholarship, awarded to top 30 students in the university across all disciplines), Tel-Aviv University.

Conference Participation

- 2018** Statistical Challenges in E-Commerce Research (SCECR), Rotterdam – *presenter*.
- 2018** Workshop on Experimental and Behavioral Economics in IS (WEBEIS), Washington DC – *presenter*.
- 2018** LINKS symposium, Haifa – *presenter*.
- 2016** INFORMS annual conference, Nashville – *presenter*.
- 2016** Conference on Information Systems and Technology (CIST), Nashville – *presenter*.
- 2016** Statistical Challenges in E-Commerce Research (SCECR), Greece – *presenter*.
- 2016** Annual Conference of MIT's Initiative on the Digital Economy, Boston – *presenter*.
- 2015** Conference on Digital Experimentation (CODE @MIT), Boston – *presenter*.
- 2015** Searle Center Conference on Internet Search and Innovation, Chicago – *presenter*.
- 2014** Platform Strategy Research Symposium, Boston – *presenter*.
- 2014** Conference on the Economics of ICT, Paris – *presenter*.
- 2013** Israeli IO Day, Tel Aviv – *presenter*.
- 2013** Workshop on Media Economics, Tel Aviv – *discussant*.
- 2012** Search and Switching Cost Workshop, Moscow – *presenter*.
- 2012** EARIE Conference, Rome – *presenter*.
- 2012** Searle Center Conference on Internet Search and Innovation, Chicago – *discussant*.
- 2012** CEPR/JIE Applied IO Conference, Cyprus – *presenter (School section)*.

Academic Services

Referee for Management Science, MISQ, ISR, ICIS, IEPOL.

Non-Academic Experience and Volunteer Work

- 2011** Volunteer with the "Good Neighbor Association" - providing budget-planning assistance and coaching to supported families in Tel-Aviv.
- 2009-2010** Associate at TASC – Tel Aviv Strategic Consulting.
- 2004** Volunteer with the Jewish Agency - instructor for Israeli culture and dance at a JCC Summer Camp in Baltimore, USA.
- 2003** IDF, the Intelligence Corps - instructor in an elite training program.
- 2001-2002** IDF, the Intelligence Corps - intelligence analyst, and manager of an analysis group.