

Ali Daei Naby

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EDUCATION

University of Toronto, Rotman School of Management, Canada

Sep. 2022 - July 2027 (exp.)

Ph.D. in Operations Management and Statistics

Advisors: Prof. Azarakhsh Malekian and Prof. Ming Hu

Sharif University of Technology, Iran

Nov. 2020 - July 2022

M.Sc. in Applied Mathematics

GPA: 18.52/20

Advisors: Prof. Kasra Alishahi and Prof. Mir-Omid Haji-Mirsadeghi

Sharif University of Technology, Iran

Sep. 2015 - Feb. 2020

B.Sc. in Mathematics and Applications

GPA: 17.87/20

Advisor: Prof. Kasra Alishahi

RESEARCH INTERESTS

I am broadly interested in revenue management and mechanism design, with a focus on the significance of limited additional information in markets from both the supply and demand sides. I investigate how limited price experimentation improves pricing performance, how coarse post-allocation signals about buyers' valuations affect selling mechanisms and revenue, and how buyers' costly value inspection influences buyer surplus.

PUBLICATIONS AND WORKING PAPERS

Incentivizing Data Collaboration: A Mechanism Design Approach

with Saeed Alaei, Ali Makhdoumi, and Azarakhsh Malekian

Major Revision at Operations Research

Accepted at the 27th ACM Conference on Economics and Computation (EC 2026)

Shorter Version Accepted for Poster at the NeurIPS 2025 Workshop on Algorithmic Collective Action (ACA)

Full Version (SSRN, Feb. 2026): [Link]

Revenue-maximizing platforms may mitigate free-riding in data collaboration

Robust One-Shot Price Experiment

with Setareh Farajollahzadeh and Ming Hu

Minor Revision at Management Science

Extended Abstract in Proceedings of the 26th ACM Conference on Economics and Computation (EC 2025)

Full Version (SSRN, Dec. 2025): [Link]

Winner, 2025 Oded Berman Student Paper Competition

Finalist, 2026 CORS Student Paper Competition Open Category

One-shot price experimentation significantly improves pricing with limited data

Optimal Mechanism Design with Post-Allocation Signal

with Saeed Alaei, Ali Makhdoumi, and Azarakhsh Malekian

Accepted at the 27th ACM Conference on Economics and Computation (EC 2026)

Full Version (SSRN, Feb 2026): [Link]

A binary signal about values significantly increases revenue through the curvature of beliefs

Inspect or Guess? Mechanism Design with Unobservable Inspection

with Saeed Alaei and Azarakhsh Malekian

Reject and Resubmit at Operations Research

Extended Abstract in Proceedings of the 21st Conference on Web and Internet Economics (WINE 2025)

Full Version (SSRN, Oct. 2025): [\[Link\]](#)

Buyer value inspection prevents full surplus extraction and leads to randomization over a small menu of prices

Digital Art Collection Design

with Ming Hu and Zhoupeng (Jack) Zhang

Work in Progress

Extreme rarity or uniform availability is optimal in art collections

SELECTED AWARDS

- **Finalist**, CORS Student Paper Competition Open Category, Kingston, Canada, June 2026
- **Winner**, Oded Berman Student Paper Competition, Rotman School of Management, University of Toronto, Dec. 2025
- **TD Management Data and Analytics Lab (TDMDAL) Research Grant**, Rotman School of Management, University of Toronto, July 2024
For the project “Digital Art Collection Design” (formerly “Rarity vs. Commonality: Optimal NFT Art Collection Design”).
- **Bronze Medal**, International Mathematical Olympiad (IMO), Chiang Mai, Thailand, July 2015
- **Second Prize**, International Mathematics Competition for University Students (IMC), Blagoevgrad, Bulgaria, July 2019
- **Gold Medal (1st Place)**, 43rd Iranian Mathematics Competition for University Students, Rafsanjan, Iran, Sep. 2019
- **Gold Medal (1st Place)**, 20th National Mathematics Olympiad, Tehran, Iran, June 2019
- **Gold Medal (1st Place)**, Al-Khwarizmi International Mathematical Olympiad, Urgench, Uzbekistan, Oct. 2018
Won the special award with full marks among students of 56 universities from more than 20 countries.
- **Gold Medal (1st Place)**, 42nd Iranian Mathematics Competition for University Students, Behshahr, Iran, July 2018
- **Gold Medal**, Iranian National Olympiad in Mathematics for High-school Students, Tehran, Iran, Sep. 2014
- **Gold Medal**, Iranian National Olympiad in Mathematics for High-school Students, Tehran, Iran, Sep. 2013

PROFESSIONAL ACTIVITIES AND SERVICES

- Session Chair, ACM Conference on Economics and Computation (EC), 2026
- Program Committee (PC), ACM Conference on Economics and Computation (EC), 2026
- Reviewer, INFORMS Manufacturing and Service Operations Management (MSOM) Conference, 2026
- Session Co-Chair, INFORMS Annual Meeting, 2025
- Vice President of Operations, UTOrg Student Chapter at the University of Toronto, 2025-2026

TEACHING EXPERIENCE

Rotman School of Management, Teaching Assistant

Supply Chain Management (MBA) (≈ 15 students)	Summer 2026
Data Science for Managers (MBA), (≈ 30 students)	Spring 2026
Operations Management (undergraduate) (≈ 300 students)	Fall 2023 and Fall 2025
MMA Practicum (MMA) (≈ 10 students)	Spring 2024 and Spring 2025
Management Analytics (MMA) (≈ 30 students)	Fall 2023
Analytics for Marketing Strategy (MMA) (≈ 50 students)	Spring 2023

SELECTED TALKS

Optimal Mechanism Design with Post-Allocation Signal

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| • ACM Economics and Computation (EC) Conference, Rome, Italy | July 2026 |
| • Canadian Operational Research Society (CORS) Conference, Kingston, Canada | June 2026 |

Inspect or Guess? Mechanism Design with Unobservable Inspection

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| • INFORMS Revenue Management and Pricing (RMP) Conference, New York, USA | July 2025 |
| • Marketplace Innovation Workshop (MIW) | May 2025 |
| • Canadian Operational Research Society (CORS) Conference, Alberta, Canada | June 2025 |

Robust One-Shot Price Experiment

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| • CORS Student Paper Competition Open Category, Kingston, Canada | June 2026 |
| • ACM Economics and Computation (EC) Conference, Palo Alto, USA | July 2025 |
| • Canadian Operational Research Society (CORS) Conference, Alberta, Canada | June 2025 |
| • University of Calgary Haskayne School of Business, Calgary, Canada | Oct. 2024 |
| • INFORMS Annual Meeting, Seattle, USA | Oct. 2024 |
| • Production and Operations Management Society (POMS) Conference | April 2024 |

Incentivizing Data Collaboration: A Mechanism Design Approach

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| • Crossroads of AI & Society Workshop (poster), Paris, France | July 2026 |
| • Canadian Operational Research Society (CORS) Conference, Kingston, Canada | June 2026 |
| • Marketplace Innovation Workshop (MIW) | May 2026 |

Digital Art Collection Design

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|---|-----------|
| • Canadian Operational Research Society (CORS) Conference, Kingston, Canada | June 2026 |
| • INFORMS Revenue Management and Pricing (RMP) Conference, New York, USA | July 2025 |
| • Canadian Operational Research Society (CORS) Conference, Alberta, Canada | June 2025 |