

CONTACT INFORMATION	University of Texas at San Antonio Department of Economics One UTSA Circle San Antonio, TX 78249	+1-210-847-8585 ✉ hayri.arslan@utsa.edu 🌐 <a href="https://bit.ly/3417vzw">https://bit.ly/3417vzw</a>
EMPLOYMENT	<b>University of Texas at San Antonio</b> , US Assistant Professor <b>Queen's University</b> , Canada Weatherall Postdoctoral Fellow	2020 - present 2018 - 2020
EDUCATION	<b>Vanderbilt University</b> , US Ph.D. in Economics <b>Sabanci University</b> , Turkey M.A. in Economics <b>Bogazici University</b> , Turkey B.A. in Business Administration	2018 2012 2010
RESEARCH INTERESTS	<b>Primary</b> - Empirical Industrial Organization, Revenue Management & Pricing <b>Secondary</b> - Econometrics, Labor Economics	
PUBLICATIONS	<p>“Scoring a Touchdown with Variable Pricing: Evidence from a Quasi-Experiment in the NFL Ticket Markets,” with Necati Tereyagolu and Ovunc Yilmaz. <i>Management Science</i>, 2023</p> <p>“Data-Driven Sports Ticket Pricing for Multiple Sales Channels with Heterogeneous Customers,” with Rob Easley, Ruxian Wang, and Ovunc Yilmaz. <i>Manufacturing &amp; Service Operations Management</i>, 2022. – POMS Applied Research Challenge Finalist</p> <p>“Preference Estimation in Centralized College Admissions from Reported Lists,” <i>Empirical Economics</i>, 2021. – <i>Household International Best Paper Award</i> - Vanderbilt University</p> <p>“Preference Submission Timing and College Admission Outcomes: Evidence from Turkey,” with Yang Song and Tong Wang. <i>Review of Economic Design</i>, 2023</p>	
PAPERS UNDER REVIEW	<p>“On the Timing of Auctions: The Effects of Complementarities on Bidding, Participation, and Welfare,” with Alex Arsenault and Matt Gentry. – Abstract appears in Proceedings of the 24th ACM Conference on Economics and Computation (EC23) – R&amp;R – <i>RAND Journal of Economics</i></p> <p>“Challenges in Estimating Causal Effects in Observational Studies: Selection on Observables” with Guangzhi Shang, Yoon Son, and Ovunc Yilmaz – R&amp;R – <i>Journal of Operations Management</i></p>	
WORKING PAPERS	<p>“Testing the Effects of an Unobservable Factor: Do Marriage Prospects Affect College-major Choices?,” with Brantly Callaway and Tong Li.</p> <p>“Auctions vs Negotiations under Corruption: Evidence from Land Sales in China,” with Robert Clark and Qidi Hu.</p>	

WORK-IN-PROGRESS	<p>“An Empirical Analysis of College Admissions with Endogenous Entrance Exam Scores,”</p> <p>“The Impact of Exchangeable Sports Tickets on Customer Purchasing Behavior,” with Yao Cui and Ovunc Yilmaz</p> <p>“Strategic capacity responses to changes in admission policies,” with Perihan Saygin</p>
HONORS AND FELLOWSHIPS	<p>Postdoctoral Travel Grant - Queen’s University 2019</p> <p>Economics Department Research Grant - Queen’s University 2018-2020</p> <p>Graduate Travel Grant - Vanderbilt University, 2017</p> <p>Walter Noel Dissertation Fellowship - Vanderbilt University, 2017</p> <p>Kirk Dornbush Summer Research Grant - Vanderbilt University, 2015</p> <p>Vanderbilt University Economics Fellowship, 2012-2018</p> <p>Opportunity Fund - Fulbright Turkey, 2012</p> <p>Graduate Student Scholarship - Sabanci University, 2010-2012</p> <p>Honors Award - Bogazici University, 2010</p>
REVIEWER SERVICE	<p>Management Science, International Journal of Industrial Organization, Manufacturing and Service Operations Management, Journal of Operations Management</p>
INVITED TALKS	<ul style="list-style-type: none"> <li>• Jinan University November 2021</li> <li>• Umea University February 2020</li> <li>• University of Texas at San Antonio January 2020</li> <li>• Waterloo University January 2020</li> <li>• Bilkent University December 2019</li> <li>• Ted University, March 2018</li> <li>• BAU International University January 2018</li> </ul>
CONFERENCE-WORKSHOP PRESENTATIONS	<p><i>An Empirical Analysis of College Admissions with Endogenous Entrance Exam Scores</i></p> <ul style="list-style-type: none"> <li>• Southern Economic Association Meetings, New Orleans (Scheduled) November 2023</li> <li>• North American Meeting Econometric Society, Miami June 2022</li> <li>• European Meeting Econometric Society, Manchester August 2019</li> <li>• China Meeting Econometric Society, Guangzhou June 2019</li> <li>• Asia Meeting Econometric Society, Xiamen June 2019</li> <li>• Canadian Economic Association Annual Meeting, Banff May 2019</li> </ul> <p><i>On the Timing of Auctions: The Effects of Complementarities on Simultaneous and Sequential Bidding</i></p> <ul style="list-style-type: none"> <li>• INFORMS Annual Meeting, Phoenix (Scheduled) October 2023</li> <li>• 24th ACM Conference on Economics and Computation, London July 2023</li> <li>• North American Meeting Econometric Society, Los Angeles June 2023</li> <li>• Revenue Management and Pricing (Informs), Chicago (Virtual) June 2022</li> <li>• European Meeting Econometric Society, Barcelona (Virtual) December 2021</li> <li>• INFORMS Annual Meeting, Online November 2020</li> <li>• INFORMS Annual Meeting, Online October 2021</li> </ul> <p><i>Testing the Effects of an Unobservable Factor: Do Marriage Prospects Affect College-major Choices?</i></p> <ul style="list-style-type: none"> <li>• University of Notre Dame* November 2023</li> <li>• National University of Singapore* August 2023</li> <li>• Taiwan Economic Research* August 2023</li> </ul> <p><i>The Impact of Exchangeable Sports Tickets on Customer Purchasing Behavior,</i></p> <ul style="list-style-type: none"> <li>• INFORMS Annual Meeting, Phoenix October 2023</li> </ul>

---

\*Presented by coauthor

MASTER'S  
STUDENT  
SUPERVISION

- **Albi Bilali** – Queen's University : "An Investigation into the Economic Impact of a Professional Sports Franchise", 2019
- **Molly Helferty** – Queen's University : "Student Strategizing in College Admissions: Evidence from a Natural Experiment in Turkey", 2020

PROFESSIONAL  
ACTIVITIES

- **Member:** Econometric Society, American Economic Association, INFORMS