

# Gerardo Berbeglia

## Curriculum Vitae

### Professional Experience

2012–Present **Assistant Professor**, *Melbourne Business School, The University of Melbourne.*

Teaching

- Operations Management (Full-time and Part-time MBA)
- Optimisation and Decision Making (Master in Business Analytics)
- Supply Chain Analytics (Master in Business Analytics)

2011 **Postdoctoral fellow**, *Department of Mathematics and Statistics, McGill University.*

2009–2011 **Senior Scientist**, *ExPretio Technologies*, Montreal.

- Development of discrete choice models for air carriers and railway firms
- Pricing optimisation and Data analytics

### Education

2004–2009 **Ph.D. in Business Administration (Operations Research)**, *HEC Montreal*, Université de Montreal, Thesis title: Complexity Analyses and Algorithms for Pickup and Delivery Problems.

Advisors: Jean-François Cordeau and Gilbert Laporte

1999–2003 **B. Sc and M.Sc. in Computer Science**, *Universidad de Buenos Aires.*

### Awards

2011 Postdoctoral Fellowship Award (Mathematics - 2 years), Natural Sciences and Engineering Research Council of Canada

2010 Cecil Graham Award for the best doctoral dissertation in applied mathematics in Canada, given by the Canadian Applied and Industrial Mathematics Society (CAIMS)

2010 Mercure Prize, HEC Montréal, for the best Ph.D. thesis of the year at HEC Montréal

2005 Excellence scholarship for foreign Ph.D. students (3 years), Government of Québec, Canada (10 scholarships given among the study fields and universities. Ranking position: 3<sup>rd</sup>)

### Journal publications

Submitted G. Berbeglia and G. Joret. Assortment optimisation under a general discrete choice model: A tight analysis of revenue ordered assortments. (A 1-page abstract to appear at the proceedings of the 18th ACM Conference on Economics and Computation (EC), 2017)

Submitted A. Flores, G. Berbeglia and P. Van Hentenryck. Assortment Optimization under the General Luce Model, 2017.

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- Submitted G. Berbeglia, P. Sloan , A. Vetta. The effect of a finite time horizon in the durable good monopoly problem with atomic consumers, 2017. (A 2-page abstract of an earlier version of this paper was published in the proceedings of the 10th conference on Web and Internet Economics (WINE) 2014, pages 292-293)
- Submitted G. Berbeglia, G. Rayaprolu, A. Vetta. Pricing policies for selling indivisible storable goods to strategic consumers, 2016. (A 1-page abstract of an earlier version of this paper was published in the proceedings of the 11th conference on Web and Internet Economics (WINE) 2015, page 431)
- Submitted E. Altszyler, F. Berbeglia, G. Berbeglia and P. Van Hentenryck. Transient Dynamics in Trial-Offer Markets with Social Influence: Trade-offs between Appeal and Quality, 2016.
- Submitted F. Berbeglia, G. Berbeglia and P. Van Hentenryck. The benefits of segmentation in trial-offer markets with social influence and position bias, 2016.
- Submitted F. Maldonado, P. Van Hentenryck, G. Berbeglia and F. Berbeglia. Popularity signals in trial-offer markets, 2016.
- 2016 G. Berbeglia. Discrete choice models based on random walks. *Operations Research Letters*, 44:234-237, 2016.
- 2016 Abeliuk, G. Berbeglia, M. Cebrian and P. Van Hentenryck. Assortment optimization under a multinomial logit model with position bias and social influence. *4OR*, 14(1):57-75, 2016.
- 2015 A. Abeliuk, G. Berbeglia, M. Cebrian, P. Van Hentenryck. The Benefits of Social Influence in Optimized Cultural Markets. *PLoS ONE* 10(4), 2015
- 2012 G. Berbeglia, G. Pesant, L.-M. Rousseau, 2012. Feasibility of the pickup and delivery problem with fixed partial routes: A complexity analysis. *Transportation Science* 46:359-373, 2012
- 2012 G. Berbeglia, J.-F. Cordeau, G. Laporte 2012. A hybrid tabu search and constraint programming algorithm for the dynamic dial-a-ride problem. *INFORMS Journal on Computing*. 24:343-355, 2012
- 2011 G. Berbeglia, G. Pesant, L.-M. Rousseau, 2011. Checking feasibility of the dial-a-ride problem using constraint programming. *Transportation Science*, 45:399-412, 2011
- 2010 G. Berbeglia, J.-F. Cordeau, G. Laporte 2010. Dynamic pickup and delivery problems (with J.-F. Cordeau and G. Laporte), *European Journal of Operational Research*, 202:8-15, 2010.
- 2009 G. Berbeglia, 2009. Counting complexity of a simple scheduling problem, *Operations Research Letters* 37:365-367, 2009
- 2009 G. Berbeglia, G. Hahn. Counting feasible solutions of the traveling salesman problem with pickups and delivery is #P-complete *Discrete Applied Mathematics* 157:2541-2547, 2010.
- 2007 G. Berbeglia, J.-F. Cordeau, I. Gribkovskaia and G. Laporte. Static pickup and delivery problems: A classification scheme and survey, *TOP*, 15:1-31, 2007.

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## Refereed conference proceedings (not appearing above)

- 2017 A. Abeliuk, G. Berbeglia, P. Van Hentenryck, T. Hodd, and K. Lerman. Taming the Unpredictability of Cultural Markets with Social Influence. *Proceedings of the 26th International World Wide Web Conference (WWW)*, 745-754, 2017.
- 2016 P. Van Hentenryck, A. Abeliuk, F. Berbeglia, F. Maldonado and G. Berbeglia. Aligning Popularity and Quality in Online Cultural Markets. *Proceedings of the 10th International AAAI Conference on Web and Social Media (ICWSM)*, 398-407, 2016.
- 2016 A. Abeliuk, G. Berbeglia, F. Maldonado and P. Van Hentenryck. Asymptotic Optimality of Myopic Optimization in Trial-Offer Markets with Social Influence. *Proceedings of the 25th International Joint Conference on Artificial Intelligence (IJCAI)* 2458-2464, 2016
- 2016 A. Abeliuk, H. Aziz, G. Berbeglia, S. Gaspers, P. Kalina, N. Mattei, D. Peters, P. Stursberg, P. Van Hentenryck and T. Walsh. Interdependent Scheduling Games. *Proceedings of the 25th International Joint Conference on Artificial Intelligence (IJCAI)* 2-9, 2016.
- 2015 A. Abeliuk, G. Berbeglia and P. Van Hentenryck. A bargaining mechanism for one-way games. *Proceedings of the 24th International Joint Conference in Artificial Intelligence (IJCAI)*, 440-446, 2015.

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## Research Grants

- 2017 MBS Internal Competitive Grant (AUD 10,000)
- 2015 Centre for Business Analytics (MBS) Competitive Grant (AUD 10,000)
- 2015 The University of Melbourne, Early Career Competitive Grant (AUD 11,000)
- 2014 MBS Internal Competitive Grant (AUD 10,000)
- 2012 MBS Internal Competitive Grant (AUD 5,000)
- 2011 NSERC (Canada) 2-year postdoc grant (CAD 80,000)

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## Languages

- Spanish **Mothertongue**
- English **Professional**
- French **Professional**

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## Service

- Refereeing Science, Operations Research, Transportation Science, Production and Operations Management, European Journal of Operational Research, Review of Economic Design, Economic Journal, Transportation Research, Annals of Operations Research, Computers and Operations Research, and RAIRO, WINE 2016 (Program committee member)

## Invited Talks

2014-2017 University of Sydney School of Business (2017), Universite Libre de Bruxelles (2015), UBC Sauders School of Business (2015), DUKE Fuqua School of Business (2014), University of Buenos Aires (2015), The University of Auckland Business School (2016), University of New South Wales (2016), CSIRO Canberra (2016), University of Melbourne -Mathematics department (2014-2015), McGill University (2016)

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