

Apostolos Filippas

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Current Appointments

Assistant Professor, Fordham University, Gabelli School of Business 2019 - present
Research Affiliate, MIT Sloan School of Management, Initiative on the Digital Economy 2021 - present
Christopher Blake Distinguished Research Scholar in Business, Gabelli School of Business 2024 - present

Education

Ph.D. Operations Management & Information Systems, NYU Stern School of Business 2018
B.Sc. Computer Science (summa cum laude), University of Patras Polytechnic School 2012

Research

Journal publications

The production and consumption of social media

(with John Horton, Elliot Lipnowski, and Prasanna Parasurama)
Management Science, 2025

The limits of centralized pricing in online marketplaces and the value of user control

(with Srikanth Jagabathula and Arun Sundararajan)
Management Science, 2023

Reputation inflation

(with Joseph Golden and John Horton)
Marketing Science, 2022

Owning, using and renting: Some simple economics of the “sharing economy”

(with John Horton and Richard Zeckhauser)
Management Science, 2020

Strength in numbers: Using big data to simplify sentiment classification

(with Theodoros Lappas)
Big Data, 2017

In proceedings

Advertising as coordination

(with John Horton, Prassana Parasurama, and Diego Urraca)
ACM Transactions on Economics and Computation (EC), 2024

Large language models as simulated economic agents

(with John Horton and Benjamin Manning)
ACM Transactions on Economics and Computation (EC), 2024

Decomposing the signaling and ranking effects of sponsored Advertising

(with John Horton, Prassana Parasurama, and Diego Urraca)

ACM Transactions on Economics and Computation (EC), 2024

The production and consumption of social media

(with John Horton and Elliot Lipnowski)

ACM Transactions on Economics and Computation (EC), 2022

Managing market mechanism transitions: Decentralized pricing vs platform control

(with Srikanth Jagabathula and Arun Sundararajan)

ACM Transactions on Economics and Computation (EC), 2019

Reputation in the long-run

(with Joseph Golden and John Horton)

ACM Transactions on Economics and Computation (EC), 2018

The tragedy of your upstairs neighbors: Is the externality of Airbnb internalized?

(with John Horton)

ACM Transactions on Economics and Computation (EC), 2017

Pricing in the sharing economy: Pricing with awareness-generating adoptions

(with Arne Rogde Gramstad)

International Conference of Information Systems (ICIS), 2016

Working papers

Costly capacity signaling increases matching efficiency: Evidence from a field experiment

(with John Horton, Prasanna Parasurama, and Diego Urraca)

Management Science, major revision

Large language models as simulated economic agents: What can we learn from homo silicus?

(with John Horton and Benjamin Manning)

Review of Economics and Statistics, major revision

Preference Signaling in Labor Markets: Evidence from a Field Experiment

(with John Horton, Prasanna Parasurama, and Diego Urraca)

Under review

The surprisingly low cost of free goods: Evidence from a field experiment

(with John Horton, Richard Zeckhauser, and Prasanna Parasurama)

Working paper

Altruism can ruin reputation systems

(with John Horton)

Working paper

The tragedy of your upstairs neighbors: Externalities of home-sharing

(with John Horton)

Working paper

Awards & Grants

AHRC BRAID DOT Research Grant · 2026-2028

Grant awarded by the National Endowment for the Humanities (NEH)

Michael J. Inserra Fellow · 2025-2026

Awarded by the Fordham University Gabelli School of Business

Faculty Research Grant · 2024-2025

Grant awarded by the Gabelli School of Business

Christopher Blake Distinguished Research Scholar in Business · 2024 – 2026

Awarded by Fordham University, Gabelli School of Business

OpenAI Research Grant · 2023

Awarded by OpenAI

INFORMS ISS Cluster Best Paper Award, Runner Up · 2022

Awarded by INFORMS

NET Institute Summer Research Grant · 2022

Grant awarded by the Networks, Electronic Commerce and Telecommunications Institute

Interdisciplinary Research Grant · 2022-2023

Grant awarded by Fordham University

Harold and Sydelle Gach Endowed Award for Research Excellence · 2022

Awarded by Fordham University

Faculty Innovation Grant · 2020-2021

Grant awarded by the Gabelli School of Business

Faculty Research Grant · 2020-2021

Grant awarded by the Gabelli School of Business

Onassis Foundation Doctoral Scholarship · 2017-2019

Fellowship awarded by the Alexander S. Onassis Public benefit Foundation

Doctoral Fellowship · 2012-2018

Fellowship awarded by the NYU Stern School of Business

Best Paper Award · ICIS 2016

Best paper in the Crowdsourcing, Crowdfunding, Blockchain, and the Sharing Economy track

Ph.D. Student Research Grant · 2017

Awarded by the Center for Global Economy and Business, NYU Stern School of Business

Commendation for Teaching Excellence · 2017

Awarded by the Vice Dean for doctoral education, NYU Stern School of Business

Gerondelis Doctoral Scholarship · 2013

Doctoral scholarship awarded by the Gerondelis foundation

Scholarships for excellent academic performance · 2009-2011

Three scholarships awarded by the Greek State Scholarships Foundation

Awards for distinction in national mathematics competitions · 2001-2006

Six awards by the Hellenic Mathematical Society

Service

Organizing Committees: *Symposium on Statistical Challenges in Electronic Commerce Research (2025), Digital Economy Workshop (2026).*

Program Committees: *ACM Conference on Economics and Computation (2024 - 2025), Conference on Information Systems and technology (2018-2025), IC2S2 (2024-2025).*

Ad-hoc Reviewer: *American Economic Journal: Microeconomics, Econometrica, Information Systems Journal, Information Systems Research, Journal of Economics & Management Strategy, Management of Information Systems Quarterly, Management Science, Manufacturing and Service Operations Management, Nature Human Behavior, Review of Industrial Organization.*

Teaching

E-Commerce

Fall 2025 (UG×2), Fall 2024 (UG), Fall 2023 (UG), Fall 2022 (UG), Fall 2021 (UG×2), Fall 2020 (UG×2)

Web Analytics

Fall 2025 (UG), Fall 2024 (UG), Fall 2023 (MSBA×2 & UG), Fall 2022 (MSBA×3), Fall 2021 (MSBA), Fall 2020 (MSBA & UG), Fall 2019 (MSBA×2 & UG)

Presentations & Discussions¹

2026 & Forthcoming: Nova School of Business and Economics, Chapman University Research Seminar.

2025: American Economic Association Annual Meeting, Latin American Meeting in Artificial Intelligence, Stony Brook University–Department of Political Science, University College–London Faculty of Law, Statistical Challenges in eCommerce Research, Chicago Human+AI Lab seminar on AI and Scientific Discovery, UK Department of Business and Trade, Workshop on Information Systems Economics.

2024: Oxford University Talking to Machines Seminar Series, Statistical Challenges in eCommerce Research, DRUID, ACM Conference on Economics and Computation, BU Platform Strategy Research Symposium, Conference on Information Systems and Technology, National Association for Business Economics Tech Economics Conference, MIT CSAIL FutureTech Seminar.

2023: Yale Economics seminar, 2023 INFORMS Annual Meeting, Oxford Talking to Machines Workshop, Online seminar on the Economics of Platforms, NBER Personnel Economics Summer Institute, SSRC Workshop on the Economics of Social Media, NBER Industrial Organization Summer Institute, NBER Economics of Digitization Summer Institute, BU Platform Strategy Research Symposium, Cornell SBE Conference on the Economics of Digital Markets, Fordham Gabelli School of Business Research Day, Walmart Economics Seminar, Microsoft Research New England Seminar, NYU Stern ITO Seminar, ASSA Annual Meeting.

2022: Workshop on Information Systems Economics, MIT Labor Economics Seminar, 2022 INFORMS Annual Meeting, BU Platform Strategy Research Symposium, ACM Conference on Economics and Computation, ISMS Marketing Science Conference, Marketplace Innovations Workshop, Twitter Data Science Seminar, NYU Stern Digital Economics Seminar, 2022 North American Winter Meeting of the Econometric Society.

2021: Workshop on Information Systems Economics, 2021 INFORMS Annual Meeting, Toulouse Conference on Digital Economics, Fordham Gabelli School of Business Interdisciplinary Research Seminar, Paris Conference on Digital economics, Fordham Gabelli School of Business PhD seminar, MIT SSIM: Advances in Social Decision Making, Online Seminar on the Economics of Platforms, Virtual Digital Economy Seminar, Google Algorithms Workshop Series on Markets, Mobility, and the Mind, ISMS Marketing Science Conference, ZEW Conference on the Economics of ICT, BU Platform Strategy Research Symposium, NBER Summer Institute: Economics of IT and Digitization, International Conference on Computational Social Science, Congress of the European Economic Association.

2020: TUM Workshop on Trust, Blockchains, and Smart Contracts, Congress of the European Economic Association.

2019: NET Institute Conference on Network Economics, Workshop on Information Systems Economics, Conference on Information Systems and Technology, 2019 INFORMS Annual Meeting, ACM Conference on Economics and Computation, ISMS Marketing Science Conference, ZEW Conference on Economics

¹Includes presentations by coauthors.

of Information & Communications Technology, Central University of Finance and Economics, New York University.

2018: Association for Public Policy Analysis & Management Fall Research Conference, Meeting of the Urban Economics Association, Conference on Information Systems and Technology, Workshop on Information Systems Economics, Stanford Institute for Economic Policy Research, ACM Conference on Economics and Computation, SF Federal Reserve Bank, Microsoft Research, McGill University, University of Washington, National University of Singapore.

2017: Carnegie Mellon University, University of Texas Dallas, University of Georgia, University of Miami, ACM Conference on Economics and Computation, Fordham University, Hong Kong University of Science and Technology, Workshop on Information Systems Economics, 2017 INFORMS Annual Meeting, Platform Strategy Research Symposium, 15th ZEW Conference on Economics of Information & Communications Technology.

2016: International Conference on Information Systems, 2016 INFORMS Annual Meeting, Statistical Challenges in eCommerce Research.