

Dheer Avashia

Tucson, Arizona | dheeravashia@arizona.edu | 931-327-5158 | [Website](#) | [LinkedIn](#)

Economics PhD student combining causal inference, large-scale data engineering, and econometric methods to study how AI affects consumer behavior and market outcomes. Trained in experimental methods, structural estimation, panel data design, and time-series analysis with a strong foundation in quantitative methodology. Passionate about leveraging analytical rigor and a collaborative approach to inform impactful business and policy decisions.

EDUCATION

Ph.D. Student, Economics | University of Arizona

Aug 2023 - May 2028

- Research Focus: Economics of AI, Behavioral and Industrial Organizational Economics
- Graduate Coursework: Econometric Theory, Time-Series Analysis, Computational Methods (Dynamic Models), Applied NLP

M.A. Economics | University of Arizona

Aug 2023 - Dec 2024

B.Sc. Mathematics and Economics (Honors), Psychology Minor | University of the South

Aug 2019 - May 2023

- Kayden Award in Economics, Dean's List, Academic Honor Society, Psychology Honor Society, Next Genius Scholar

RESEARCH EXPERIENCE

University of Arizona, Economics Department | [AI Review Summaries and Cross-Platform Pricing](#)

Aug 2024 - Present

- Engineered Python and SQL web-scraping/data-processing pipelines with sentence-transformer matching to collect and structure 170K+ product listings and 5,000 cross-platform product intersections; constructed the first cross-platform monthly price panel for Indian e-commerce, tracking 1,196 matched products across Amazon India and Flipkart over 86 months (2019-2026)
- Applied a difference-in-differences framework to identify effect of Amazon's AI review summaries on cross-platform pricing; found suggestive evidence of a ~2.5% relative average price decrease, with strongest and cleanest effects in review-dependent categories (-8.6% in Toys & Games)
- Validated estimates across BJS imputation, matrix completion, and interactive fixed effects; ran Rambachan-Roth sensitivity bounds and randomization-based sign-flip inference to characterize identification limits and triangulate the effect to an average 2-4 log-point decrease

University of Arizona, Economics Department | [AI Review Summaries and Consumer Search](#)

Aug 2025 - Present

- Developed a three-stage sequential search model embedded in a novel AI-summary information environment where agents learn product quality from noisy reviews; showed how a costless-to-consume review compression (AI-summary) reshapes review-reading and product consideration
- Solved the simplified dynamic problem analytically to derive sufficient conditions for when consumers start reading product reviews; computed the full problem numerically to categorize when AI summaries reduce review-reading and expand product consideration
- Showed, for numerically computable cases, that AI summaries can shift consumers from search depth to search breadth and change decision quality, with implications for product-page design and AI-governance policy

University of The South, Economics Department | *Economics Honors Thesis*

Aug 2022 - May 2023

- Developed a behavioral model of financial knowledge overconfidence using a CFPB dataset with 5,000+ observations and mixed quantitative/qualitative measures; estimated econometric models in R and STATA to test whether financial shocks predict overconfidence.
- Demonstrated, empirically, that exposure to financial shocks significantly reduced levels of financial overconfidence; research recognized for methodological rigor and originality with award and departmental honors

PROFESSIONAL EXPERIENCE

University of Arizona, Economics Department | *Teaching Assistant and Instructor*

Aug 2023 - Present

- Taught course in Microeconomic decision-making, consistently received positive student evaluations for engaging lectures and student support
- Spearheaded academic support for 10+ courses (1000+ students), including highly reputed MBA courses, improved student understanding through structured revision and office hour sessions
- Consistently received positive student feedback for clear communication and ability to teach complex concepts with clarity

Sayaji Seeds LLP | *Business Strategy and Marketing Intern*

Apr 2020 - Aug 2020

- Conceptualized and implemented marketing strategy for promoting company's new mobile application, using Excel and Google Analytics to track engagement, reaching 2,000+ users while collaborating cross-functionally with executive stakeholders
- Defined and tracked KPIs in SQL and Power BI dashboards to evaluate user accessibility and retention for company's pilot study of new mobile application (now used by 5,000+ farmers)
- Collaborated with digital marketing team to optimize ad campaigns across platforms, using Google Ads and Excel analytics, used dashboards and tracked 20% increase in user engagement

Connect2Teach (UK Based Ed-tech Startup) | *Business Strategy Intern*

Mar 2019 - Aug 2019

- Conducted in-depth market research, synthesized 10 user profiles, identified 8 key trends, and performed competitive benchmarking of 5 B2B and B2C companies; delivered consolidated findings in executive-ready strategy decks adopted for key business decisions
- Synthesized market research insights to publish 3 analytical articles read by 500+ clients, including C-suite clients, enhancing the company's visibility and credibility in the higher-education market
- Assisted marketing team with extensive market research identifying best practices in higher-ed marketing. Applied findings to optimize ad campaigns (Google Ads, IVR, on-ground marketing), increased user engagement by 20%

SKILLS & PROJECTS

- **Technical Tools:** Python, SQL, Julia, SPSS Statistics, STATA, R, LaTeX, Mathematica, Qualtrics, Power BI, Excel, oTree, Git
- **Econometrics and Forecasting:** Difference-in-Differences estimation, Panel Data Analysis, Time-Series Modeling (ARIMA), Forecasting (nowcasting), Non-parametric and Parametric Estimation Methods, Shrinkage Estimators (Ridge and LASSO regression)
- **Relevant Projects:** [Modelling Volatility Clustering Using Multinomial GARCH Frameworks](#)
- **Core Competencies:** Critical and Analytical Thinking, Data-Storytelling, Cross-Functional Collaboration, Technical Communication, Problem Structuring, Strategic Thinking, Adaptability, Proactiveness and Intellectual Curiosity, Leadership
- **Languages:** English (Fluent), Hindi (Fluent), Gujarati (Fluent), and Mandarin (Intermediate)
- **Leadership/Extracurriculars:** University of the South: Lead Residential Assistant, VP Recruitment: Inter-Fraternity Council, President: Sewanee Asian Organization, Barista, Global Arcadian (mentorship), Gamma Sigma Phi, Green's View Capital (investment club member)
- **Outside of Economics:** I enjoy trying different kinds of coffee, I also like learning new musical instruments (I can currently play 5+ instruments)