Ali Zarifhonarvar

Wylie Hall, 100 South Woodlawn Avenue, Bloomington, IN
alizarif@iu.edu • +1-812-558-6287

alizarif.github.io
Google Scholar • SSRN

Education

- **Ph.D.** in Econometrics and Quantitative Economics   2021–May 2026 (Expected)
  Indiana University, Bloomington, USA
- **M.A.** in Econometrics and Quantitative Economics   2021–2023
  Indiana University, Bloomington, USA
- **M.Sc.** in Economics   2012–2014
  Sharif University of Technology, Tehran, Iran
- **B.Sc.** in Economics   2008–2012
  Ferdowsi University, Mashhad, Iran

Research Interest

Experimental Economics, Behavioral Macroeconomics, NLP & Large Language Models

Working Papers

- "Simulating the Survey of Professional Forecasters" (2024)
  with Anne Lundgaard Hansen (Federal Reserve Bank of Richmond), John J. Horton (MIT Sloan), Sophia Kazinnik (Stanford HAI), & Daniela Puzzello (Indiana University)
  Available at https://papers.ssrn.com/sol3/papers.cfm?abstract_id=5066286

  > Coverage: [Bloomberg]

- "Evidence on Inflation Expectations Formation Using Large Language Models" (2024), (**Revise & Resubmit, Journal of Monetary Economics**)
  Available at http://dx.doi.org/10.2139/ssrn.4825076

  > Coverage: [Marginal Revolution]

- "Understanding AI Agents' Decision-Making: Evidence from Risk and Time Preference Elicitation" (2025), (Under Review)
  with Gajanan L. Ganji (University of Texas at Arlington)

Work in Progress

- "Outpersuaded by AI: Large Language Models Are More Persuasive Than Incentivized Human Persuaders"
  [Project Website]

- What's AI Worth? Experimental Evidence on Users Willingness to Pay

Academic Activities

Peer Review

Journal of Economic Behavior and Organization • Management Science • Applied Economics Letters • Labour Economics • Journal of Behavioral and Experimental Economics • Humanities and Social Sciences Communications • North American Journal of Economics and Finance

Invited Talks

- International Monetary Fund (IMF), "LLMs and Inflation Expectations", DC   July 2024
- WTW Research Network, "Impact of Generative AI on Labor Market", London   January 2024

Conference Presentations

- 7th Annual AI in Finance Conference, Wolfe Research, NYC — March 2025
- Simulation of Financial Markets and Economic Systems, New York University — November 2024
- 30th Midwest Macroeconomics Meetings (MMM), Purdue University — August 2024
- North American Meeting of the Economic Science Association, Ohio State University — October 2024
- Computational and Bayesian Methods in Experimental Economics, Purdue University — May 2024

Research Experience

- **RA to Prof. Volodymyr Lugovskyy** — 05/2023–11/2024
  Indiana University, Department of Economics

Teaching Experience

Instructor (Indiana University)
- Mini-Course on Generative AI Applications — Fall 2024
  [Course Materials]

Teaching Assistant (Indiana University)
- Introduction to Macroeconomics — Spring 2023
- Introduction to Microeconomics — Fall 2022
- Intermediate Microeconomics — Summer 2023
- Statistics for Business and Economics — Spring 2022
- Big Data in Economics — Fall 2024

Honors and Awards

- Lloyd Orr Dissertation Fellowship — 2025
- OpenAI Researcher Access Program — 2024
- Best Graduate Paper Award (Department of Economics at Indiana University) — 2024
- Adam Smith Fellowship at Mercatus Center (George Mason University) - 20,000 USD — 2022–2024
- Indiana University PhD Fellowship — 2022
- Haamee Visiting Student Scholarship - 10,000 USD — 2018
- Ranked 21st in the Master Entrance Exam (out of over 15,000 participants) — 2012

Skills

Python (SciPy, NumPy, pandas, scikit-learn, XGBoost, TensorFlow, PyTorch, Transformers), NLP & Unstructured Data, Stata, MATLAB