

# Xiang Hui

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## ACADEMIC POSITIONS

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*Current* | Post-doctoral Associate at **MIT Sloan School of Management**,  
AUG 2016 | MIT Initiative on the Digital Economy

## RESEARCH INTEREST

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Economics of Digitization, Industrial Organization, Entrepreneurship, Digital Marketing

## EDUCATION

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JUL 2016 Ph.D. in Economics, **The Ohio State University**  
JUL 2012 M.A. in Economics, **The Ohio State University**  
MAY 2011 B.S., *summa cum laude*, in Mathematics, **Indiana University–Bloomington**  
MAY 2011 B.A., *summa cum laude*, in Economics, **Indiana University–Bloomington**

## PUBLICATIONS

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- **Reputation & Regulations: Evidence from eBay**  
With Maryam Saeedi (OSU), Zeqian Shen (eBay), and Neel Sundaresan (eBay)  
*Management Science*, 2016

## WORKING PAPERS

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- **E-commerce Platforms and International Trade: A Large-Scale Field Experiment**  
Revise&Resubmit, *Management Science*
- **Adverse Selection or Moral Hazard: An Empirical Study**  
With Maryam Saeedi (CMU) and Neel Sundaresan (Microsoft)  
Revise&Resubmit, *Journal of Industrial Economics*
- **Certification, Reputation, and Entry: An Empirical Analysis**  
With Maryam Saeedi (CMU), Giancarlo Spagnolo (SITE, Tor Vergata, Eief, and CEPR), and Steve Tadelis (Amazon and UC-Berkeley)
- **Can Capital Defy the Law of Gravity? Investor Networks and Startup Investment**  
With Christian Catalini (MIT)  
Submitted

## RESEARCH IN PROGRESS

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- **Search Frictions, Machine Translation and International Trade: Evidence from eBay**  
With Erik Brynjolfsson (MIT)
- **A Network Experiment on Equity-Based Crowdfunding Platform**  
With Christian Catalini (MIT)
- **Nowcasting International Trade using micro data**  
With George Westerman (MIT)

- **Nested Fixed Point Vs. Two-Stage Estimation Algorithms: Revisiting the Optimal Bus Engine Replacement Problem in Rust (1987)**

## CONFERENCES AND SEMINARS PRESENTATION

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- 2017 Conference on the Economics of IP, Software and the Internet, Toulouse  
 University of New Hampshire Economics Seminar, Durham, NH  
 OCC Economics Seminar, U.S. Department of Treasury, Washington, DC  
 Summer Institute in Competitive Strategy (SICS), Berkeley, CA  
 Workshop on Marketplace Innovation, Stanford, CA  
 ISMS Marketing Science Conference, Los Angeles, CA  
 ZEW Conference on ICT, Mannheim
- 2016 Hong Kong Polytechnic University Operations Management Seminar, Hong Kong  
 Syracuse University Marketing Seminar, Syracuse, NY  
 International Industrial Organization Conference (IIOC), Philadelphia, PA  
 North American Econometric Society Meeting, Philadelphia, PA  
 Workshop on Information Systems and Economics (WISE), Dublin, Ireland  
 MIT Initiative on the Digital Economy (IDE) Lunch Seminar, Cambridge, MA  
 Conference on the Digital Experimentation (CODE), Cambridge, MA
- 2015 The Ohio State University Econometrics Seminar, Columbus, OH  
 eBay Economics Seminar, San Jose, CA  
 ZEW Conference on Information and Communication Technologies, Mannheim  
 UCLA Economics Brownbag Presentation, Los Angeles, CA  
 International Industrial Organization Conference (IIOC), Boston, MA  
 Midwest Economic Theory and International Trade Conference, Columbus, OH  
 Midwest Economics Association (MEA) Annual Meeting, Minneapolis, MN
- 2014 Dynamics, Economic Growth and International Trade Nashville, TN  
 European Association for Research in Industrial Economics Milan  
 National Bureau of Economic Research (NBER) Summer Institute, Boston, MA  
 The Ohio State University Applied Microeconomics Workshop, Columbus, OH  
 International Industrial Organization Conference (IIOC), Chicago, IL  
 North American Econometric Society Meeting, Minneapolis, MN  
 Midwest Economics Association (MEA) Annual Meeting, Chicago, IL  
 EconWorld International Conference in Economics, Prague  
 Mid-Continent Regional Science Association Annual Meeting, Madison, WI

## FELLOWSHIPS, AWARDS, AND HONORS

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Best Poster Award, Winter Conference on Business Analytics, 2016  
 Journal of Money, Credit, and Banking (JMCB) Dissertation Fellowship, 2016  
 Journal of Money, Credit, and Banking (JMCB) Travel Grant, 2013, 2014, 2015  
 University Fellowship, The Ohio State University, 2012  
 Founders Scholar, Indiana University Bloomington, 2010, 2011  
 Marie S. Wilcox Scholarship, Indiana University Bloomington, 2011  
 Economics Distinguished Scholar, Indiana University Bloomington, 2011  
 Moffat Scholarship, Indiana University Bloomington, 2010  
 Phi Beta Kappa

## TEACHING & RESEARCH ASSISTANTSHIP

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Teaching Assistant for Professor Sinan Aral and Professor Erik Brynjolfsson:  
MIT Sloan Analytics Lab, Cambridge, MA, Autumn 2016  
Research Assistant for Professor Maryam Saeedi, Columbus OH, Spring 2013 -- Spring 2016  
Teaching Assistant: Industrial Organization, Columbus OH, Spring 2013  
Teaching Assistant: Principle of Macroeconomics, Columbus OH, Autumn 2012  
Teaching Assistant: Business Statistics, Bloomington IN, Spring 2010–Spring 2011  
Teaching Assistant: Calculus I & II, Bloomington IN, Autumn 2009 – Spring 2011

## PROFESSIONAL EXPERIENCE

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Research Scientist Intern, eBay Inc., San Jose, CA, Summer 2015

## PROFESSIONAL MEMBERSHIP

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Member, American Economic Association (AEA), 2015, 2016, 2017  
Member, Academy of Management (AOM), 2017  
Member, INFORMS, 2015, 2016, 2017  
Member, Midwest Economic Association (MEA), 2014, 2015

## COMPUTER SKILLS

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MATLAB, Stata, R, SQL , SAS, Java

## REFERENCES

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### **Erik Brynjolfsson**

Schussel Family Professor of Management Science  
Professor of Information Technology  
Director of the Initiative on the Digital Economy  
MIT Sloan School of Management  
erikassistant@gmail.com, (617)253-4319

### **Christian Catalini**

Theodore T. Miller Career Development Professor  
Assistant Professor of Technological Innovation, Entrepreneurship, and Strategic Management  
MIT Sloan School of Management  
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### **Maryam Saeedi**

Assistant Professor of Economics  
CMU Tepper School of Business  
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### **Steve Tadelis**

Professor of Economics, Business and Public Policy  
James J. and Marianne B. Lowrey Chair in Business  
Berkeley Haas School of Business  
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