

# Xiang Hui

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## ACADEMIC POSITIONS

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

## RESEARCH INTEREST

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Economics of Digitization, Entrepreneurship, Industrial Organization, International Trade

## EDUCATION

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JULY 2016 Ph.D. in Economics, The Ohio State University  
JULY 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

## PUBLICATION

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

## WORKING PAPER

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- **The Value of Feedback: An Analysis of the Reputation System**  
With Maryam Saeedi (CMU) and Neel Sundaresan (Microsoft)  
R&R, *Journal of Industrial Economics*
- **E-commerce Platforms and International Trade: A Large-Scale Field Experiment**  
R&R, *Management Science*
- **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)

## RESEARCH IN PROGRESS

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- Language Barriers and Cross-Border Trade: Evidence from eBay
- Bias and Efficiency Comparisons of the Nested Fixed Point (NFP) and Bajari-Benkard-Levin (BBL) Algorithms with Monte Carlo Simulations

## 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  
(Scheduled) Workshop on Marketplace Innovation, Stanford, CA  
(Scheduled) ISMS Marketing Science Conference, Los Angeles, CA  
(Scheduled) Summer Institute in Competitive Strategy, Berkeley, CA  
(Scheduled) 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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MBA Mentor: MIT Sloan Action Learning-Analytics Lab Cambridge, MA, Autumn 2016  
Research Assistant for Professor Maryam Saedi, Columbus OH, Spring 2013 -- July 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, 2015  
Member, American Economic Association (AEA), 2015, 2016, 2017  
Member, INFORMS, 2015, 2016, 2017  
Member, Midwest Economic Association (MEA), 2014, 2015

## **COMPUTER SKILLS**

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MATLAB, SQL , SAS, Stata, R, Java