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Website: <http://khaichiong.com>
Birthdate: December 4, 1988
(Kuala Lumpur,
Malaysia)

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Academic Appointments

- July 2017 – Present UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
Assistant Professor (Marketing Area)
- October 2022 – YALE UNIVERSITY
June 2023 School of Management
Visiting Assistant Professor
- 2015 – 2017 UNIVERSITY OF SOUTHERN CALIFORNIA
Department of Economics &
Institute for New Economic Thinking (INET)
Postdoctoral Research Fellow

Education

CALIFORNIA INSTITUTE OF TECHNOLOGY
Ph.D. Social Science (Economics)
Dissertation Committee: Federico Echenique, Matt Shum, Leat Yariv

UNIVERSITY OF CAMBRIDGE
B.A. Economics
(Part IA Tripos in Mathematics)

Publications

1. “Duality in Dynamic Discrete Choice Models”
Khai Chiong, Alfred Galichon, Matt Shum
Quantitative Economics, Volume 7, Issue 1, pages 83–115, March 2016
2. “Estimation of Graphical Models using the $L_{1,2}$ Norm”
Khai Chiong and Roger Moon
Econometrics Journal, Volume 21, Issue 3, pages 247-263, October 2018

3. “Random Projection Estimation of Discrete-Choice Models with Large Choice Sets”
Khai Chiong and Matt Shum
Management Science, Vol. 65, No. 1, January 2019, pp. 256–271
4. “Estimation of High-Dimensional Seemingly Unrelated Regression Models”
Lidan Tan, Khai Chiong, Roger Moon
Econometric Reviews, Volume 40, Issue 9, pages 830-851, August 2021
5. “Counterfactual Estimation in Semiparametric Discrete Choice Models”
Khai Chiong, Yuwei Hsieh and Matthew Shum
Handbook of Research Methods and Applications in Empirical Microeconomics, Edward Elgar Publishers, 2021
6. “Combining Choices and Response Times in the Field: a Drift-diffusion Model of Mobile Advertisements”
Khai Chiong, Matt Shum, Ryan Webb and Richard Chen
Management Science, Vol. 70, No. 2, February 2024
7. “Can AI and AI-Hybrids Detect Persuasion Skills? Salesforce Hiring with Conversational Video Interviews”
Ishita Chakraborty, Khai Chiong, Howard Dover, and K. Sudhir
Marketing Science, Vol. 44, Issue 1, January 2025, pp. 30-53

– AMA AI SIG Award for Best AI in Marketing Paper Published in 2024
8. “Mass Shootings and Their Impact on Retail”
Khai Chiong, Simon Kim, TI Kim
Forthcoming at **Marketing Science**

Working Papers

1. “Stability of Procurement Networks” (with Anyan Qi).
Revise and Resubmit at Manufacturing & Service Operations Management
2. “Getting the Most Out of Online A/B Tests Using the Minimax-Regret Criteria” (with Joonhwi Joo as the lead author).
Minor Revision at Management Science
3. “Generative AI and Job Satisfaction: Evidence from Glassdoor Employee Reviews” (with Ying Xie)
Under review

Awards

NEC Foundation Research Grant, 2018-2020
Amount: \$37,500
Principal investigator

Excellence in Teaching Award (Caltech, 2014)
(Awarded by: Associated Students of California Institute of Technology (ASCIT))

John O. Ledyard Prize for Best Third Year Paper (Caltech, 2013)
(Awarded by: Division of the Humanities and Social Sciences)

NET Institute Summer Research Grant (NYU, 2013)

Cambridge Commonwealth Trust Scholarship (Cambridge, 2007-2010)

Professional Activities and Services

Refereeing: Journal of Econometrics, Journal of Business & Economic Statistics, Journal of Economic Theory, Journal of Mathematical Economics, Management Science, Marketing Science, Journal of Marketing Research, Economic Theory, Production and Operations Management

Faculty recruiting committee: 2017, 2019, 2023, 2024

Teaching

Courses:

Principles of Marketing

- 2018 - 2025

Advanced Statistics and Probability

- 2018 - 2024

Doctoral students (dissertation committee):

1.) Boram Lim

First placement: Assistant Professor, University of Kansas, School of Business

2.) Sriharsha Kamatham

First placement: Assistant Professor, Asper School of Business,
University of Manitoba

3.) Ashutosh Bhave

First placement: Assistant Professor, Sam Walton College of Business,
University of Arkansas

4.) Omid Elmi

First placement: Data Scientist, PNC

5.) Ata Jameei Osgouei

First placement: Assistant Professor, Fairfield University

6.) Soogand Alavi

First placement: Assistant Professor, University of Iowa

7.) Allen Zehan Zhao (Information System)

First placement: Assistant Professor, Grand Valley State University

8.) Jin Miao

9.) Simon Seungmok Kim

10.) Yichao Jin (Economics)

11.) Lingbo Wang

Miscellaneous

Languages: English, Cantonese, Mandarin, Malay

Programming: Python (TensorFlow, Pytorch), R, SQL, Matlab, Stata, Julia

Committee: Secretary of the Archimedean (Cambridge University Mathematics Society)