

YITING DENG

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EMPLOYMENT

University College London, UCL School of Management	London, UK
Associate Professor of Marketing & Analytics	2023 –Present
Assistant Professor of Marketing & Analytics	2016 –2023
University of Notre Dame, Mendoza College of Business	South Bend, IN, USA
Assistant Professor of Marketing	2015–2016

EDUCATION

Duke University	Durham, NC, USA
Ph.D., Marketing, Fuqua School of Business	2015
M.S., Statistics, Department of Statistical Science	2012
Peking University	Beijing, China
M.A., Economics, China Center for Economic Research (CCER)	2009
B.A., Finance, School of Economics	2006
B.S., Statistics, School of Mathematical Sciences	2006

JOURNAL PUBLICATIONS

1. “Can an E-commerce Platform and its Third-Party Sellers Benefit from Each Other’s Market Entry?,” with Christopher Tang, Wei Wang, and Onesun Steve Yoo, accepted, *Production and Operations Management*.
2. “Can Third-Party Sellers Benefit from a Platform’s Entry to the Market?” with Christopher Tang, Wei Wang, and Onesun Steve Yoo, forthcoming, *Service Science*.
3. “Spillover Effects and Freemium Strategy in the Mobile App Market,” with Anja Lambrecht and Yongdong Liu (2023), *Management Science*, 69(9):5018-5041.
4. “The Effects of Surge Pricing on Driver Behavior in the Ride-Sharing Market: Evidence from a Quasi-Experiment,” with Wei Miao, Yongdong Liu, Wei Wang, and Christopher Tang (2023), *Journal of Operations Management*, 69(5): 794-822.
5. “How Do Taxes on Car Sales Affect Television Advertising Strategies?,” with Min Jiang and Xiaodong Jiang (2023), *Journal of Advertising Research*, 63(1):1-6.
6. “An Empirical Comparison of Machine Learning Methods for Text-based Sentiment Analysis of Online Consumer Reviews,” with Huwail Alantari, Imran Currim, and Sameer Singh (2022), *International Journal of Research in Marketing*, 39(1): 1-19.
 - Lead article
 - Finalist, IJRM Best Paper Award, 2023
7. “The Impact of COVID-19 on the Ride-Sharing Industry and Its Recovery: Causal Evidence from China,” with Wei Wang, Wei Miao, Yongdong Liu, and Yunfei Cao (2022), *Transportation Research Part A*, 155: 128-141.
8. “Consumer Sophistication, Word-of-mouth and ‘False’ Promotions,” with Richard Staelin, Wei Wang, and William Boulding (2018), *Journal of Economic Behavior & Organization*, 152: 98-123.
9. “TV Viewing and Advertising Targeting,” with Carl F. Mela (2018), *Journal of Marketing Research*, 55(1): 99-118.

- Finalist, Robert D. Buzzell MSI Best Paper Award, 2019
 - Runner-Up, Don Lehmann Award, 2020
 - Finalist, Weitz-Winer-O'Dell award, 2023
10. “A Key Word History of *Marketing Science*,” with Carl F. Mela and Jason M.T. Roos (2013), *Marketing Science*, 32(1): 8-18.
 11. “Handling Attrition in Longitudinal Studies: The Case for Refreshment Samples,” with D. Sunshine Hillygus, Jerome P. Reiter, Yajuan Si, and Siyu Zheng (2013), *Statistical Science*, 28(2): 238-256.

BOOK CHAPTERS

1. “History of Field Experiments in Marketing,” with Anja Lambrecht and Catherine Tucker, a chapter in *History of Marketing Science (2nd Edition)* edited by Russell Winer and Scott A. Neslin, World Scientific, 2023.
2. “The Persistence of False Promotions: Theory and Empirical Evidence,” with Richard Staelin and Joe Urbany, a chapter in *Legal Applications of Marketing Theory* edited by Joel Steckel and Jake Gersen, Cambridge University Press, 2023.

WORKING PAPERS

1. “Invention Pledges: A Case Study of Open Disclosure at IBM,” with Ajay Bhaskarabhatla and Yongdong Liu, minor revision, *Journal of Technology Transfer*.
2. “Expert Opinions and Consumer Reviews: Evidence from Michelin Guide,” with Xingyi Li, Puneet Manchanda, and Bert De Reyck, reject & resubmit, *Management Science*.
3. “A Scalable Recommendation Engine for New Users and Items,” with Boya Xu and Carl F. Mela.
4. “An Integrated Model for Structural Demand Estimation Accounting for Stockout,” with Yuexing Li and Jing-Sheng Jeannette Song.
5. “Price Promotions and Online Product Evaluations,” with Anja Lambrecht and Yongdong Liu.
6. “Peer Effect on Performance and Effort Allocation: Evidence from Marathon Runners,” with Jie Zheng.
7. “Asymmetric Consequences of Cyber-Vulnerability on Health Services,” with Anja Lambrecht and Catherine Tucker.

PRESENTATIONS

Seminars

Shanghai University of Finance and Economics	2023
Xi'an Jiaotong University	2023
Bocconi University	2023
Santa Clara University	2023
University of Virginia (McIntire, virtual)	2023
Dartmouth College	2022
Northeastern University	2022
Syracuse University	2022
Seoul National University (virtual)	2022
Purdue University (virtual)	2022
European Quant Marketing Seminar (virtual)	2022
University of California, Irvine (virtual)	2021
University of Houston (virtual)	2021

City University of Hong Kong (virtual)	2021
Peking University (National School of Development, virtual)	2021
Virtual Quantitative Marketing Seminar (virtual)	2020
London School of Economics and Political Science (virtual)	2020
Cardiff University	2019
University of California, Irvine	2019
University of Southern California	2019
Western University	2019
Erasmus University (RSM)	2019
Johns Hopkins University	2019
Peking University (Guanghua)	2019
Chinese University of Hong Kong (canceled)	2019
University of Hong Kong (canceled)	2019
Tsinghua University	2018
Shanghai University of Finance and Economics	2018
Sun Yat-sen University	2018
University of International Business and Economics	2018
University of Cambridge	2018
Facebook London	2017
Peking University (Guanghua)	2017
University of Colorado Boulder	2017
Peking University (National School of Development)	2016
Peking University (Guanghua)	2016
University College London	2015
Peking University (Guanghua)	2014
University at Buffalo	2014
Cornell University (Dyson)	2014
Syracuse University	2014
University of Notre Dame	2014
University of Rochester	2014
University of Miami	2014
McGill University	2014
Hong Kong University of Science & Technology	2014
Erasmus University (ESE)	2014
University of California, Riverside	2014

Conferences

Summer AMA (WWO Award Presentation session, virtual)	2023
POMS Conference (virtual)	2022
1st London Quant Marketing Conference (London Business School)	2022
AMA Global Marketing SIG (GMSIG) Conference (Crete)	2022
Customer Journeys in a Digital World Conference (Bocconi University)	2022
INFORMS Marketing Science Conference (virtual)	2022
INFORMS Annual Meeting (Indianapolis)	2022
Economics of Payments XI conference (Bank of Canada, discussant)	2022
EMAC Conference (virtual)	2021
INFORMS Marketing Science Conference (virtual)	2021
INFORMS Marketing Science Conference (virtual)	2020
Interactive Marketing Research Conference (virtual)	2020
Education & Marketing Conference (Austin)	2019

INFORMS Marketing Science Conference (Rome)	2019
Workshop on Perceptions and Behavioural Policies (Bar-Ilan University)	2018
AMA-Sheth Foundation Doctoral Consortium (Leeds University)	2018
EMAC Conference (Glasgow)	2018
Marketing Dynamics Conference (Hong Kong)	2017
INFORMS Marketing Science Conference (Los Angeles)	2017
INFORMS Marketing Science Conference (Shanghai)	2016
INFORMS Marketing Science Conference (Boston)	2012
INFORMS Marketing Science Conference (Houston)	2011
Joint Statistical Meetings (Miami)	2011

TEACHING

University College London

Instructor, Marketing Science (MBA with PKU)	Fall 2017, 2018, 2019, 2020, 2021, 2022 Spring 2024 (scheduled)
Instructor, Markets and Customers (MSc Management)	Spring 2020, 2021, 2022, 2023, 2024 (scheduled)
Instructor, Marketing Science (BSc Management Science)	Fall 2016, 2017
Guest lecturer, Translation of Nanomedicine (MSc Nanotechnology & Regenerative Medicine)	Spring 2019, 2020

Cambridge University

Instructor, Marketing (Management Studies Tripos)	Spring 2021
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University of Notre Dame

Instructor, Principles of Marketing (Undergraduate)	Spring 2016
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Duke University

Instructor, Math Camp, Master of Management in Clinical Informatics (MMCi) Program	Summer 2012, 2014
Teaching Assistant, Product Management (MBA)	Spring 2012, 2014
Teaching Assistant, Market Analysis (MMS)	Fall 2010, 2011, 2012

AWARDS AND GRANTS

- Finalist, Weitz-Winer-O'Dell award 2023
– *Journal of Marketing Research* articles that have made the most significant long-term contribution to marketing theory, methodology, and/or practice.
- Finalist, IJRM Best Paper award 2023
- Knowledge Transfer Partnerships (KTP) funding (£234,939), Innovate UK (Co-PI) 2023-2025
- CEIBS Faculty Research Grant (320,000 CNY) (Co-PI) 2022-2024
- Poets & Quants Best 40 Under 40 MBA Professor 2022
- Runner-Up, Don Lehmann Award 2020
– Best Dissertation-based article recently published in the *Journal of Marketing* or *Journal of Marketing Research*.
- Fellow, Higher Education Academy 2019
- Finalist, Robert D. Buzzell MSI Best Paper Award 2019
– MSI working papers that have made the most significant contribution to marketing practice and thought.
- AMA-Sheth Foundation Doctoral Consortium Faculty Fellow, Leeds University 2018
- UCL India Voices Research Grant (£2,000) (Co-PI) 2017
- AMA-Sheth Foundation Doctoral Consortium Faculty Fellow, University of Notre Dame 2016

- Extraordinary Potential Prize of Chinese Government Award for Outstanding Self-Financed Students Abroad, Chinese Ministry of Education 2013
- AMA-Sheth Foundation Doctoral Consortium Fellow, University of Michigan 2013
- Student Independent Research Grant, Duke University's Fuqua School of Business 2013
- ASA Statistics in Marketing Student Travel Awards 2011
- Summer Institute in Competitive Strategy (SICS) Travel Grant, UC Berkeley 2011
- INFORMS Marketing Science Conference Doctoral Consortium Fellow, Rice University 2011
- Columbia-Duke-UCLA Quant Marketing Workshop Fellow 2010
- Graduate Fellowship, Duke University 2009-2014
- 1st Prize, Research Excellence Award, the Insurance Institute of China 2009
- Shin Research Excellence Award, Geneva Association and International Insurance Society 2008
- 1st Prize, National Contest for Research Papers in Finance and Insurance, Ping An Insurance (Group) Company of China, Ltd 2006
- Academic Excellence Award, Peking University 2005
- May 4th Scholarship, Peking University 2005

PROFESSIONAL SERVICE

Reviewer for journals

Marketing Science

Management Science

Journal of Marketing Research

Journal of Marketing

Information Systems Research

Production and Operations Management

International Journal of Research in Marketing

Review of Economics and Statistics

Journal of Business and Economic Studies

Journal of Advertising

Journal of Interactive Marketing

Journal of Business Research

Journal of Empirical Finance

Journal of Sports Economics

Naval Research Logistics

Journal of the Operational Research Society

Economic Modelling

SAGE Open

Reviewer for conferences, grants and awards

Research Grants Council (RGC) of Hong Kong

2023 QME Conference (committee member)

2022 INFORMS Behavioral Operations Management Section Best Working Paper Competition

2022 JMS Doctoral Symposium

2021 Alden G. Clayton Dissertation Proposal Award

2019 JMS Doctoral Symposium

2014 AMA Summer Marketing Educators' Conference

SERVICE TO SCHOOL

University College London

Faculty Recruiting Committee	2016 –Current
Seminar Co-coordinator	2016 –Current
PhD Admission Committee	2017 –Current
RA & TA Recruiting Committee	2017 –Current
Panel member, UCL Branding	2023
Speaker, MBA Taster Lecture	2023
Speaker, UCL Engineering #SpringIntoSTEM Lecture Series	2022
Speaker, UCL MSc Enrichment Activities	2021

University of Notre Dame

Mentor, Building Bridges Mentoring Program	2015-2016
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STUDENT SUPERVISION

PhD

Xingyi Li (PhD Supervisor, UCL)	Expected 2024
Boya Xu (Committee member, Duke)	Expected 2024
Min Jiang (Supervisor, Visiting PhD student, Shanghai University of Finance and Economics)	2019 –2020

Master's Thesis Advisor

UCL MSc Management

Richard Gottwald	2017
Jin Meng	2017
Bowen Zhang	2017
Kelsey McGrath	2018
Jiaxing Ning	2018
Carly Ostasiewski	2018
Daniela Pinedo	2018
Rui Qi	2018
Sasha Singh	2018
Feng Xiong	2018

UCL MSc Business Analytics

Jingxue Cao	2020
Anh Nguyen	2020
Jingxue Cao	2020
Jingyi Zhu	2020
Tammy Michaeli	2020
Zhuangyi Sun	2020

Bachelor's Thesis Advisor

UCL BSc Management Science

Hanqi Cheng	2023
Xinyi Zhang	2023
Sibo Dong	2023

CONSULTING

Bivarus, NC