

DANDAN QIAO

Information Systems and Analytics
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(Updated: Sep 8, 2023)

POSITION	Assistant Professor, Information Systems & Analytics National University of Singapore	2018.07-Present
EDUCATION	Ph.D., Information Systems Tsinghua University	2018.07
	Visiting Scholar, Information Systems The University of Texas at Austin	2015.08-2017.09
	B.S., Information Systems Beijing University of Posts and Telecommunications	2012.06
RESEARCH INTERESTS	Topics: Digital Platform Design, Predictive Analytics Methodologies: Econometric Analysis, Field Experiments, Computational Methods	
JOURNAL PUBLICATIONS	Warut Khern-am-nuai, Hossein Ghasemkhani, Dandan Qiao , Karthik Natarajan Kannan. 2023. "The Impact of Online Q&As on Product Sales: The Case of Amazon Answer", Forthcoming at <i>Information Systems Research</i> . Jason Chan, Shu He, Dandan Qiao . 2023. Andrew B. Whinston. "Shedding Light on the Dark: The Impact of Legal Enforcement on Darknet Transactions", Forthcoming at <i>Information Systems Research</i> . Dandan Qiao , & Huaxia Rui. 2023. "Text Performance on the Vine Stage? The Effect of Incentive on Product Review Text Quality". <i>Information Systems Research</i> , 34(2), pp.676-697. Dandan Qiao , Shun-Yang Lee, Andrew B. Whinston, Qiang Wei, 2021. "Mitigating the Adverse Effect of Monetary Incentives on Voluntary Contributions Online". <i>Journal of Management Information Systems</i> , 38(1), pp.82-107. Dandan Qiao , Shun-Yang Lee, Andrew B. Whinston, Qiang Wei, 2020. "Financial Incentives Dampen Altruism in Online Prosocial Contributions: A Study of Online Reviews". <i>Information Systems Research</i> , 31(4), pp.1361-1375. Liye Wang, Jin Zhang, Guoqing Chen, Dandan Qiao , 2020. "Identifying Comparable Entities with Indirectly Associative Relations and Word Embeddings from Web Search Logs". <i>Decision Support Systems</i> , p.113465. Xunhua Guo, Qiang Wei, Guoqing Chen, Jin Zhang, Dandan Qiao , 2017. "Extracting Representative Information on Intra-Organizational Blogging Platforms". <i>MIS</i>	

Quarterly, 41(4), pp.1105-1127.

Dandan Qiao, Jin Zhang, Qiang Wei, Guoqing Chen, 2017. "Finding Competitive Keywords from Query Logs to Enhance Search Engine Advertising". *Information & Management*, 54(4), pp.531-543.

Qiang Wei, **Dandan Qiao**, Jin Zhang, Guoqing Chen, Xunhua Guo, 2016. "A Novel Bipartite Graph based Competitiveness Degree Analysis from Query Logs". *ACM Transactions on Knowledge Discovery from Data (TKDD)*, 11(2), pp.1-25

CONFERENCES Dinghao Xi, Ying Lu, **Dandan Qiao**, Wei Xu, "Unveiling the Secrets of Collaboration on Video-Sharing Platforms" *International Conference on Information Systems (ICIS)*, Hyderabad, India, 2023.

Dinghao Xi, Ying Lu, **Dandan Qiao**, Wei Xu, "Unveiling the Secrets of Collaboration on Video-Sharing Platforms" *INFORMS Conference on Information Systems and Technology (CIST)*, Arizona, United States, 2023.

Haoyu Yuan, **Dandan Qiao**, Qiang Wei, "Decoding Persuasion: A Hierarchical Deep Learning Framework for Predicting Crowdfunding Success, " *INFORMS Workshop on Data Science (WDS)*, Arizona, United States, 2023.

Jingyuan Deng, **Dandan Qiao**, Warut Khern-Am-Nuai, "An Empirical Study about the Impact of Incentivized Reviews on Product Sales: The Case of Amazon Vine Program" The 16th China Summer Workshop on Information Management (CSWIM), Changsha, China, 2023.

Ying Lu, **Dandan Qiao**, Shu He, Xiaoying Xu, Bernard C Y Tan, "Exploration or Solidification: Modeling Users' Dynamics of Collusive Behavior in Decentralized Online Communities" The 16th China Summer Workshop on Information Management (CSWIM), Changsha, China, 2023.

Tong Yang, Benjiang Lu, **Dandan Qiao**, "The Impact of Vehicle Purchase Tax: A Construal Level Analysis of Consumer Reviews" The annual Pacific Asia Conference on Information Systems (PACIS), Nanchang, China, 2023

Ying Lu, **Dandan Qiao**, Shu He, Bernard C Y Tan, "Secrets of Bellwethers: The Effect of Search Intermediary on Market Structure and Vendor Strategy in Darknet," *INFORMS Conference on Information Systems and Technology (CIST)*, Indianapolis, United States, 2022.

Jingyuan Deng, Grace Gu, **Dandan Qiao**, "Wisdom Overlooked: Spillover Effects of Firm-Driven Contest on User Innovation and Crowd Education," *INFORMS Conference on Information Systems and Technology (CIST)*, Indianapolis, United States, 2022.

Jingyuan Deng, Grace Gu, **Dandan Qiao**, "Whom to Listen to and When? Empirically Studying User Innovation over Product Development Life Cycle," *Seventeenth Symposium on Statistical Challenges in Electronic Commerce Research (SCECR)*, Madrid, Spain, June 2022.

Jingyuan Deng, Grace Gu, **Dandan Qiao**, "Whom to Listen to and When? Empirically Studying User Innovation over Product Development Life Cycle," *Strategic Management Society (SMS)*, London, UK, 2022.

Lin Qiu, **Dandan Qiao**, Bernard C Y Tan, Andrew B. Whinston, “More than a Ride: An Investigation on Ride-Hailing Services and Racial Hate Crimes,” *Sixteenth Symposium on Statistical Challenges in Electronic Commerce Research (SCECR)*, Madrid, Spain, June 2020.

Jason Chan, Shu He, **Dandan Qiao**, Andrew B. Whinston, “Shedding Light on the Dark: The Impact of Legal Enforcement on Darknet Transactions,” *Workshop on Information Systems and Economics (WISE)*, Munich, Germany, December 2019.

Dandan Qiao, Shun-Yang Lee, Andrew B. Whinston, Qiang Wei, “Overcoming the Crowding-Out Effect of Monetary Incentive on Pro-Social Behavior,” *International Conference on Information Systems*, Seoul, South Korea, December 2017.

Dandan Qiao, “Applying Financial Incentives in Online Pro-social Contexts: Crowding-out Effects and Overcoming Strategies,” *International Conference on Information Systems Doctoral Consortium*, Seoul, South Korea, December 2017.

Dandan Qiao, Shun-Yang Lee, Andrew B. Whinston, Qiang Wei, “Crowding-Out Effect Mitigation through Intervention Strategies,” *INFORMS Conference on Information Systems and Technology (CIST)*, Houston, TX, October 2017.

Samuel L. Blazek, **Dandan Qiao**, Andrew B. Whinston Guoqing Chen, “Dark Net Markets: Protect Your Privacy in Future E-commerce,” *Workshop on Information Systems and Economics (WISE)*, Seoul, South Korea, December 2017.

Samuel L. Blazek, **Dandan Qiao**, Deepayan Chakrabarti, Andrew B. Whinston, “The Price of Privacy: Insights from Anonymous Marketplace,” *Annual Digital Information Policy Scholars Conference*, George Mason University, Arlington, VA, April 2017.

Dandan Qiao, Shun-Yang Lee, Andrew B. Whinston, Qiang Wei, “Incentive Provision and Pro-Social Behaviors,” *Hawaii International Conference on System Sciences (HICSS)*, Big Island, HI, January 2017.

Dandan Qiao, Shun-Yang Lee, Andrew B. Whinston, Qiang Wei, “Incentive Provision and Pro-Social Behaviors,” *INFORMS Conference on Information Systems and Technology (CIST)*, Nashville, TN, November 2016.

Dandan Qiao, Jin Zhang, “A Novel Keyword Suggestion Method to Achieve Competitive Advertising on Search Engines,” *The Pacific Asia Conference on Information Systems (PACIS)*, Singapore, July 2015.

Dandan Qiao, Qiang Wei, Jin Zhang, Guoqing Chen, “A Bipartite Graph Based Competitiveness Degrees Analysis with Query Logs on Search Engine,” *Conference of the International Fuzzy Systems Association and the European Society for Fuzzy Logic and Technology (IFSA-EUSFLAT)*, Gijón, Spain, June 2015.

INVITED TALKS

- School of Business, Renmin University of China, 2023
- School of Business, University of Hong Kong, 2021
- School of Economics and Management, Tsinghua University, 2020
- School of Business, Indiana University Bloomington, 2017
- School of Business, Nanyang Technological University, 2017
- Claremont Graduate University, 2017

TEACHING

Teaching Interests

- Business Analytics
- Platform Design
- Computational Social Science

Class Instructor / Teaching Assistant

- Mining Business Insights from Web Data (BT4222), National University of Singapore (2018–2023)
- Analytics Drive Design of Adaptive Systems (BT4014), National University of Singapore (2019–2023)
- Probability and Statistics, Tsinghua University / Chinese University of Hong Kong (2013–2015)

Supervised Ph.D. Students

- Ying Lu, National University of Singapore, 5th-year
- Yiming Liu, National University of Singapore, 3rd-year
- Jingyuan Deng, National University of Singapore, 2nd-year
- Tong Yang, Dalian University of Technology, 4th-year
- Dinghao Xi, Renmin University of China, 4th-year
- Qian Xiong, Tsinghua University, 2nd-year
- Haoyu Yuan, Tsinghua University, 5th-year

SERVICES

Department Service

- Ph.D. coordinator, Department of Information Systems and Analytics, NUS, 2023 Jan - Present
- MComp IS committee member, Department of Information Systems and Analytics, NUS, 2020 - 2022

Referee for Journals

- Management Science (MS)
- Information Systems Research (ISR)
- MIS Quarterly (MISQ)
- INFORMS Journal on Computing (JOC)
- Journal of Management Information Systems (JMIS)
- Production and Operations Management (POM)
- Journal of the Association for Information Science and Technology (JAIST)
- Information and Management (I&M)
- Electronic Commerce Research (ECR)

Referee for Conferences

- International Conference on Information Systems (ICIS)
- Conference on Information Systems and Technology (CIST)
- Hawaii International Conference on System Sciences (HICSS)
- Workshop on Information Technologies and Systems (WITS)
- Pacific Asia Conference on Information Systems (PACIS)
- China Summer Workshop on Information Management (CSWIM)

Editorship of Conferences

- Track Co-Chair for Pacific Asia Conference on Information Systems 2023
- Track Associate Editor for International Conference on Information Systems 2023, 2022, 2021, 2020, 2019
- Track Associate Editor for Pacific Asia Conference on Information Systems 2022, 2021, 2020

HONORS AWARDS

GRANTS

- Ministry of Education Academic Research Fund Tier-1 2021-2024
- Ministry of Education Academic Research Fund Start-up 2018-2022
- NET Institute Summer Grant Summer, 2019

AWARDS

- INFORMS ISS Gordon Davis Young Scholar Award 2023
- Nomination for Singapore Young Scientist Awards 2022
- 17th Beijing Philosophy and Social Sciences Outstanding Achievement Awards 2019
- Excellent Graduate of Beijing 2018, 2012
- Excellent Doctoral Thesis 2018
- China National Scholarship 2016, 2009
- Tsinghua-Jiangzhen Scholarship 2015, 2014