

HYUNJIN KIM

Harvard Business School | Strategy
Wyss House | Soldiers Field Road | Boston, MA 02163
hkim@hbs.edu | www.kimhyunjin.com | (646) 460-5797

EDUCATION

Harvard Business School Boston, MA

Doctoral Candidate in Strategy (Expected May 2020)

- Committee: Dennis Yao (chair), Rebecca Henderson, Michael Luca, Amanda Pallais

London School of Economics London, U.K.

M.Sc in Economics and Management (May 2014)

University of Oxford Oxford, U.K.

M.Sc in Environmental Change and Management (September 2011)

Harvard University Cambridge, MA

A.B. in Social Studies with high honors, Phi Beta Kappa, Varsity Sailing Team (May 2010)

RESEARCH AND TEACHING INTERESTS

Research Interests: competitive strategy, economics of digitization, behavioral strategy and economics, field experiments

Teaching Interests: strategic management, technology and innovation management, experimentation and data-driven decision-making, data science/analytics and econometric methods, behavioral science

JOB MARKET PAPER

“The Value of Competitor Information: Evidence from a Field Experiment.”

- **Abstract:** Understanding the competitive environment is central to strategic decision-making, but many examples suggest that firms often lack knowledge about their competitors. Do firms lack knowledge about their competitors even when it is easily attainable, and if so, why? I empirically explore this question by running a field experiment in collaboration with Yelp across 3,218 businesses in the personal care industry, where treatment firms receive easily accessible information on their nearby competitors’ prices. At baseline, I find that over 46% of firms are not aware of their competitors’ prices. However, once firms receive competitor information, they are 17% more likely to change their prices, and do so in ways that are consistent with performance improvements. Treatment effects are larger for firms that face higher levels of competition, as well as those that lack prior experience using price promotions, suggesting that a lack of competition or capabilities to use information may not fully explain firms’ lack of knowledge. Given this large positive impact of competitor information, why had firms not invested in this information on their own? Evidence from interviews and a follow-up experiment across control firms suggest that managers appear to have underestimated the value of paying attention to this information. These findings suggest that inattention may be a key barrier that leads firms to fail to realize gains from even readily accessible data.

ACADEMIC PUBLICATIONS

“[Product Quality and Entering through Tying: Experimental Evidence](#)” (with Michael Luca). *Management Science* 65(2), February 2019: 596-603. Extended Abstract in *EC’18*.

“[Nowcasting Gentrification: Using Yelp Data to Quantify Neighborhood Change](#)” (with Edward L. Glaeser and Michael Luca). *American Economic Association Papers and Proceedings* 108 (May 2018): 77–82.

“[Nowcasting the Local Economy: Using Yelp Data to Measure Economic Activity](#)” (with Edward L. Glaeser and Michael Luca). *Accepted in NBER/CRIW Volume for Big Data for 21st Century Statistics (forthcoming)*.

WORKING PAPERS

“How Does Compliance Affect the Returns to Algorithms? Evidence from Boston’s Restaurant Inspectors” (with Edward L. Glaeser, Andrew Hillis, Scott Duke Kominers, and Michael Luca). Working Paper, September 2019. *In preparation for submission to Management Science*.

“Aligning Employee Effort to Strategic Change: The Role of Gift Exchange” (with Michael Norton). Working Paper, September 2019. *Under review at Organization Science*.

“The Informative Role of Online Advertising: Evidence from a Field Experiment” (with Daisy Dai and Michael Luca). Working Paper, August 2018.

“[Measuring Gentrification: Using Yelp Data to Quantify Neighborhood Change](#)” (with Edward L. Glaeser and Michael Luca). NBER Working Paper Series, No. 24952, August 2018.

WORKS IN PROGRESS

“Analytics and the Transfer of Best Practices.” *Analysis of field experiment in progress*.

“Enacting a Shared Corporate Purpose: The Role of Executive Communication.” *Analysis of field experiment in progress*.

“The Returns to Data-driven Decision-making” (with Ashley Craig and Nataliya Wright). *Fieldwork in progress*.

OTHER PUBLICATIONS

“[How Companies Can Use the Data They Collect to Further the Public Good](#)” (with Edward L. Glaeser and Michael Luca). *Harvard Business Review*, May 2018.

“[Using Traditional and Digital Data Sources Together in Economic Research](#)” (with Edward L. Glaeser and Michael Luca). *VOX, CEPR Policy Portal*. January 2018.

“[Advertising Experiments at Restaurant Grades](#)” (with Daisy Dai and Michael Luca). Harvard Business School Case, Exercise and Teaching Note 916-039, March 2016.

“[Coursera](#)” (with Ramon Casadesus-Masanell). Harvard Business School Case 714-412, August 2013.

[“Patagonia”](#) (with Ramon Casadesus-Masanell and Forest L. Reinhardt). Harvard Business School Case and Teaching Note 711-020, August 2010.

AWARDS, GRANTS, AND HONORS

| | |
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| 2018 | Kauffman Dissertation Fellowship, Ewing Marion Kauffman Foundation |
| 2018 | 0213eight Research Fellow |
| 2017 | Foundations of Human Behavior Research Grant, Harvard University |
| 2017 | Behavioral Insights Group Research Grant, Harvard University |
| 2017 | Behavioral Insights Group Experimental Pitch Innovation Award |
| 2017 | Certificate of Distinction in Teaching Award, Harvard University |
| 2011 | Magdalen College Research Grant, University of Oxford |
| 2011 | Environmental Change Institute Grant, University of Oxford |
| 2009 | Phi Beta Kappa, Harvard University |
| 2009 | Williams/Lodge Government and Public Affairs Research Fellowship, Harvard University |
| 2009 | University Committee on Human Rights Scholarship, Harvard University |
| 2007 – 2009 | John Harvard Scholarship for Academic Distinction, Harvard University |
| 2007 | Harvard College Scholarship for Academic Distinction, Harvard University |
| 2007 | Detur Prize for Academic Excellence, Harvard University |

TEACHING EXPERIENCE

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| <i>Instructor</i> | Economics 970: Purpose and Strategy in the Online Economy (Spring 2017) Department of Economics, Harvard University <ul style="list-style-type: none">▪ Sole instructor and course designer for undergraduate class▪ Mixture of cases, lectures, discussions, and guest speakers from industry (including Partner at General Catalyst, former President & CEO of ACCION, Vice President at Bain Capital, Head of Data Science at Pinterest)▪ Recipient, Harvard University Certificate of Distinction in Teaching<ul style="list-style-type: none">– <u>Teaching rating</u>: 4.9/5.0 |
| <i>Facilitator</i> | Leading Change and Organizational Renewal (Spring 2016) Executive Education, Harvard Business School <ul style="list-style-type: none">▪ Facilitated and led four 1.5hr-long discussions with 12 executives in an Executive Education program on strategic change |
| <i>Teaching Fellow</i> | HBS 6022: UK Behavioral Insights (Fall 2017 and 2018) MBA Elective Curriculum, Harvard Business School <ul style="list-style-type: none">▪ Teaching Fellow for project-based MBA/MPP course on designing field experiments using behavioral insights with clients▪ Led sessions on methods, assisted in designing and preparing course materials, and advised student groups and clients HBS 4430: Field Experiments (Spring 2018) PhD Course, Harvard Business School <ul style="list-style-type: none">▪ Teaching Fellow for PhD course on designing and running field experiments▪ Led sessions on methods, assisted in designing and preparing course materials, advised students on final research projects |

HBS 1760: The Online Economy (Spring 2016, Methods Session)
MBA Elective Curriculum, Harvard Business School

- Led session on methods (experimental and regression analysis)

PRESENTATIONS

The Value of Competitor Information: Evidence from a Field Experiment

2019 Academy of Management. Boston, MA.

2019 Consortium for Cooperation and Competition. Durham, NC.

2018 Behavioural Insights Team. Singapore

How Does Compliance Affect the Returns to Algorithms? Evidence from Boston's Restaurant Inspectors

2019 Academy of Management. Boston, MA.

2019 WEAI. San Francisco, CA.

2018 Workshop on Information Systems and Economics (WISE). San Francisco, CA.

2018 Tech Economics Conference (TEC). San Francisco, CA.

2018 Conference on Digital Experimentation (CODE@MIT). Boston, MA.

Nowcasting the Local Economy: Using Yelp Data to Measure Economic Activity at Scale

2018 INFORMS. Phoenix, AZ.

2018 Urban Economics Association Meeting. New York, NY.

2018 Society of Labor Economists Annual Meeting. Toronto, CA.

2018 Organization Science Winter Conference (Poster). Park City, UT.

2017 Conference on Digital Experimentation (CODE@MIT, Poster). Boston, MA.

2017 Stanford Institute for Economic Policy Research Economics Experiments in the Tech Industry (Poster). Palo Alto, CA.

Product Quality and Entering through Tying: Experimental Evidence

2018 EC '18 ACM Conference on Economics and Computation. Ithaca, NY.

2018 International Industrial Organization Conference. Indianapolis, IL.

Aligning Employee Effort to Strategic Change: The Role of Gift Exchange.

2017 Trans-Atlantic Doctoral Conference. London, United Kingdom.

2016 Behavioral Insights Student Group, Harvard University. Boston, MA.

INVITED CONSORTIA/WORKSHOPS

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| Sep 2019 | NBER Economics of Artificial Intelligence PhD Workshop (Planned) |
| Aug 2019 | STR Dissertation Consortium, Academy of Management |
| Mar 2017/8 | NBER Economics of Digitization PhD Workshop |
| Aug 2017 | BPS Doctoral Consortium, Academy of Management |
| June 2016 | Strategy Research Initiative PhD Workshop |

SERVICE

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| 2018 – Present | Student Advisory Board, The Digital Initiative, Harvard Business School |
| 2018 – Present | Organizer, Harvard Business School Digital Initiative Doctoral Workshop |
| 2017 – 2018 | Research Chair, Behavioral Insights Student Group, Harvard University |

INDUSTRY EXPERIENCE

Emerge Venture Lab

London, U.K.

Co-founder, Director, and Advisor (2010 – 2015)

- Co-founded and managed an early-stage venture accelerator for technology start-ups working on environmental and education issues, providing seed funding and mentorship
- Raised funding and fostered partnerships from various sources including high net worth individuals, Barclays Capital, Chelwood Capital, Boston Consulting Group, Deloitte, Ashoka, UnLtd, and the Skoll Centre for Social Entrepreneurship

Knewton, Inc

New York, NY

Product Manager (2011-2013)

- Built the vision and launched the first version of a direct-to-consumer adaptive learning platform personalizing the delivery of education using machine learning models trained on student data
- Developed long-term product goals and key performance indicators across the company

McKinsey & Company

New York, NY

Business Analyst (Summer 2009)

- Conducted due diligence on proposed transaction for leading private equity firm with \$25bn assets under management
- Analyzed financial valuations and revenue forecasts of independent broker-dealer businesses

RESEARCH EXPERIENCE

Yelp

San Francisco, CA

*Economics Research Intern (2016 – Present)***Stanford University (SIEPR)**

Palo Alto, CA

*Visiting Student Researcher (2016)***Massachusetts Institute of Technology**

Cambridge, MA

*Research Assistant for Daron Acemoglu (2013)***Harvard Business School**

Cambridge, MA

*Research Assistant for Ramon Casadesus-Masanell (2013), Forest Reinhardt (2010)***OTHER**

Languages: English (fluent), Korean (fluent), Spanish (basic proficiency), French (basic proficiency)*Programming:* Stata, Python, SQL, R, Matlab**SELECTED MEDIA COVERAGE**

Bloomberg, Wall Street Journal, Forbes, Washington Post, TIME Magazine, BusinessWire, The Atlantic's CityLab, Harvard Business Review, Vox

REFERENCES

Dennis A. Yao (*chair*)

Lawrence E. Fouraker Professor
Strategy Unit
Harvard Business School
Boston, MA 02163
(617) 495-6423
dyao@hbs.edu

Michael Luca

Lee J. Styslinger III Associate Professor
Negotiations, Organizations, and Markets Unit
Harvard Business School
Boston, MA 02163
(617) 495-8382
mluca@hbs.edu

Rebecca Henderson

John and Natty McArthur University Professor
Strategy and General Management Units
Harvard Business School
Boston, MA 02163
(617) 495-8014
rhenderson@hbs.edu

Amanda Pallais

Professor of Economics
Department of Economics
Harvard University
Cambridge, MA 02138
(617) 495-2151
apallais@fas.harvard.edu