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Kai Zhu

ACADEMIC POSITIONS

2022 - Now Assistant Professor, Bocconi University

2021 - 2022 Assistant Professor, McGill University

EDUCATION

2021 Ph.D. in Information Systems, Boston University

2015 M.A. in Economics, Indiana University

2013 B.A. in Economics, Peking University

2011 B.S. in Computer Science, Beijing Language and Culture University

RESEARCH INTERESTS

Digital Platforms, Economics of Technology, Text as Data

RESEARCH

PUBLICATIONS

Monetizing Platforms: An Empirical Analysis of Supply and Demand Responses to Entry Costs in Two-sided Markets

- with Qiaoni Shi (Bocconi) and Shrabastee Banerjee (Tilburg)
- Management Science (Forthcoming)

Negative Peer Feedback and User Content Generation: Evidence from a Restaurant Review Platform

- with Warut Khern-Am-Nual (McGill U) and Yinan Yu (U of Oklahoma)
- Production and Operation Management (2024)

If a Tree Falls in the Forest: Presidential Press Conferences and Early Media Narratives about the COVID-19 Crisis

o with Masha Krupenkin (Boston College), Dylan Walker (Chapman U), David Rothschild (Microsoft)

Journal of Quantitative Description (2022)

Content Growth and Attention Contagion in Information Networks: Addressing Information Poverty on Wikipedia

- with Dylan Walker (Chapman U) and Lev Muchnik (Hebrew U)
- Information Systems Research (2020)

WORKING PAPER

Machine-assisted Content Creation on Peer Production Platforms

- with Dylan Walker (Chapman U)
- Revise and Resubmit at Management Science

Estimating Demand for Firearms: Evidence from 4 million Online Transactions

with Jessica Kim (Bocconi)

The Economics of Digital Resistance in China

(SELECTED) WORK IN PROGRESS

Welfare Effects of Machine-assisted Content Creation

with Joel Waldfogel (U of Minnesota)

Learning from User-Product Interactions: A Representation Learning Approach

o with Qiaoni Shi (Bocconi) and Christian Hotz-Behofsits (WU Vienna)

AWARD AND GRANT

Award

Wikimedia Foundation Research Award of the Year 2021

Grant

Italy Ministry of University and Research Fund (PRIN) (2023-2025)

Role: Principal Investigator; Amount: Euro €227,708

Canada SSHRC Insight Grant (2022-2025)

• Role: Principal Investigator; Amount: CAD \$79,749

Wikimedia Research & Technology Fund (2022-2023)

Role: Principal Investigator; Amount: USD \$45,840

TEACHING

Large Language Models in Marketing Research (Average Rating: 10)

Spring 2024

Computational Applications in Marketing (Average Rating: 9.1)

o Fall 2022, Fall 2023, Fall 2024

Data Mining for Marketing, Business, and Society (Average Rating: 8.3)

Spring 2022, Spring 2023, Spring 2024

ACADEMIC SERVICE

Program Committee

- Workshop on Platform Analytics 2024/2025
- Workshop on Information Technology and System 2023/2024/2025
- Wiki Workshop 2023/2024
- Conference for Information System and Technology 2021

Associate Editor

- International Conference on Information Systems 2023/2024/2025
- Pacific Asia Conference on Information Systems 2024

Ad Hoc Reviewer

- Management Science
- MIS Quarterly
- Information Systems Research
- Production and Operations Management
- Journal of the Academy of Marketing Science

PRESENTATION AND INVITED TALKS

Machine-assisted Content Creation on Peer Production Platforms: Insights from Machine Translation on Multilingual Wikipedia

- Wiki Workshop 2022
- o McGill University Annual Research Event 2022
- Statistical Challenges in E-commerce Research 2022
- Wikimedia Foundation Language Team 2022
- Workshop on Information Technologies and Systems 2022
- Statistical Challenges in E-commerce Research 2023
- Wikimania 2023

- Workshop on Information Systems and Economics 2023
- Digital Economy Workshop 2024
- Munich Summer Institute 2024
- o Bocconi Marketing Department Research Camp 2024
- Mapping and Governing the Online World 2024
- Wikimedia Research Showcase 2024
- INFORMS Annual Meeting 2024
- Vienna University of Economics and Business 2024
- o HEC Lausanne 2024

Monetizing Your Platform: Understanding the Supply and Demand Responses to Entry Cost in Two-sided Markets

- Conference of Digital on Experimentation 2021*
- Bocconi University 2022
- Singapore Management University 2022*
- Indian Institute of Management 2022*
- European Marketing Academy Annual Conference 2022*
- Conference for Customer Journey in a Digital World 2022*
- Statistical Challenges in E-commerce Research 2022
- Workshop on Information Systems and Economics 2022*
- Hawaii International Conference on System Sciences 2023
- London Business School 2023*
- University College London 2023*
- Imperial College London 2023*
- Workshop on Platform Analytics 2024*

Content Growth and Attention Contagion in Information Networks: Addressing Information Poverty on Wikipedia

- World Wide Web Conference 2017
- Conference on Digital Experimentation 2017
- Workshop of Information System and Economics 2017
- Statistical Challenge of e-Commerce Research 2018
- Harvard Business School 2018
- Workshop on Experimental and Behavioral Economics in Information Systems 2019
- Wiki Workshop 2020
- Microsoft Research NYC 2020
- McGill University 2020
- Wikimedia Research Showcase 2021

Negative Peer Feedback and User Content Generation: Evidence from a Restaurant Review Platform

American Conference on Information Systems 2021

- Statistical Challenge of e-Commerce Research 2021
- Conference for Information Systems and Technologies 2021*

If a Tree Falls in the Forest: COVID-19, Media Choices, and Presidential Agenda Setting

- International AAAI Conference on Web and Social Media 2020*
- Politics and Computational Social Science (PaCSS) Conference 2020*
- o Boston University Institute for Health System Innovation and Policy 2020

How Media Ownership Impacts Information Skews: A Study of Televised News Using Massive-Scale Text Transcripts

- Politics and Computational Social Science 2018
- o Statistical Challenge of e-Commerce Research 2019
- Workshop on Information Systems and Economics 2019
- Boston University 2020
- Microsoft Research NYC 2020
- *: presented by a coauthor