Office 4.d1.09 Via Guglielmo Röntgen 1, Milano, Italy ⊠ kai.zhu@unibocconi.it '• https://kaizhu.me

# 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

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

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

- o 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**

The Distributional Impact of AI Deployment in Decentralized Knowledge Platforms

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

Learning from User-Product Interactions: A Representation Learning Approach

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

## WORK IN PROGRESS (SELECTED)

The Welfare Effect of Al-Powered Multilingual Content

with Joel Waldfogel (U of Minnesota)

Customer Journey with AI Search

with Qiaoni Shi (Bocconi)

Gun Violence, Information Exposure, and Demand for Firearms

with Jessica Kim (Bocconi)

## 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 for Market Research (Average Rating: 10)

Spring 2024

Computational Applications in Marketing (Average Rating: 9.1)

o Fall 2022, Fall 2023, Fall 2024

Data Mining for Business Analytics (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

#### The Distributional Impact of AI Deployment in Decentralized Knowledge Platforms

- Wiki Workshop 2022
- 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
- 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
- HEC Lausanne 2024

# Monetizing Platforms: An Empirical Analysis of Supply and Demand Responses to Entry Costs 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\*
- Creator Economy Retreat 2025\*

# 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\*
- 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
- 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