

Minghao Wang (He/him/his)

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RESEARCH INTEREST

Marketing Strategy, Modeling, Digital Marketing, Customer Satisfaction, Data Driven Decision.

EDUCATION

Doctor of Philosophy (Ph.D.) in Marketing August 2024– **Expected** August 2029
Eli Broad College of Business, Michigan State University, East Lansing, MI

Master of Science (M.S.) in Management Business Analytics and Intelligence August 2021 – May 2023
Weatherhead School of Management (WSOM), Case Western Reserve University, Cleveland, OH

Master of Science (M.S.) in Marketing Research August 2019 – August 2020
Eli Broad College of Business, Michigan State University, East Lansing, MI

Bachelor of Arts (B.A.) in Psychology May 2018 – August 2019
College of Social Science, Michigan State University, East Lansing, MI

- Exchanged at University of Kent in United Kingdom to study Psychology in B.S.

Bachelor of Arts (B.A.) in Supply Chain Management August 2013 – May 2018
Eli Broad College of Business, Michigan State University, East Lansing, MI

- #1 Ranked SCM undergraduate & graduate program in United States
- Minor: Economics

PUBLICATIONS

N/A

WORKING PAPERS

THE IMPACT OF TOP MANAGEMENT TEAM MARKETING EXPERIENCE ON BORN-GLOBAL FIRMS
 SOCIAL MEDIA RESTRICTIONS AND MINORITY-OWNER BUSINESS

RESEARCH EXPERIENCE

Modeling the Impact of Promotion Strategies on Sales Performance: The Case of JD.com April 2022 - December 2022

- Data Extraction and Management:** Extracted intensive data around product information, promotion records, sales performance, customer characteristics and behaviors from JD.com, a popular e-commerce platform in China. Cleaned the data and built a large dataset.
- Exploratory Data Analysis:** Examined the potential associations among promotion events, product type, customer characteristics, and sales performance.
- Predictive Model:** Fitted various predictive models (e.g., linear regression, random forest, gradient boosted, etc.) to the training data and compared their performance using the test data. Built a predictive model which may help the platform to select the appropriate promotion strategies to maximize sales performance.

Evaluating the Effectiveness of Market Spending on Different Media Channels April 2022 - December 2022

- Data Extraction:** Extracted data from a secondary dataset on the history of company performance and market spending of an auto sales website.
- Data Analysis:** Conducted measurement analysis to select appropriate indicators of market spending on different media channels, including video, audio, newspapers, print & digital publications, out-of-home, and social media. Evaluating the relative importance of market spending on different media channels for predicting revenue and website visit counts.

Understanding College Students' Rental Preferences to Enhance the Business Model of a Leasing Broker Company May 2020 - August 2020

Master's Degree Capstone Project, Michigan State University

- **Qualitative Interview and Analysis:** Designed an interview guide and conducted semi-structured **in-depth interviews** to survey 12 college students' rental preferences. Analyzed the interview transcript using **thematic and content analysis**.
- **Quantitative Measurement Development:** Developed a Likert-scale questionnaire based on the qualitative interview. Collected data from 50 participants and tested the measurement properties through **reliability and validity analysis**. Refined the questionnaire based on the results.
- **Quantitative Data Collection and Analysis:** surveyed 421 college students about their rental preferences and actual rental choices. Explored the underlying driving factors of rental preferences through **factor analysis**. Identified the significant apartment characteristics that could predict actual rental choices through **linear regression**. Compared the rental preferences between domestic and international students through **t-test and multigroup analysis**.
- **Business Implication:** Applied the results to analyze the business model of the HooliHome company, a local leasing broker. Wrote a report highlighting key findings of the project and recommendations for the company to enhance their business model. Delivered a presentation to the company executives.

User Experience Analysis of a Mobile Application

January 2020 - May 2020

- Employed a mixed-method approach to analyze the user experience of OodlesDeals, a mobile application that provides a social platform for users to connect with their friends.
- **Qualitative Interview and Analysis:** designed and conducted semi-structured **in-depth interviews** with 73 participants. Analyzed the data using **content analysis**.
- **Quantitative Survey and Analysis:** developed a quantitative questionnaire and surveyed 496 college students about their preferences of the application features of OodlesDeals. Analyzed the data using factor analysis, cluster analysis, and linear regression.
- **Business Implication:** wrote a report highlighting key findings and improvement recommendations for the OodlesDeals operating team. Delivered a presentation to the CEO of OodlesDeals and other executives.

Brand Repositioning Strategies for a Grocery Store Chain

August 2019 - December 2019

- Conducted a comprehensive analysis of D&W Fresh Market, a local grocery store chain. Developed brand repositioning strategies for it.
- **Observational Research:** visited the stores and collected data on consumer profile, product placement, service quality, promotional strategies, and consumer needs.
- **Customer Experience Interview:** designed and conducted in-depth interviews with 13 customers.
- **SWOT Analysis:** adopted the SWOT framework to analyze the observational data, interview data, and other materials.
- **Brand Repositioning Strategies:** proposed brand repositioning strategies based on the analysis, with specific recommendations on product structure and placement, service quality, promotional strategies, and customer relationship.
- **Unique Value Proposition:** redesigned the proposition and slogan for D&W Fresh Market.
- **Business Implication:** delivered a presentation to the D&W Fresh Market management team.

PROFESSIONAL EXPERIENCE

Procurement and Distribution Services, Case Western Reserve University, Cleveland, OH

Oct 2023 – April 2024

PDS Customer Care Project Analyst & Pcard, WEX card Admin

- **Form Design:** Revamped multiple supplier information forms, streamlining processes and improving workflow efficiency for the University.
- **Customer Service Project:** Managed customer service projects and implemented process improvements to enhance customer satisfaction and operational efficiency. Work with CPO on minor project tasks. Understand the PDS business flow and its supporting ERP system.
- **Team Work:** Collaborated with cross-functional teams to develop and implement best practices and standards for customer service quality and compliance.

- **Purchase Cards & WEX Fuel Cards Admin:** Managed University Purchase cards, department cards, and fuel cards; troubleshot individual accounts; investigated problems; and ensured the accurate monthly closing of the corporate account.
- **Data Analysis:** Analyzed university purchase history and amount, managed the risk, and monitored the expenses by group and individual. Troubleshooting the spend control profiles and fixed a couple of big group spend profiles.

CWRU Procurement and Distribution Services, Case Western Reserve University, Cleveland, OH July 2022 – May 2023

Data Analyst Internship

- **Data Management:** collected data and created datasets for bid events and email responses.
- **Data Analysis:** using Python and R studio analyzed bid responses and identified supplier consolidation opportunities. Analyzed emails to identify common reasons for internal customer emails.
- **Data Visualization:** created dashboards and presented dynamic metrics to facilitate the operations.

DOCTORAL COURSEWORK

Major (15 credits):

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| • MKT 907 Statistical Models in Marketing (Fall 2024) | Dr. Suman Basuroy |
| • MKT 910 Marketing Theory and Critical Analysis (Spring 2026) | Dr. Ahmet H. Kirca |
| • MKT 911 Seminar in Marketing Strategy (Spring 2026) | Dr. G. Tomas M. Hult |
| • MKT 912 Seminar in Buyer Behavior (Spring 2025) | Dr. Hanyong Park |
| • MKT 913 Seminar in Judgment and Decision (Fall 2025) | Dr. Jorge Pena Marin |

Research Methods (12 credits):

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| • MKT 902 Pro-Seminar in Marketing (Spring 2025) | Dr. G. Tomas M. Hult & Dr. Hang Nguyen |
| • ITM 881 Network Analytics (Fall 2025) | Dr. Anjana Susarla |
| • ITM 885 Machine Learning and Optimization in Analytics (Fall 2025) | Dr. Quan Zhang |
| • MGT 906 Seminar in Organizational Research Methods (Audit) (Fall 2025) | Dr. Ji Koung Kim |
| • PLS 900: Research Seminar in Political Methodology (Spring 2026) | |

Minor Field (12 credits):

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| • MKT 940 International Business Theory (Fall 2024) | Dr. Ahmet H. Kirca |
| • EC Intro to Econometric Methods (Fall 2024) | Dr. Antonio Galvao |
| • EC Advanced Econometric Methods (Spring 2025) | Dr. Tim Vogelsang |
| • CEP 820 Teaching and Learning Online (Summer 2025) | Dr. Anne Heintz |

TEACHING EXPERIENCE

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| • MKT (Marketing) 327: Introduction to Marketing | Summer 2025 |
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CONFERENCE PRESENTATION AND INVITED TALKS

Wang, Minghao*, “The Impact of Top Management Team Marketing Experience on Born-Global Firms”. *2025 AMA Summer Academic Conference* – Poster, @Chicago, IL, USA

RELEVANT SKILLS

- **Programming and Data Analysis:** Python, SQL, R, Stata, SPSS & SPSS Modeler, Tableau
- **Business Analytics and Intelligence:** Arena, @Risk, Qualtrics, Mintel, Passport, Fitch, MarketLine
- **Language:** Mandarin (native), English (fluent)
- **Editing:** Microsoft Office, Adobe Photoshop, Adobe Lightroom, Final Cut Pro

CERTIFICATIONS AND CONTINUING EDUCATION

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| • Programming for Everybody (Getting Started with Python), University of Michigan, Coursera. | Completed April 2018 |
| • Certificate of Competence in SQL, Master of Business Analytics and Intelligence Program. | Completed April/2022 |

LEADERSHIP AND VOLUNTEER EXPERIENCE

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| • Student Member, MSU Supply Chain Management Association, Michigan State University | Spring 2015 – Spring 2018 |
| • Volunteer Member, National Panda Base, Chengdu, China | Summer 2017 |
| • Volunteer, MSU Homecoming, Michigan State University. | October 2017 |

AWARDS AND HONORS

Awards and Consortia Fellow

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| Donald A. and Shirley M. Taylor Research Excellence Award, Michigan State University | Fall 2024 – Spring 2025 |
| Scholarship Award, Weatherhead School of Management, Case Western Reserve University | Fall 2021 – Spring 2023 |

Fellowship and Scholarships

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| Colleges Online Learning Academy (COLA) Fellowship, Michigan State University | Summer 2025 |
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INTERESTS

- International travel (Have been to 44 countries and regions)
- Photography (Aurora, Night Sky, Milky Way, Landscape)
- SCUBA Diver with **PADI** Open Water & Advanced Open Water Certificate
- FreeDiver with **SSI** Level 1 Freediving Certificate
- Hiking, Route trip, and Train Trip
- Musical Instrument: Piano, Electronic Keyboard
- American National Parks (Have been to 45 out of 63 US National Parks)
- Arts: Musical, Museums, Painting, Sculpture, and Architecture