

# SAI CHAND CHINTALA

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## EDUCATION

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<b>Cornell University</b> Ph.D. in Marketing	2025 (expected)
<b>Indian Institute of Management Lucknow</b> MBA	2012
<b>National Institute of Technology Warangal</b> B.Tech. in Electrical Engineering	2004

## WORKING PAPERS

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**Browsing the Aisles or Browsing the App? How Online Grocery Shopping is Changing What We Buy**

with Jūra Liaukonytė, and Nathan Yang *Under 2<sup>nd</sup> round review at Marketing Science*

**Is Online Grocery Retailing in Developing Markets Only for the Rich? Evidence from India**

with Vishal Narayan and Vrinda Kadiyali *Under review at Journal of Marketing*

## WORK IN PROGRESS

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**The Economic Impact of Minority Ownership Labels**

with Muzeeb Shaik

**When Markets Collide: An Analysis of Cross-Market Listings on Consumer Response**

with Jūra Liaukonytė and Dominykas Šeputis

## AWARDS, HONORS AND GRANTS

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<b>AMA-Sheth Doctoral Consortium Fellow</b>	2023
<b>ISMS Doctoral Consortium Fellow</b>	2023
<b>AMA Retail and Pricing SIG Doctoral Student Award</b>	2023
<b>Marketing Science Institute Research Grant (\$5,000) with Muzeeb Shaik</b>	2022
<b>Byron E. Grote Johnson Professional Scholarship</b>	2022

## CONFERENCE PRESENTATIONS

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\* – Presenter

*“Browsing the Aisles or Browsing the App? How Online Grocery Shopping is Changing What We Buy”*  
- Sai Chand Chintala, Jura Liaukonyte and Nathan Yang

- Winter AMA Conference, 2023\*
- Marketing Science Conference, 2022\*
- Trans-Atlantic Doctoral Conference, 2022\*
- NBER Summer Institute, Economics of IT and Digitization Workshop, Lightning round, 2022

## TEACHING

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NBA 6921: Machine Learning Applications in Business (Instructor Rating 4.6/5)	2022
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## INVITED WORKSHOPS

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NBER Digitization Workshop, Washington DC	2022
Quantitative Marketing and Structural Econometrics Workshop, Kellogg School of Management	2019
Machine Learning Workshop, Carnegie Mellon University	2019

## SERVICE

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Reviewer, Management Science Reproducibility Project	2023
Author, L <sup>A</sup> T <sub>E</sub> X Template for AMA journals	2022

## ACADEMIC EXPERIENCE

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Research Associate, Indian School of Business