

# SAI CHAND CHINTALA

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## EDUCATION

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**Cornell University**

Ph.D. in Marketing

2025 (expected)

**Indian Institute of Management Lucknow**

MBA

2012

**National Institute of Technology Warangal**

B.Tech. in Electrical Engineering

2004

## PUBLICATIONS

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**Browsing the Aisles or Browsing the App? How Online Grocery Shopping is Changing What We Buy** <sup>†</sup>

with Jūra Liaukonytė, and Nathan Yang *Accepted, Marketing Science*

## WORKING PAPERS

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

with Vishal Narayan and Vrinda Kadiyali *Reject & Resubmit 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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**AMA-Sheth Doctoral Consortium Fellow**

2023

**ISMS Doctoral Consortium Fellow**

2023

**AMA Retail and Pricing SIG Doctoral Student Award**

2023

**Marketing Science Institute Research Grant (\$5,000) with Muzeeb Shaik**

2022

**Byron E. Grote Johnson Professional Scholarship**

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

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<sup>†</sup>indicates equal co-authorship

## 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