

SAI CHAND CHINTALA

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SC Johnson Graduate School of Management, Cornell University
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EDUCATION

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

WORKING PAPERS

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

with Jūra Liaukonytė, and Nathan Yang *Invited for 3rd 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 *Reject & Resubmit at Journal of Marketing*

WORK IN PROGRESS

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

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

* – 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

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

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

Reviewer, Management Science Reproducibility Project	2023
Author, \LaTeX Template for AMA journals	2022

ACADEMIC EXPERIENCE

Research Associate, Indian School of Business