

# Vineet Kumar

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EMPLOYMENT	Yale School of Management	New Haven, CT
	Associate Professor of Marketing	07/2020 - current
	Faculty Fellow, Yale Center for Customer Insights	
	Assistant Professor of Marketing	07/2014 - 07/2020
	Harvard Business School	Boston, MA
	Assistant Professor of Business Administration	07/2010 - 06/2014
	Visiting Scholar	07/2014 - 12/2014
EDUCATION	Carnegie Mellon University	Pittsburgh, PA
DEGREES	Doctor of Philosophy, Industrial Administration	
	Master of Science, Industrial Administration	
	Indian Institute of Technology, Madras	Chennai, India
	Bachelor of Technology	
SUBSTANTIVE INTERESTS	Digital Economy, Networks	
METHODOLOGICAL INTERESTS	Structural Models & Causal Inference, Theory-based Machine Learning	
PUBLICATIONS & PAPERS IN ADVANCED REVIEW	Spatial Distribution of Access to Service: Theory and Evidence from Ridesharing. Soheil Ghili, Vineet Kumar and Fei Teng, Accepted at <i>Management Science</i>	
	- Proceedings of the 21st ACM Conference on Economics and Computation (2020)	
	Nonparametric Pricing Bandits Leveraging Informational Externalities to Learn the Demand Curve. Ian Weaver, Vineet Kumar and Lalit Jain, Accepted at <i>Marketing Science</i>	
	Generative Interpretable Visual Design: Using Disentanglement for Visual Conjoint Analysis. Ankit Sisodia, Alex Burnap and Vineet Kumar, Forthcoming at <i>Journal of Marketing Research</i>	
	- Finalist, American Statistics Association Section on <i>Statistics in Marketing</i> Award (2023)	
	- Winner, INFORMS Society for Marketing Science Dissertation Award (2023)	
	A Theory-Based Explainable Deep Learning Architecture for Music Emotion. Hortense Fong, Vineet Kumar and K. Sudhir, Forthcoming at <i>Marketing Science</i>	
	- Winner, American Statistics Association Section on <i>Statistics in Marketing</i> Award (2022)	
	- Winner, Alden Clayton Dissertation Award, Marketing Science Institute (2022)	
	Can Random Friends Seed More Buzz and Adoption? Leveraging the Friendship Paradox. Vineet Kumar and K. Sudhir, Forthcoming at <i>Management Science</i>	

Demand Estimation for Subscriptions: Identifying Willingness to Pay without Price Variation. Cheng Chou and Vineet Kumar. *Marketing Science*. (2024) 43(4) 797–816

On the Friendship Paradox and Inversity: A Network Property with Applications to Privacy-sensitive Network Interventions. Vineet Kumar, David Krackhardt and Scott Feld, *Proceedings of the National Academy of Sciences*. (2024), 121 (30) e2306412121

Health Care Workers’ Reluctance to Take the Covid-19 Vaccine: A Consumer-Marketing Approach to Identifying and Overcoming Hesitancy. Brita Roy, Vineet Kumar and Arjun Venkatesh, *New England Journal of Medicine Catalyst*. (2020), 1 (6)

Designing Pricing Strategy for Operational and Technological Change. Vineet Kumar and Yacheng Sun, *Management Science*. (2020), 66 (6) 2291-2799

Estimating Dynamic Discrete Choice Models with Aggregate Data: Properties of the Inclusive Value Approximation. Tim Derdenger and Vineet Kumar. **Lead Article**, *Quantitative Marketing and Economics*. (2019), 17 (4), 359-384

Linear Estimation of Aggregate Dynamic Discrete Demand for Durable Goods without the Curse of Dimensionality. Cheng Chou, Tim Derdenger and Vineet Kumar. *Marketing Science*. (2019), 38(5), 888-909

Match Your Own Price? Self-Matching as a Multichannel Retailer’s Pricing Strategy. Pavel Kireyev, Vineet Kumar and Elie Ofek. *Marketing Science*. (2017), 36 (6), 908-930

“Predicting Customer Value using Clumpiness” – Commentary. Vineet Kumar and Kannan Srinivasan. *Marketing Science*. (2015), 34 (2), 209-217

Structural Models of Complementary Choices. Steve Berry, Ahmed Khwaja, Vineet Kumar, Andres Musalem, Ken Wilbur, Greg Allenby, Bharat Anand, Pradeep Chintagunta, Michael Hanemann, Przemek Jeziorski and Angelo Mele. *Marketing Letters*. (2014), 25 (1), 245–256

Making “Freemium” Work. Vineet Kumar. *Harvard Business Review*. (2014), 92 (5), 27-29

The Dynamic Effects of Bundling as a Product Strategy. Tim Derdenger and Vineet Kumar. **Lead Article**, *Marketing Science* (2013), 32 (6), 827-859

Competitive Product Strategy for Open Source Software. Vineet Kumar, Brett Gordon and Kannan Srinivasan. *Marketing Science*. (2011), 30 (6), 1066-1078

Structured Superpeers: Leveraging Heterogeneity to Provide Constant-time Lookup. Alper Mizrak, Yucheng Cheng, Vineet Kumar and Stefan Savage. *IEEE Workshop on Internet Applications*, 2003

#### WORKING PAPERS

Designing Freemium: Strategic Balancing of Growth and Monetization. Clarence Lee, Vineet Kumar and Sunil Gupta, Major Revision at *Marketing Science*

- Winner, INFORMS Society for Marketing Science Doctoral Dissertation Proposal Award
- Winner, Alden Clayton Award, Marketing Science Institute

Unveiling the Impact of Within-Content Engagement Information: Evidence from a Natural Experiment on YouTube. Keyan Zhu and Vineet Kumar, Major Revision at *Marketing Science*

Pay Now or Wait to Unlock? Cliffhangers and Monetization of Serialized Media. Peter Lee, Vineet Kumar and K. Sudhir, *Under Review*

Fairness for AUC via Feature Augmentation, with Hortense Fong, Anay Mehrotra and Nisheeth Vishnoi

- Proceedings of the ACM Conference on Fairness, Accountability, and Transparency - FAccT (2022)

#### WORKS IN PROGRESS

Market Structure Mapping with Visual Characteristics. Ankit Sisodia, Vineet Kumar and Alex Burnap

Intertemporal Price Discrimination for Serialized Products. Peter Lee, Vineet Kumar and K. Sudhir

Designing Freemium and Free Trials for Digital Platforms: Insights from a Field Experiment. Ian Weaver, Vineet Kumar and Sreelata Jonnalagedda

Targeting Digital Ads based on Emotion. Hortense Fong, Vineet Kumar and Ravi Dhar

Dynamics of Product Line Sequencing, with Tim Derdenger

#### CASES

Mastercard: Marketing Transformation for a New World. Jean Rosenthal, Ravi Dhar, Vineet Kumar and Amy Wrzesniewski and Jaan Elias, Yale SOM Raw Case *18-013* (2018)

The New York Times Paywall. Vineet Kumar, Bharat Anand, Sunil Gupta, and Felix Oberholzer-Gee (HBP Case *512-077*)

- Case Center Award for “Best Case in Marketing” (2016)
- Harvard Business Publishing *Most Popular*
- Harvard Business Publishing *Premier Case Collection*
- Translated into Portugese and Chinese

The New York Times Paywall Teaching Note, with Sunil Gupta (HBP Teaching Note *512-099*)

Healthymagination at GE Healthcare Systems. Vineet Kumar and V. Kasturi Rangan (HBP Case *512-039*)

- Harvard Business Publishing *Most Popular*

Healthymagination at GE Healthcare Systems, (HBP Teaching Note *512-105*)

#### ADADEMIC SERVICE

Senior Editor, *Production and Operations Management*, 2024-

Editorial Board, *Marketing Science*, 2014-2021

Referee at *Marketing Science*, *Management Science*, *Journal of Marketing Research*, *Operations Research*, *RAND Journal of Economics*, *Journal of Economics and Management Strategy*, *Information Systems Research*, *Journal of Marketing*, *International Journal of Research in Marketing*, *Production and Operations Management*

Reviewer for MSI Dissertation Award (multiple years)

Review Committee, Yale Customer Insights Conference, New Haven, CT (multiple years)

Co-chair for Digital Marketing Track at *AMA’s Winter Marketing Educators’ Conference*, Orlando, FL (02/2014)

Conference Advisory Committee, Interdisciplinary Conference on Marketing, Strategy, and Information Systems, Shanghai, China (08/2013)

Co-chair for Invited Session on Complementary Choices at *Ninth Invitational Choice Symposium*, Erasmus School of Economics, Noordwijk, The Netherlands (06/2013)

AWARDS &  
HONORS

Marketing Science Service Award (2021)  
MSI Young Scholar Award (2021)  
Management Science Meritorious Service Award (2018)  
Management Science Meritorious Service Award (2016)  
Case Center Award for Best Case in Marketing (2016)  
William W. Cooper Doctoral Dissertation Award, CMU  
Gérard Cornuéjols Fellowship, CMU  
Cylab Fellowship, CMU  
William Larimer Mellon Fellowship, CMU  
Certificate of Merit, Indian Institute of Technology

INVITED  
PRESENTATIONS

University of California, Berkeley, Fall 2025 (scheduled)  
Boston College Distinguished Scholar Series, Spring 2025 (scheduled)  
Northeastern University, 11/2024  
Santa Clara University, 03/2024  
Stanford University, 03/2024  
Dartmouth College, 01/2024  
AIM-AMA Sheth Foundation Doctoral Consortium (2023)  
University of Minnesota, 11/2023  
Indian Institute of Management – Bangalore, 08/2023  
Indian School of Business, 08/2023  
University of Illinois at Urbana Champaign, 05/2023  
University of Texas, Dallas, 04/2023  
Yale School of Management Faculty Seminar, 04/2023  
Carnegie Mellon University, 03/2023  
University of Texas, Austin, 04/2021  
Washington University at St. Louis, 01/2020  
Yale University Quantitative Marketing Talk, 09/2019  
Washington University at St. Louis, 09/2019  
University of Chicago, Vithala R. Rao Celebratory Symposium, 08/2019  
Massachusetts Institute of Technology, 04/2019  
University of California, San Diego, 04/2019  
University of Toronto, 02/2019  
Yale Computational Social Science Seminar, 10/2017  
University of Texas, Austin, IROM Seminar Series, 10/2017  
Duke University, 04/2017  
Columbia University, 03/2017

Emory University, 03/2017  
 Yale SOM Internal Faculty Seminar, 04/2016  
 Yale Institute of Network Science, 12/2015  
 Yale SOM Faculty Seminar Series, 04/2015  
 Cornell University, 12/2014  
 University of Connecticut, 11/2014  
 Yale Center for Customer Insights, Board Meeting, 10/2014  
 University of Chicago, 03/2014  
 Stanford University, 02/2011  
 Emory University, 09/2009  
 Georgia Institute of Technology, 09/2009  
 University of Rochester, 09/2009  
 McGill University, 09/2009  
 University of Southern California, 09/2009  
 Temple University, 09/2009  
 Ohio State University, 09/2009  
 Yale University, 09/2009  
 New York University, 09/2009  
 Columbia University, 09/2009  
 University of California, Berkeley, 10/2009  
 Harvard University, 11/2009  
 Northwestern University, 09/2009  
 Dartmouth College, 10/2009  
 Washington University, 10/2009  
 Texas A&M University, 09/2009  
 Purdue University, 11/2009

INVITED  
 DISCUSSANT

*UT Dallas FORMS Conference*, University to Texas, Dallas, 03/2023  
*Virtual Quantitative Marketing Seminar*, 11/2022 (panelist)  
*Summer Institute in Competitive Strategy*, University of California, Berkeley, 08/2021  
*Summer Institute in Competitive Strategy*, University of California, Berkeley, 06/2019  
*Summer Institute in Competitive Strategy*, University of California, Berkeley, 06/2017  
*UT Dallas FORMS Conference*, University to Texas, Dallas, 03/2017  
*Quantitative Marketing and Economics*, Massachusetts Institute of Technology, 09/2015  
*Quantitative Marketing and Economics*, University of Southern California, 09/2014  
*Summer Institute in Competitive Strategy*, University of California, Berkeley, 07/2014  
*Yale China India Conference*, New York, 09/2013

*UT Dallas FORMS Conference*, University to Texas, Dallas, 02/2013  
*Yale China India Conference*, Yale University, 08/2012  
*Quantitative Marketing and Economics*, University of Rochester, 09/2011  
*Summer Institute in Competitive Strategy*, University of California, Berkeley, 07/2011  
*Marketing and Industrial Organization*, Yale University, 04/2011

SELECTED  
 CONFERENCE  
 PRESENTATIONS

Marketing Science Conference (regular, almost every year)  
 Northeast Marketing Conference, 09/2023  
 Marketing Dynamics Conference, 09/2023  
 Summer Institute in Competitive Strategy, 06/2023  
 Artificial Intelligence, Machine Learning, and Digital Analytics Conference – Invited Keynote, 12/2022  
 UT Dallas FORMS Conference, 03/2019  
 Marketing Dynamics Conference, 07/2018  
 Four School Conference (NYU, Wharton, Columbia and Yale), 04/2017  
 Business Analytics Meeting, 12/2017  
 Marketing and Industrial Organization Conference, 04/2015  
 Marketing Dynamics Conference, 07/2016  
 Business Analytics Conference, Miami, FL, 11/2013  
 Ninth Invitational Choice Symposium, Noordwijk, The Netherlands, 06/2013  
 Sunbelt – Social Networks Conference of the International Network for Social Network Analysis, Newport Beach, CA, 04/2016  
 International Symposium on Social Communication – Invited Plenary, University of Chile, Santiago, Chile, 07/2012  
 8th Invitational Choice Symposium, Key Largo, FL, 05/2010

TEACHING

*Yale School of Management, Yale University*  
 PhD: Seminar in Marketing (2015-current, taught by all faculty in quantitative marketing)  
 MBA Elective: Artificial Intelligence: Strategy + Marketing (2022-)  
 MBA Elective: Digital Strategy (2015-current)  
     - Taught to MBA, Executive MBA and Master of Management Studies (Global Business and Society)  
 PhD: Empirical Models of Networks (2016)  
 MBA Core: Customer (2015-2016)  
 Executive Education:  
     - Technology & Strategy, Executive MBA Students from Fudan University (2015)  
     - BearingPoint Senior Managers Program (2015)

*Harvard Business School, Harvard University*

MBA: Marketing (Required Curriculum, Fall 2010 - Fall 2013)

Executive Education:

- Marketing for Law Firms, Harvard Law School (2014, 2013)
- Strategic Marketing Management (2013)
- Business Marketing Strategies (2013)
- Digital and Social Strategies (2013)
- Taking Marketing Digital (2012)

Doctoral: Marketing Models (Required Curriculum, Spring 2013)

*Tepper School of Business, Carnegie Mellon University*

*Instructor: Marketing I (Undergraduate Core, Summer 2009)*

STUDENT  
ADVISING

Current: Peter Lee, Keyan Zhu

2023: Ankit Sisodia (PhD Candidate, Yale School of Management), Co-Chair of Dissertation Committee (Initial Placement: Purdue University)

- Winner, INFORMS Society for Marketing Science Doctoral Dissertation Proposal Award (2023)
- Finalist, American Statistical Association Section on Statistics in Marketing Award (2023)

2023: Ian Weaver (PhD Candidate, Yale School of Management), Chair of Dissertation Committee (Initial Placement: National University of Singapore)

2022: Hortense Fong (PhD Candidate, Yale School of Management), Co-Chair of Dissertation Committee (Initial Placement: Columbia University)

- Winner, American Statistical Association Section on Statistics in Marketing Award (2023)
- Winner, Alden Clayton Dissertation Award, Marketing Science Institute (2022)

2021: Minkyu Shin (PhD Candidate, Yale School of Management), Dissertation Committee (Initial Placement: City University of Hong Kong)

2018: Minkyung Kim (PhD Candidate, Yale School of Management), Dissertation Committee (Initial Placement: University of North Carolina)

2017: Navid Mojir (PhD Candidate, Yale School of Management), Dissertation Committee (Initial Placement: Harvard Business School)

2015: Samuel Shleifer (Yale Economics Undergraduate), Senior Essay Advisor

- Winner, Ellington Prize for Best Senior Essay in Finance

2014: Clarence Lee (Doctoral Candidate, HBS), Co-Chair of Dissertation Committee (Initial Placement: Cornell University)

- Winner, INFORMS Society for Marketing Science Doctoral Dissertation Proposal Award (2013)
- Winner, Alden Clayton Award, Marketing Science Institute (2013)

2013: Pavel Kireyev (Doctoral Candidate, HBS), Field Exam Committee

2012: Lingling Zhang (Doctoral Candidate, HBS), Field Exam Committee

MEDIA MENTIONS	Wall Street Journal, “Social Media Platforms Are Asking Users for Money. They Probably Don’t Mean You,” by Laura Forman March 24, 2023
	Yale Insights, Three Questions: Prof. Vineet Kumar on Facebook’s Move into Cryptocurrency, June 2019
	NPR Marketplace, App sales plateau in the age of ‘freemium’, by Tim Fitzsimons, Feb 6, 2015
	Forbes, For ‘Freemium’ Companies, What Are Non-Paying Consumers’ Real Value, by Ava Seave, August 28, 2014
	Forbes, New Research Helps Find The Perfect Strategy For ‘Freemium’ Business Models, by Ava Seave, August 27, 2014
	Forbes, “Product Bundling is a Smart Strategy – But There’s a Catch”, by Dina Gerdeman , January 18, 2013
	International Business Times, “Something For Nothing: How The Videogame Industry Is Adapting To A ‘Freemium’ World” by Yannick LeJacq, September 15, 2012
	Wall Street Journal, “When Freemium Fails”, by Sarah Needleman and Angus Loten August 22, 2012
	Science Daily, “Benefits of the Open Source Software Market Identified”, Aug 16, 2011
INSTITUTIONAL SERVICE	<i>Faculty Recruiting Committee</i> , Yale School of Management, 2014-current (many years)
	<i>PhD Recruiting Committee</i> , Yale School of Management, 2014-current (many years)
	<i>Faculty Recruiting Committee</i> , Harvard Business School, 2010-2013
	<i>Doctoral Recruiting Committee</i> , Harvard Business School, 2010-2013
PROFESSIONAL AFFILIATIONS	Member: American Marketing Association, INFORMS, American Economic Association

Last Updated: January 2025