

# Mingrui (Ray) Zhang

Dempsey Hall (DEM) 203A, 4273 E Stevens Way NE, Seattle, WA 98195

Phone: (217) 898 2907, Email: mingruizhang94@gmail.com

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EDUCATION	<b>University of Washington, Michael G. Foster School of Business</b> Doctor of Philosophy in Business Administration, Operations Management Minors: Information Systems, Economics Research Methods Advisors: Yong Tan, Shi Chen	June 2024 (Expected)
	<b>Columbia University</b> Master of Arts in Economics	Dec 2018 GPA 3.80/4.00
	<b>University of Illinois at Urbana-Champaign</b> Bachelor of Science in Mathematics and Economics Graduated with High Distinction in Mathematics and Distinction in Economics	May 2017 Major GPA: 3.92/4.00
RESEARCH INTERESTS	<b>Research Focus</b> Retail platform, Online reviews, Consumer behaviors, Crowdfunding <b>Methodology</b> Game-theoretical Model, Econometrics, Economic Theories, Natural language processing, Experimental Design, Machine Learning, Causal Inference	
PROJECTS	<b>Working Papers</b> <ul style="list-style-type: none"><li>• “Frenemies in Retail Markets: Brick-and-Mortar Retailer’s Partnership with Online Retail Platforms on Consumer Returns” (with Lin Hao, Yong Tan)<ul style="list-style-type: none"><li>• Identified that the “loop-conversion effect” indicates that the partnership on consumer return, together with the brick-and-mortar retailer’s showrooming service, brings extra demand for the online retail platform.</li><li>• Showed that the “traffic-exchange effect” indicates that the partnership undercuts the online retail platform’s benefit from showrooming.</li></ul></li><li>• “When to Disclose Product Quality under Online Reviews?” (with He Huang, Yufeng Yang, Hongyan Xu, Tingting Nian) Under review at <i>Production and Operations Management</i><ul style="list-style-type: none"><li>• Set up a stylized model to examine the interplay between two solutions under two selling schemes: wholesale and agency selling.</li><li>• Showed that the firm is more likely to disclose quality when online review information becomes increasingly precise due to the loss of consumers who transfer from the not search but purchase group to the search but not purchase group</li></ul></li><li>• “Information Leakage Prior to SEC Form Filings—Evidence from TAQ Millisecond Data” (with Steven Wei Ho, Weiting Hong)<ul style="list-style-type: none"><li>• Analyzing the time-stamps of all SEC form filings as well as the stock prices in the 30-minute interval pre- and post-publication by utilizing the TAQ millisecond data.</li><li>• Found strong evidence of information leakage in the 30-minute intervals around Edgar acceptance timestamp of corporate SEC filings using TAQ Millisecond Data, and results are not driven by momentum.</li></ul></li><li>• “Uncovering Demand Distributions and Consumer Network Effects based on Vending Machine Transactions”(with Yong Tan, Xusen Cheng)<ul style="list-style-type: none"><li>• Investigate consumer behaviors and demand information using over two million vending machine transactions across users.</li><li>• How would different types of consumers behave in different settings?</li></ul></li></ul>	

- “Projects We Love: Atypicality versus Popularity on Crowdfunding Platforms” (with Yu Kan, Yifan Yu)
  - Examine the effect "Project we love" badge on customers and what types of projects would win the badge using project information from Kickstarter.
  - By text mining approach, build a similarity network of crowdfunding projects to measure the degree of atypicality innovation for these projects.
- “Time for Next Project? Effects of Users’ Opinion on Developers” (with Behnaz Bojd, Yingda Lu)
  - Study developers’ interactions with users based on updates and reviews on Steam.
  - Developers can increase their reputation by improving the game and implementing the reviews, but this process is costly. When should a developer stop focusing on the existing game and move on to the next game?

AWARDS AND HONORS	ISOM Outstanding Teaching Award, UW Foster	2022
	Richard B. Peterson Ph.D. Fellowship, UW Foster	2020 & 2021
	Michael G. Foster Students First Scholar, UW Foster	2019 & 2022
	Edmund J James Scholar, UIUC	2014-2017
	Dean’s List, UIUC	FA 13/15/16 SP 16

PHD COURSEWORK	<b>Information Systems</b>	
	• Advanced Research Topics in Information Systems I	Yong Tan
	Topics: (Latent) Instrumental Variables, Discrete Choice Models, Bayesian Learning, Hidden Markov Models, etc.	
	• Advanced Research Topics in Information Systems II	Yingfei Wang
	Topics: Machine Learning, Text Mining, Deep Learning, Computer Vision, Reinforcement Learning, etc.	
	• Advanced Research Topics in Information Systems III	Debabrata “Deb” Dey
	Topics: Digital Piracy, Economics of Information Systems	
	<b>Operations Management</b>	
	Stochastic Process	Foad Iravani
	Stochastic Models and Queuing	Kamran Moinzadeh
	Advanced Topics in Inventory Management	Kamran Moinzadeh
	<b>Economics &amp; Econometrics &amp; Statistics</b>	
	Microeconomics I	Quan Wen
	Microeconomics II	Xu Tan and Jacques Lawarree
	Microeconomics III	Jacques Lawarree
	Econometrics I	Thomas Richardson
	Econometrics II	Jing Tao
	Econometrics III	Eric Zivot
	Empirical Industrial Organization	Yuya Takahashi
	Design and Analysis of Experiments	Tim Skalland
<b>Computer Science</b>		
Machine Learning	Kevin Jamieson	
Interactive Learning	Kevin Jamieson	

PROFICIENCIES	<b>Skills</b>	Python, R, SAS, SQL, Stata, Mathematica, Maple, Microsoft Office
	<b>Languages</b>	English (fluent), Chinese (native)