

CURRICULUM VITAE

HAILIANG CHEN

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 CityU Staff Page: <http://www.cb.cityu.edu.hk/staff/hailchen/>
 Google Scholar: <https://scholar.google.com/citations?user=4VKcY4gAAAAJ>
 SSRN Web: <http://papers.ssrn.com/author=1643502>
 SSRN Author Rank: 3,102 (by 9,786 Total Downloads, as of 1 July 2017)
 Scopus Citations: 80; Google Scholar Citations: 367

EMPLOYMENT

2017-Present	Associate Professor Department of Information Systems, City University of Hong Kong
2012-2017	Assistant Professor Department of Information Systems, City University of Hong Kong

EDUCATION

2007-2012	Purdue University <i>Ph.D. in Management Information Systems; Minor in Marketing</i> Dissertation Supervisors: Prabuddha De and Yu Jeffrey Hu	West Lafayette, IN
2007-2009	Purdue University <i>M.S. in Economics</i>	West Lafayette, IN
2003-2007	Tsinghua University <i>B.M. in Information Management and Information Systems</i>	Beijing, China

RESEARCH INTERESTS

Social Media, Big Data, Business Analytics, Multichannel Management, Venture Capital, Entrepreneurship, Mobile Commerce, Economics of Information Systems, Design Science

JOURNAL PUBLICATIONS

- Chen, Hailiang, Yu Jeffrey Hu, Michael D. Smith. 2017. The Impact of eBook Distribution on Print Sales: Analysis of a Natural Experiment. *Management Science* forthcoming. <https://ssrn.com/abstract=1966115>
- Lee, Joon Mahn, Byoung-Hyoun Hwang, Hailiang Chen. 2017. Are Founder CEOs more Overconfident than Professional CEOs? Evidence from S&P 1500 Companies. *Strategic Management Journal* 38(3) 751-769. <https://ssrn.com/abstract=2510549>
- Chen, Hailiang, Prabuddha De, Yu Jeffrey Hu. 2015. IT-enabled broadcasting in social media: An empirical study of artists' activities and music sales. *Information Systems Research* 26(3) 513-531. <https://ssrn.com/abstract=2201430>
- Chen, Hailiang, Prabuddha De, Yu Jeffrey Hu, Byoung-Hyoun Hwang. 2014. Wisdom of Crowds: The Value of Stock Opinions Transmitted Through Social Media. *Review of Financial Studies* 27(5) 1367-1403.
 Scopus Citations: 41; Google Scholar Citations: 234
 SSRN Downloads: 5,426; **Download Rank: 955** (as of 1 July 2017)
 Media Coverage: [Wall Street Journal](#), [Forbes](#), [Reuters](#), [Bankrate](#), [Seeking Alpha](#), [Sina Finance](#) (in Chinese), and so on
<https://ssrn.com/abstract=1807265>
- Akcura, Tolga, Kemal Altinkemer, Hailiang Chen. 2017. Noninfluentials and Information Dissemination in the Microblogging Community. *Information Technology and Management* forthcoming.

<https://ssrn.com/abstract=2201497>

Chen, Hailiang, Hongyan Liu, Jiawei Han, Xiaoxin Yin, Jun He. 2009. Exploring optimization of semantic relationship graph for multi-relational Bayesian classification, *Decision Support Systems* **48**(1) 112-121.

WORKING PAPERS

1. Yu, Yinan, Hailiang Chen, Chih Hung Peng, Patrick Y. K. Chau. 2017. The Causal Effect of Video Streaming on DVD Sales: Evidence from a Natural Experiment. Media Coverage: [TechSpot](#)
<https://ssrn.com/abstract=2897950>
2. Xie, Peng, Hailiang Chen, Yu Jeffrey Hu. 2017. Network Structure and Predictive Power of Social Media for the Bitcoin Market.
<https://ssrn.com/abstract=2894089>
3. Chen, Hailiang, Yu Jeffrey Hu, Shan Huang. 2017. Does Monetary Incentive Lead to Better Stock Recommendations?
<https://ssrn.com/abstract=2964503>
4. Xu, Ruiyun, Hailiang Chen, J. Leon Zhao. 2017. Abstract-based Literature Search for Information Systems Researchers.
5. Xu, Ruiyun, Hailiang Chen, J. Leon Zhao. 2017. Predicting Corporate Venture Capital Investment Based on the Wisdom of Crowds.
6. Yuan, Ziqing, Hailiang Chen, Choon Ling Sia. 2017. Mobile Initiative and Firm Equity Value.
7. Yu, Yinan, Liangfei Qiu, Hailiang Chen. 2017. The Causal Impact of Social Media Marketing on Box Office Revenues.
8. Yu, Yinan, Liangfei Qiu, Hailiang Chen, Benjamin P. C. Yen. 2016. Interplay between Traditional Media and Social Media: The Moderating Role of Product Appeal.
<https://ssrn.com/abstract=2630910>
9. Chen, Hailiang, Byoung-Hyoun Hwang, Baixiao Liu. 2016. Economic Consequences of Social Media Adoption by CEOs and CFOs.
<https://ssrn.com/abstract=2318094>
10. Chen, Hailiang, Baojun Ma, Yu Pan. 2016. Does bigger screen lead to more cellular data usage?
<https://ssrn.com/abstract=2510263>
11. Xu, Ruiyun, Hailiang Chen, J. Leon Zhao. 2016. Topic Associations in Document Models for Ad Hoc Information Retrieval.

CONFERENCE PROCEEDINGS

- Chen, Hailiang, J. Leon Zhao. 2015. ISTopic: Understanding Information Systems Research through Topic Models. International Conference on Information Systems (ICIS), Fort Worth, Texas. **Best RIP Nominee**.
Demo website: <http://www.istopic.org>
<https://ssrn.com/abstract=2601719>
- Yu, Yinan, Hailiang Chen. 2015. Interplay between Social Media and Traditional Media: An Empirical Study in the Motion Picture Industry. International Conference on Information Systems (ICIS), Fort Worth, Texas.
- Chen, Hailiang, Prabuddha De, Yu Jeffrey Hu, Byoung-Hyoun Hwang. 2011. Sentiment revealed in social media and its effect on the stock market, *2011 IEEE Statistical Signal Processing Workshop (SSP)*, pp. 25-28.

INVITED TALKS TO PRACTITIONERS

- China Unicom (NYSE: CHU; HKEx: 0762; SSE: 600050). “Big Data and Business Analytics in Telecom,” May 2016.
- METRO GROUP Buying HK Ltd. (Xetra: MEOG.DE). “Big Data Applications in the Retail Industry,” June 2014.
- JD.com Inc. (NASDAQ: JD). “Big Data Applications in the Retail Industry,” April 2014.
- Sogou Inc. (NASDAQ: SOHU). “Social Media Applications in Marketing Management and Financial Markets,” September 2013.
- Alibaba Group (NYSE: BABA). “An Empirical Study of Alibaba Retailers’ Promotional Strategies on Double 11 Day,” September 2013.
- City University of Hong Kong Doctor of Business Administration (DBA) Students. “An Applied View of Empirical Research in Economics of Information Systems,” August 2016, September 2015, February 2014.

OUTSIDE PRACTICE

- Consulting Project: “Can stock returns be predicted using signals derived from social media outlets,” December 2015 to April 2016.

RESEARCH GRANTS

- PI: “Monetary Incentives and Content Contribution in Social Media: The Case of Online Crowd Sourced Equity Research,” **General Research Fund** – Research Grants Council (RGC) of Hong Kong, HKD 482,000. 2016-2018.
- PI: “Facebook Marketing and Movie Box Office Revenues,” **Strategic Research Grant** – City University of Hong Kong, HKD 100,000. 2015-2017.
- PI: “Dynamics among Social Media Marketing, Word of Mouth, and Movie Revenues,” **Strategic Research Grant** – City University of Hong Kong, HKD 100,000. 2014-2015.
- PI: “Coordination Between Traditional Media and Social Media Channels: An Empirical Study of How Movies are Promoted,” **Strategic Research Grant** – City University of Hong Kong, HKD 100,000. 2013-2014.
- PI: “Co-opetition between B2C and C2C e-Commerce models: The case of Tmall and Taobao,” Center for Social Media Marketing and Business Intelligence (**CSMR**) – City University of Hong Kong, HKD 100,000. 2013-2014.
- PI: “The role of social media in financial markets,” **Research Start-up Grant** – City University of Hong Kong, HKD 299,375. 2012-2015.
- Participant: “Pricing information goods under the impacts of social networks,” **Natural Science Foundation of China**. 2014-2016.

TEACHING GRANTS

- PI: “Electronic Commerce Business Case Studies in Hong Kong and Mainland China,” **Teaching Start-Up Grant** – City University of Hong Kong, HKD 85,000. 2013-2014.

CONFERENCE PRESENTATIONS

- “Mobile Initiative and Firm Equity Value” (with **Ziqing Yuan** and Choon Ling Sia), The 21st Pacific Asia Conference on Information Systems (PACIS), Langkawi, Malaysia, July 2017.
- “Mobile Initiative and Firm Equity Value” (with **Ziqing Yuan** and Choon Ling Sia), The 11th China Summer Workshop on Information Management (CSWIM 2017), Nanjing, China, June 2017.
- “A Fast and Comprehensive Literature Search Tool for Information Systems Researchers” (with **Ruiyun Xu** and J. Leon Zhao), The 11th China Summer Workshop on Information Management (CSWIM 2017), Nanjing, China, June 2017.

- “Topic Associations in Document Models for Ad Hoc Information Retrieval” (with **Ruiyun Xu** and J. Leon Zhao), The 20th Pacific Asia Conference on Information Systems (PACIS), Chiayi, Taiwan, June 2016.
- “Interplay between Social Media and Traditional Media: An Empirical Study in the Motion Picture Industry” (with **Yinan Yu** and Liangfei Qiu), The 10th China Summer Workshop on Information Management (CSWIM 2016), Dalian, China, June 2016.
- “Identifying Home and Workplace Locations via Mobile Data Usage” (with **Yinan Yu**, Baojun Ma, Benjamin P. C. Yen), 2016 Greater-China Conference on Mobile Big Data Marketing, Hong Kong, June 2016.
- “Interplay between Social Media and Traditional Media: An Empirical Study in the Motion Picture Industry” (with **Yinan Yu**), 2015 International Conference on Information Systems, Fort Worth, Texas, December 2015.
- “ISTopic: Understanding Information Systems Research through Topic Models” (with Leon Zhao), 2015 International Conference on Information Systems, Fort Worth, Texas, December 2015.
- “Behavioral Differences Between Founder CEOs and Professional CEOs: The Role of Overconfidence” (with **Joon Mahn Lee** and Byoung-Hyoun Hwang), 2015 Academy of Management Annual Meeting, Vancouver, BC, Canada, August 2015.
- “Does bigger screen lead to more cellular data usage?” (with Baojun Ma), The 19th Pacific Asia Conference on Information Systems (PACIS), Singapore, July 2015.
- “Measuring Social Media Success: The Case of Facebook Marketing in the Motion Picture Industry” (with **Yinan Yu**), The 19th Pacific Asia Conference on Information Systems (PACIS), Singapore, July 2015.
- “Does bigger screen lead to more cellular data usage?” (with Baojun Ma), POMS 26th Annual Conference, Washington D.C., May 2015.
- “Dynamics among Social Media Marketing, Word of Mouth, and Movie Revenues”, INFORMS Annual Meeting, San Francisco, California, November 2014.
- “The economic consequences of having “social” executives” (with Byoung-Hyoun Hwang and Baixiao Liu), Workshop on Internet and BigData Finance (WIBF), Hong Kong, June 2014.
- “Dynamics among Social Media Marketing, Word of Mouth, and Movie Revenues”, POMS 25th Annual Conference, Atlanta, Georgia, May 2014.
- “The economic consequences of having “social” executives” (with Byoung-Hyoun Hwang and Baixiao Liu), Workshop on Information Systems and Economics (WISE), Milan, Italy, December 2013.
- “Customers as advisors: The role of social media in financial markets” (with Prabuddha De, Yu Jeffrey Hu, and Byoung-Hyoun Hwang), Conference on Information Systems and Technology (CIST), Minneapolis, Minnesota, October 2013.
- “Determinants of microblogging and sentiments toward brands on the web” (with Tolga Akcura and Kemal Altinkemer), Conference on Information Systems and Technology (CIST), Phoenix, Arizona, October 2012.
- “The value of being social: How bloggers attract followers” (with Prabuddha De and Yu Jeffrey Hu), INFORMS Annual Meeting, Phoenix, Arizona, October 2012.
- “The value of being social: How bloggers attract followers” (with Prabuddha De and Yu Jeffrey Hu), The Eighth Symposium on Statistical Challenges in Electronic Commerce Research (SCECR), McGill University, Montreal, Canada, June 2012.
- “IT-enabled broadcasting in social media: An empirical study of artists’ activities and music sales” (with Prabuddha De and Yu Jeffrey Hu), Workshop on Information Systems and Economics (WISE), Shanghai, China, December 2011.
- “Sentiment revealed in social media and its effect on the stock market” (with Prabuddha De, Yu Jeffrey Hu, and **Byoung-Hyoun Hwang**), 2011 IEEE Statistical Signal Processing Workshop (SSP), Nice, France, June 2011.
- “Broadcasting in online social networks: An empirical study of artists’ activities and music sales” (with Prabuddha De and Yu Jeffrey Hu), Conference on Information Systems and Technology (CIST), Austin, TX, November 2010.

“Broadcasting in online social networks: A statistical study of music sales and artists’ activities” (with Prabuddha De and Yu Jeffrey Hu), The Sixth Symposium on Statistical Challenges in Electronic Commerce Research (SCECR), University of Texas at Austin, Austin, TX, June 2010.

“Broadcasting in online social networks: An empirical study of music sales and artists’ activities” (with Prabuddha De and Yu Jeffrey Hu), Big Ten Information Systems Research Symposium, University of Michigan, Ann Arbor, MI, May 2010.

TEACHING EXPERIENCE

City University of Hong Kong

- Graduate Courses
 - IS6641 Ecommerce Business Strategies and Management: 2013 Summer, 2015 Summer, 2016 Summer, 2017 Summer
 - IS5940 Innovation and Technology Entrepreneurship: 2014/15 B/Spring, 2015/16 B/Spring, 2016/17 B/Spring
 - IS6421 Human-Computer Interaction and Multimedia: 2012/13 A/Fall, 2014 Summer, 2014/15 A/Fall
- Undergraduate Courses
 - IS4940 Innovation and Technology Entrepreneurship: 2015/16 A/Fall
 - IS4333 Human-Computer Interaction and Multimedia: 2014/15 A/Fall (2 sessions)

Purdue University

- Undergraduate Courses
 - MGMT 382 Management Information Systems: 2009 Fall, 2011 Fall, 2012 Spring

PROFESSIONAL EXPERIENCE

2006 Summer GE HealthCare, China OTR Headquarter Beijing, China
E-business Intern
Responsibility: ERP system testing & user training

HONORS AND AWARDS

College Research Excellence Award (CREA), College of Business, City University of Hong Kong, 2017.

International Conference on Information Systems (ICIS) Best RIP Nominee, 2015.

Krannert Certificate for Outstanding Teaching, Purdue University, Spring 2012.

Krannert Certificate for Distinguished Teaching, Purdue University, Fall 2011.

International Conference on Information Systems (ICIS) Doctoral Consortium Fellow, 2011.

Bilsland Dissertation Fellowship, Purdue University Graduate School, 2011.

Outstanding Undergraduate Thesis Award, Tsinghua University, 2007.

“Tsinghua’s Friends – Honeywell” Scholarship, Tsinghua University, 2004.

ACADEMIC SERVICE

Journal Reviewer:

Information Systems Research (ISR)

Journal of Management Information Systems (JMIS)

Management Science (MS)

MIS Quarterly (MISQ)

Journal of the Association for Information Systems (JAIS)

European Journal of Information Systems (EJIS)

Information & Management (IM)

Communications of the Association for Information Systems (CAIS)

Electronic Commerce Research and Applications (ECRA)
Electronic Markets - The International Journal on Networked Business (ELMA)
Information Systems and e-Business Management (ISEB)
Journal of Global Information Management (JGIM)
IEEE Transactions on Services Computing (TSC)

Conference Reviewer:

International Conference on Information Systems (ICIS): 2009, 2012-2017
Conference on Information Systems and Technology (CIST): 2008, 2013-2016
Workshop on Information Technologies and Systems (WITS): 2009
Hawaii International Conference on System Sciences (HICSS): 2010
Pacific Asia Conference on Information Systems (PACIS): 2013-2015

Department Services

BBA Information Management Major Leader: 2017/6-Present
Bachelor's Degree in Information Systems (BDIS) Major Leader: 2017/6-Present
Departmental Staffing Committee (DSC) elected member among Associate /
Assistant Professors: 2015/16
Department Research Seminar Co-organizer: 2015/16

TECHNICAL SKILLS

Data Analysis and Statistical Software: SAS, Stata, Matlab, Maple, Eviews, SPSS, R
Database: MySQL, Oracle, Microsoft SQL Server
Programming: Java, C/C++, Python
Web Development: Struts, Spring, Hibernate, JSP, ASP, HTML, XML, Ajax

PHD STUDENTS

Supervisor: Ziqing Yuan (first-year; Co-supervisor: Choon Ling Sia)
Co-supervisor: Ruiyun Rayna Xu (third-year; Supervisor: J. Leon Zhao)