

SUNG JOO KIM

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Kogod School of Business, American University

EMPLOYMENT

Kogod School of Business, American University

2025 - Present

Assistant Professor of Information Technology and Analytics

EDUCATION

Purdue University - West Lafayette, IN

2019 - Present

Ph.D. Candidate, Management Information Systems

Minor in Electrical Computer Engineering

MS in Economics

Korea University - Seoul, Korea

2013 - 2019

BBA and BE in Statistics, *Graduated with Great Honor*

University of Illinois at Urbana-Champaign - IL

2017 - 2017

Exchange Program, *Dean's List Fall*

RESEARCH INTERESTS

- Substantive
 - Economics of Information Systems, AI Applications, Platform Economics, Technology and Real Estate, Technology and Healthcare, Gig Economy
- Methodology
 - Causal Inference, Machine Learning, Structural Modeling

ACCEPTED/PUBLISHED PAPERS

(* Indicates first author or co-first author. Co-first authors listed in alphabetic order.)

- Shimao, H.*, Kim, S.J.*, Khern-am-nuai, W., and Cohen, M. "Revisiting the CEO Effect Through a Machine Learning Lens." *Management Science*

PAPERS UNDER REVIEW/REVISION

- Kim, S.J., Puranam, D., Kar, W., and S. Siddarth. "Spillover Effects of Minimum Wage Policies on Gig-Workers: Evidence from Multi-level Marketing"
 - Invited to Revise and Resubmit at *Journal of Marketing*
- Wang, H., Kim, S.J., Xie, K., Chen, W., Wei, Z. "Should Digital Platforms Share Data with Governments? Evidence from Airbnb"
 - Under Review at *Information Systems Research*

- Kim, S.J., Siebert, R. “Going Solo: How Single-Person Households Shape the Housing Market”
– Under Review at *American Economic Journal: Microeconomics*
- Kim, S.J., Xie, K., Chen, W., Wei, Z. “Beyond the Stay: How Short-term Rentals Reshape Residential Real Estate Investment”
– Reject and Resubmit at *MIS Quarterly*

WORKING PAPERS

- Does Robot-Assisted Surgery Improve Healthcare Delivery?
with Jianing Ding and Susan Feng Lu
– In preparation for submitting to *Management Science*
– Presented at INFORMS Annual Meeting (2023, 2024), POMS Annual Conference (2024)
- To Sell or to Buy? A Structural Analysis of Multi-Level Marketing Compensation
with Byungyeon Kim, Wreeto Kar, and S. Siddarth
– In preparation for submitting to *Marketing Science*
– Presented at ISMS Marketing Science (2025)

CONFERENCE PRESENTATIONS

- Kim, S.J., Kim, B., Kar, W., Siddarth, S., “To sell or to buy? A structural analysis of Multi-Level Marketing Compensation”, ISMS Marketing Science, Washington DC, June 2025
- Kim, S.J., Ding, J., Lu F., “Does Robot-Assisted Surgery Improve Healthcare Delivery?”, INFORMS Annual Meeting, Seattle, WA, October 2024
- Kim, S.J., Chen, W., Wei Z., Xie K., “Impacts of Short-term Rentals on Real Estate Investment: Evidence from Airbnb and Zillow”, SCECR, Lisbon, Portugal, June 2024
- Kim, S.J., Ding, J., Lu F., “Does Robot-Assisted Surgery Improve Healthcare Delivery?”, POMS Annual Conference, Minneapolis, MN, April 2024
- Kim, S.J., Puranam, D., Kar, W., Siddarth, S. “The Spillover Effect of a Minimum Wage Increase on Multil-level Marketing Firm and Its “Uncovered” Sales Agents”, Krannert PhD Research Symposium, West Lafayette, IN, November 2023.
– **Awarded Winner of Best Paper and Presentation**
- Kim, S.J., Chen, W., Wei Z., Xie K., “Impacts of Home Sharing Regulation on Housing Investment: Evidence from Airbnb and Zillow”, CIST, Pheonix, AZ, October 2023
- Kim, S.J., Ding, J., Lu F., “Racial Health Inequality: Does Robot-Assisted Surgery Play A Role?”, INFORMS Annual Meeting, Pheonix, AZ, October 2023
- Kim, S.J., Puranam, D., Kar, W., Siddarth, S. “The Spillover Effect of a Minimum Wage Increase on Multil-level Marketing Firm and Its “Uncovered” Sales Agents”, ISMS Marketing Science, Miami, FL, June 2023
- Kim, S.J. and Siebert, R. “The Effect of Relationship Status on House Purchases: Evidence From Orange County”, Krannert PhD Research Symposium, West Lafayette, IN, October 2022
- Kim, S.J., Kar, W., Siddarth, S. “How the Compensation Plan of a Multi-level Marketing Firm Impacts Sales Agent Effort and Performance: The Role of Boundary Looking”, ISMS Marketing Science, Chicago, IL, June 2022
- Kim, S.J. and Siebert, R. “The Effect of Relationship Status on House Purchases: Evidence From Orange County”, POMS Annual Conference, Orlando, FL, April 2022

- Kim, S.J., Kar, W., Siddarth, S. “How the Compensation Plan of a Multi-level Marketing Firm Impacts Sales Agent Effort and Performance: The Role of Boundary Looking”, Krannert PhD Research Symposium, West Lafayette, IN, October 2021.
–**Awarded Runners-up of Best Paper and Presentation**
- Kim, S.J. “Understanding the Behaviors of University Dropout: Approach Using Agent Based Simulation”, Krannert PhD Research Symposium, West Lafayette, IN, October 2019

INVITED TALKS

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| • Nanyang Technological University | <i>Nov. 2024</i> |
| • Chinese University of Hong Kong | <i>Nov. 2024</i> |
| • University of Washington | <i>Nov. 2024</i> |
| • American University | <i>Nov. 2024</i> |
| • University of Tennessee at Knoxville | <i>Nov. 2024</i> |
| • Southern Methodist University | <i>Nov. 2024</i> |
| • Colorado State University | <i>Nov. 2024</i> |
| • University of Georgia | <i>Oct. 2024</i> |
| • Florida State University | <i>Oct. 2024</i> |
| • Oregon State University | <i>Oct. 2024</i> |
| • University of Hong Kong | <i>Oct. 2024</i> |
| • IS Student Presentations Over the Cloud (ISPOC) | <i>Aug. 2024</i> |
| • Korea University Business School | <i>Apr. 2022</i> |

HONORS & AWARDS

Doctoral Consortium

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| • Fellow, ICIS Doctoral Consortium | <i>2024</i> |
| • Fellow, INFORMS Information Systems Society (ISS) Doctoral Consortium, | <i>2024</i> |

Purdue University

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| • Krannert Certificate for Distinguished Teaching | <i>2023, 2024, 2025</i> |
| • Krannert Certificate for Outstanding Teaching | <i>2023, 2025</i> |
| • Daniels School of Business Spring Distinguished Instructor | <i>2024</i> |
| • Daniels School of Business Doctoral Research Funds | <i>2024</i> |
| • Krannert Doctoral Research Symposium Winner | <i>2023</i> |
| • Krannert Doctoral Research Funds | <i>2022, 2023</i> |
| • Krannert Doctoral Research Symposium Runners-Up | <i>2021</i> |
| • Krannert Summer Research Grant Awards | <i>2021</i> |

University of Illinois at Urbana Champaign

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| • Dean's List Fall | <i>2017</i> |
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Korea University

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| • Best Academic Awards | <i>2016</i> |
| • Honors Scholarship | <i>2014</i> |

TEACHING EXPERIENCE

Purdue University

2019 - present

- Instructor

- MGMT 479: Data Visualization
(Instructor Evaluation: 4.8/5.0)

Spring 2025

Krannert Certificate for Distinguished Teaching

- MGMT 382: Management Information Systems
(Instructor Evaluation: 4.6/5.0, 4.3/5.0, 4.3/5.0)

Fall 2022, Fall 2024

Krannert Certificate for Outstanding Teaching (Fall 2024)

Krannert Certificate for Distinguished Teaching (Fall 2022)

Krannert Certificate for Outstanding Teaching (Fall 2022)

- MGMT 544: Database Management Systems
(Instructor Evaluation: 4.8/5.0)

Spring 2024

Daniels School of Business Spring 2024 Distinguished Instructor

Krannert Certificate for Distinguished Teaching

- Teaching Assistant

- MGMT 590: Visual Analytics
- MGMT 382: Management Information Systems
- MGMT 683: Information Technology for Innovation and Competitive Advantage

- Certificate in Foundations of College Teaching

Korea University

2019

- Teaching Assistant

- Technological Innovation Management (GMBA)
- IT Innovation Convergence and Smart Business (KMBA)
- Management Information Systems (AMBA)
- IT Innovation Management: Issues and Trends
- Introduction to Management Information Systems

PROFESSIONAL EXPERIENCE

Amway, West Lafayette, IN

2020-2023

Data Scientist (Worked through Krenicki Center for Data Analytics at Purdue University)

- Leveraged multi-thread computation on AWS EMR and Google Cloud Platform Dataproc, handling big data through BigQuery SQL.
- Predicted customer lifetime value and early agent churn using machine learning methods including XGBoost, Random Forest, and LGBM.
- Extracted important features using SHAP values to derive managerial insights.

SERVICES

Journal Reviewer

- Management Information Systems Quarterly (MISQ)
- Journal of the Association for Information Systems (JAIS)

Conference Reviewer

- Conference on Information Systems and Technology (CIST)
- Workshop on Information Technologies and Systems (WITS)
- International Conference on Information Systems (ICIS)
- Pacific Asian Conference on Information Systems (PACIS)
- China Summer Workshop on Information Management (CSWIM)
- Academy of Management Annual Conference (AOM)

Conference Volunteer

- Conference on Information Systems and Technology (CIST) *2022*

ADDITIONAL

- Technical skills: R, Python, SQL, Matlab, Stata, Mathematica, Google Cloud Platform, AWS, Tableau
- Languages: Korean (Native), English (Fluent), Spanish (Intermediate), Japanese (Intermediate)
- Miscellaneous: Runners-up on national collegiate badminton tournament. First place in national astronomical observation competition.

REFERENCE

Dr. Zaiyan Wei

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Daniels School of Business
Purdue University
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Dr. Karthik Kannan

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Eller College of Management
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