

SUNGTAK HONG

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ACADEMIC POSITION

Assistant Professor of Marketing, Bocconi University	2016 – Present
Visiting Assistant Professor of Marketing, Yonsei University	2020 – 2021

EDUCATION

Ph.D. Marketing, London Business School	2016
M.Sc. Economics, London School of Economics and Political Science	2009
B.A. Economics, Sogang University, <i>magna cum laude</i>	2003

RESEARCH INTERESTS

Topics: Competition in product variety and quality, consumer choices, online reviews, empirical industrial organization, public policy

Methods: Microeconometrics, Bayesian methods, eye-tracking, text analysis, machine learning

PUBLICATION

Hong, Sungtak, Kanishka Misra and Naufel J. Vilcassim (2016), “The Perils of Category Management: The Effect of Product Assortment on Multicategory Purchase Incidence,” *Journal of Marketing*, 80 (5), 34-52.

2017 EMAC / Sheth Foundation Doctoral Dissertation Award, 2nd place

Article featured in “Journal Selections” from Marketing Science Institute (April 2017)

WORKING PAPERS

Hong, Sungtak, Kanishka Misra, “The Impact of Commodity Taxation on Product Variety: A Multi-category Investigation”

2013 Deloitte Institute of Innovation and Entrepreneurship PhD Award

Hong, Sungtak and Jinhwa Chung, “Product Variety as a Barrier to Entry: Evidence from the Post-Deregulation Korean Soju Market”

2015 EMAC Best Paper of the Conference Based on Doctoral Work

Choi, Patrick, Sungtak Hong and Peter Stuetzgen, “Fit in or Stand out? The Evaluation of Academic Quality and Fit in College Choices”

WORK IN PROGRESS

“Quality Competition in the Fast Food Chain Industry: Evidence from Online Reviews,” with Prasad Vana and Dirk Hovy

“The Use of Bundling in Telecommunications Markets,” with Anja Lambrecht and Katja Seim

FELLOWSHIPS, HONORS AND AWARDS

Young Researcher’s Grant, Bocconi University	2017
Research Excellence Award, Bocconi University	2017
2 nd Place, EMAC – Sheth Foundation Doctoral Dissertation Competition	2017
Winner, EMAC Best Paper of the Conference Based on Doctoral Work	2015
Fellow, AMA – Sheth Foundation Doctoral Consortium	2014
Deloitte Institute of Innovation and Entrepreneurship PhD Award	2014
Fellow, Workshop on Quantitative Marketing and Structural Econometrics	2013
Fellow, ISMS Marketing Science Doctoral Consortium	2013
Fellow, EMAC Doctoral Colloquium	2013
PhD Fellowship, London Business School	2010 – 2015
Best Employee Award, ACNielsen Korea	2005
Dean’s Scholarship, Sogang University	1997, 2001 – 2002

CONFERENCE PRESENTATIONS & INVITED TALKS

“Quality Competition in the Fast Food Chain Industry: Evidence from Online Reviews”	
EMAC Annual (virtual) Conference	2021
KAIST, School of Business and Technology Management	2020
KAIST, School of Management Engineering	2020
INFORMS Marketing Science (virtual) Conference	2020
“The Impact of Commodity Taxation on Firm’s Product Portfolio and Market Structure”	
London Business School	2019
University College London	2019
Koc University	2019
AMA Marketing and Public Policy Conference, Columbus, OH	2018
EMAC Annual Conference, University of Strathclyde	2018
INFORMS Marketing Science Conference, University of Southern California	2017

“Product Variety as a Barrier to Entry: Evidence from the Post-Deregulation Korean Soju Market”

Theory + Practice in Marketing Asia Conference, Yonsei University	2016
EMAC Annual Conference, KU Leuven	2015
Trans-Atlantic Doctoral Conference, London Business School	2015
INFORMS Marketing Science Conference, Emory University	2014

“The Perils of Category Management: The Effect of Product Assortment on Multicategory Purchase Incidence”

University of Technology Sydney	2015
Hong Kong Polytechnic University	2015
University, State University of New York at Buffalo	2015
University of South Carolina	2015
University of Notre Dame	2015
University of Groningen	2015
Bocconi University	2015
Theory + Practice in Marketing Conference, Georgia State University	2015
INFORMS Marketing Science Conference, Ozyegin University	2013
EMAC Doctoral Colloquium, Istanbul Technical University	2013
Trans-Atlantic Doctoral Conference, London Business School	2012

OTHER RESEARCH EXPERIENCE

National Health Services (Croydon University Hospital), UK	2012, 2015
Statistical model building and testing of newborns’ auditory brainstem responses to stimuli	
Centre for Economic Performance (London School of Economics), UK	2009
EUROSTAT household panel data analysis on gender inequality in European labour market	

TEACHING EXPERIENCE

Bocconi University	
Marketing Models (PhD)	2016 – 2019, 2021
Marketing Research (Undergraduate)	2016 – 2019, 2021
Pricing Analytics (MSc.)	2016 – 2019, 2021
Theses supervision (Undergraduate and MSc.)	2016 – Present
London Business School (Teaching Assistant)	
Seminar Instructor, Marketing (Masters in Management)	2015 - 2016
In-Class Tutor, Customer and Marketing Analytics (MBA)	2012 - 2016

PROFESSIONAL EXPERIENCE

Research Fellow, The International Growth Centre, London, UK	2009 - 2010
Research Specialist, Oliver Wyman, Seoul, Korea	2008
Account Manager, Nielsen (formerly ACNielsen), Seoul, Korea	2003 – 2007
Management Accountant, Unilever, Seoul, Korea	2003

SERVICE

Junior Faculty Hiring Committee, Bocconi University	2017, 2019
Marketing Seminar Series Organizer, Bocconi University	2017, 2018
AMA Marketing Job Market Interviews, Bocconi University	2016
Conference Organization & Paper Review: LBS Trans-Atlantic Doctoral Conference	2010 – 2015
Ad-hoc Reviewer: International Journal of Research in Marketing	

AFFILIATIONS

American Marketing Association (AMA)
Bocconi Institute for Data Science and Analytics (BIDSA)
European Marketing Academy (EMAC)
The Institute for Operations Research and the Management Sciences (INFORMS)

LANGUAGES

Natural: Korean, English (fluent), Italian, French (basic)
Programming: R, STATA, SPSS, WinBUGS, Mathematica, SAS, LaTeX