

# CHENG NIE

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## EMPLOYMENT

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<b>Associate Professor of Management Information Systems</b>	2024–Now
<b>Assistant Professor of Management Information Systems</b> <i>Ivy College of Business, Iowa State University, Ames, IA, USA</i>	2018–2024
<b>Instructor, Research Assistant, and Teaching Assistant</b> <i>Jindal School of Management, University of Texas at Dallas</i>	2012–2016
<b>Research Assistant</b> <i>Smeal College of Business, Pennsylvania State University</i>	2010–2012

## EDUCATION

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<b>Ph.D. in Management Science</b> <i>Jindal School of Management, University of Texas at Dallas, Richardson, TX, USA</i>	2012–2018
<b>Master of Science in Supply Chain and Information Systems</b> <i>Smeal College of Business, The Pennsylvania State University, State College, PA, USA</i>	2010–2012
<b>Master of Engineering in Computer Science</b> <i>Institute of Automation, Chinese Academy of Sciences, Beijing, China</i>	2007–2010
<b>Bachelor of Engineering in Electronics and Information Engineering</b> <i>Huazhong University of Science and Technology, Wuhan, China</i>	2003–2007

## JOURNAL PUBLICATIONS

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5. Tao Zhu, Cheng Nie, Zhengrui Jiang, Xiangpei Hu (2024) “When Do Consumers Buy during Online Promotions? A Theoretical and Empirical Investigation,” *Decision Support Systems*, forthcoming.
4. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2024) “Firm Competitive Structure and Consumer Reaction in Search Advertising,” *Journal of the Association for Information Systems*, (25:2), 442–462.
3. Zhengrui Jiang, Hua Sun, Arun Rai, Cheng Nie, Yuheng Hu (2024) “How Online Information Influences Offline Transactions: Insights from Digital Real Estate Platforms,” *Information Systems Research*, forthcoming.
2. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2022) “Manipulating Consumer Opinion: Incumbents Reaction to Competition from the Sharing Economy,” *MIS Quarterly*, (46:3), 1573–1602.
1. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2021) “A Strategic Group Analysis of Competitor Behavior in Search Advertising,” *Journal of the Association for Information Systems*, (22:6), 1659–1685.

## PAPERS UNDER REVIEW

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2. Jiana Meng, Chen Zhang, Cheng Nie, He Li (2024) “From Licensing Regulation to Impact: Home-Sharing Services, Crimes, and Long-Term Rental,” *MIS Quarterly*. Submitted for the 1st round review
1. Bin Fang, Cheng Nie, Zhiqiang Zheng (2024) “Does Blockchain Prevent Speculation? Evidence from an NFT Platform,” *Journal of Management Information Systems*. Submitted for the 1st round review

## WORKING PAPERS

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3. Wei Chen, Cheng Nie, Karen Xie, Xinxin Li (2024) “Impact of Algorithmic Buyers on Housing Affordability,” *Target: Management Science*.
2. Mingwen yang, Cheng Nie, Yonghua Ji, Vijay Mookerjee (2024) “Stay in Your Comfort Zone: Evidence from Quality Competition,” *Target: Management Science*.
1. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2024) “How Does Online Review Manipulation Influence Sales? Evidence from the Hotel Industry,” *Target: Information Systems Research*.

## CONFERENCE PAPERS

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9. Wei Chen, Cheng Nie, Karen Xie, Xinxin Li (2023) “Impact of Algorithmic Buyers on Housing Affordability,” *Conference on Information Systems and Technology (CIST) 2023*, Phoenix, AZ, USA.
8. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2019) “Firm Competition and Consumer Reaction in Search Advertising: A Strategic Group Perspective,” *Symposium on Statistical Challenges in E-Commerce Research (SCECR) 2019*, Hong Kong, China.
7. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2018) “How Does Online Review Manipulation Influence Sales? Evidence from the Hotel Industry,” *Workshop on Information Technology and Systems (WITS)*, Santa Clara, CA, USA.
6. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2018) “Competing with the Sharing Economy: Strategies for Manipulating Consumer Opinions,” *Production and Operations Management Society Annual Conference (POMS)*, Houston, TX, USA.
5. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2017) “Hotel Strategies to Influence Sales: Incumbents Reaction to Competition from Airbnb,” *INFORMS Annual Meeting*, Houston, TX, USA.
4. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2017) “Competing with the Sharing Economy: Strategies for Manipulating Consumer Opinions,” *INFORMS Conference on Information Systems and Technology (CIST)*, Houston, TX, USA.
3. Cheng Nie, Zhiqiang Zheng, Sumit Sarkar (2016) “Manipulating Consumer Opinion: Incumbents Reaction to Competition from the Sharing Economy,” *Workshop on Information Technology and Systems (WITS)*, Dublin, Ireland.  
[Nominated for the Best Paper Award](#)
2. Zhiqiang Zheng, Sumit Sarkar, Cheng Nie (2014) “How do Strategic Groups Impact Consumer Behavior in Sponsored Search Advertising?,” *Workshop on Information Technology and Systems (WITS)*, Auckland, New Zealand.

1. Cheng Nie, Daniel Zeng, Xiaolong Zheng, Fei-Yue Wang, Huimin Zhao (2010) “Modeling Open Source Software Bugs with Complex Networks,” *IEEE International Conference on Service Operations and Logistics (SOLI)*, Qingdao, Shandong, China.

## INVITED TALKS

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- University of Pittsburgh, 11/2017
- University of Arizona, 11/2017
- Northern Illinois University, 10/2017
- Iowa State University, 09/2017
- Iowa State University, 04/2015

## SERVICES

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### *Journal Reviewer*

- 2023 Management Science
- 2018—2023 Information Systems Research
- 2018—2022 MIS Quarterly
- 2022 Decision Support Systems
- 2018—2022 Production and Operations Management
- 2017—2018 Information and Management
- 2017 Electronic Commerce Research and Applications
- 2017 Journal of Modelling in Management
- 2015 Knowledge and Information Systems
- 2014 Pacific Asia Journal of the Association for Information Systems

### *Conference Organizations*

- 2022 Web Chair, Workshop on Information Technology and Systems
- 2022 Program Chair, Conference on Information Systems and Technology
- 2018 Session Chair, INFORMS E-Business General Session

### *Conference Reviewer*

- 2018—2023 International Conference on Information Systems (ICIS)
- 2015—2023 INFORMS Conference on Information Systems and Technology (CIST)
- 2022 Hawaii International Conference on System Sciences (HICSS)
- 2018—2021 Americas Conference on Information Systems (AMCIS)
- 2017 International Conference on Web Services
- 2014 Workshop on Information Technology and Systems (WITS)

- 2014 Pacific Asia Conference on Information Systems (PACIS)

*Iowa State University Services*

- 2018 Business Learning Teams, Member
- 2022—2023 Assessment of Learning Committee, Member
- 2019—2023 Ivy Speaker Committee, Member
- 2020—2023 MIS 301 Course Coordinator

## TEACHING

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*Iowa State University*

- 2023 Fall: MIS301-Section G Introduction to Management Information Systems (4.27/5.0)
- 2023 Spring: MIS301-Section C Introduction to Management Information Systems (4.00/5.0)
- 2022 Fall: MIS301-Section F Introduction to Management Information Systems (3.91/5.0)
- 2022 Fall: MIS301-Section G Introduction to Management Information Systems (3.92/5.0)
- 2022 Spring: MIS301-Section C Introduction to Management Information Systems (4.57/5.0)
- 2022 Spring: MIS301-Section G Introduction to Management Information Systems (4.53/5.0)
- 2021 Fall: MIS301-Section C Introduction to Management Information Systems (4.32/5.0)
- 2021 Fall: MIS301-Section G Introduction to Management Information Systems (4.32/5.0)
- 2021 Spring: MIS301-Section G Introduction to Management Information Systems (4.00/5.0)
- 2021 Spring: MIS301-Section L Introduction to Management Information Systems (4.00/5.0)
- 2020 Fall: MIS301-Section A Introduction to Management Information Systems (3.68/5.0)
- 2020 Fall: MIS301-Section B Introduction to Management Information Systems (3.93/5.0)
- 2020 Spring: MIS301-Section J Introduction to Management Information Systems (4.20/5.0)
- 2020 Spring: MIS301-Section M Introduction to Management Information Systems (4.09/5.0)
- 2019 Spring: MIS301-Section E Introduction to Management Information Systems (4.43/5.0)
- 2018 Fall: MIS301-Section M Introduction to Management Information Systems (5.0/5.0)
- 2018 Fall: MIS532 Advanced Business Program Development (4.02/5.0)

*University of Texas at Dallas*

- 2017 Summer: ITSS3211 Introduction to Programming (4.83/5.0)
- 2017 Spring: ITSS3300 Introduction to Management Information Systems (4.79/5.0)
- 2016 Fall: ITSS3211 Introduction to Programming (4.75/5.0)
- 2015 Spring: MIS3300 Introduction to Management Information Systems (4.79/5.0)

## AWARDS & GRANTS

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- 2022–2023 Research Bootstrap Grants, Iowa State University
- 2022–2023 Research Incentives Awards, Iowa State University
- 2019–2023 Ivy College of Business Mini Grant, Iowa State University
- 2014 PhD Research Small Grants, University of Texas at Dallas
- 2011 The Smeal Endowment Fund Scholarship, the Smeal College of Business
- 2010 The Enhancement Funds, the Smeal College of Business
- 2008 Outstanding Student Leader, Chinese Academy of Sciences

📅 May 9, 2024