

# CV

## JAEEYON (JAE) Chung

William S. Mackey Jr. Distinguished Assistant Professor  
Jesse H. Jones Graduate School of Business, Rice University  
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### EMPLOYMENT

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Jesse H. Jones Graduate School of Business, Rice University  
(2023-24: *Maternity Leave*)

July 2018 - present

### EDUCATION

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Ph.D., Marketing, Jun 2018  
Columbia Business School, NY, USA

M.Phil., Marketing, Jan 2018  
Columbia Business School, NY, USA

M.S., Marketing Science, Aug 2011  
Columbia Business School, NY, USA

B.A., Psychology, Dec 2009  
University of Michigan, Ann Arbor, MI, USA

### RESEARCH INTEREST

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New technology: NFT, Generative AI, VR, Instagram, YouTube, Robots  
Possessions: ownership, luxury consumption, self-concept  
Varying form of resources besides money: windfall time, time slack, information

### PUBLICATION

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1. Jaeyeon (Jae) Chung, Yu Ding, Ajay Kalra, Cutting Through the Noise: Why Talking about your Friends Matters More than You Think in Influencer Engagement, *Management in Business Review* (accepted in Nov, 2025)
2. Byung Lee\* and Jaeyeon (Jae) Chung\*. Reply to: ChatGPT Decreases Idea Diversity in Brainstorming. *Nature Human Behaviour* (2025). Accepted (direct link: scheduled for online publication in April, 2025), <https://doi.org/10.1038/s41562-025-02195-5>  
\* *Denotes equal contribution.*

3. Jaeyeon (Jae) Chung and Ajay Kalra, Research: For Influencers, Showing Your Inner Circle Can Boost Engagement, *Harvard Business Review*, September 12, 2024, <https://hbr.org/2024/09/research-for-influencers-showing-your-inner-circle-can-boost-engagement>
4. Byung Lee\* and Jaeyeon (Jae) Chung\*. An empirical investigation of the impact of ChatGPT on creativity. *Nature Human Behaviour* (2024). <https://doi.org/10.1038/s41562-024-01953-1>  
*\* Denotes equal contribution.*  
*Featured at:*
  - *The Conversations (The Lead Article)*
  - *Rice Business Wisdom Magazine (The Lead Article)*
  - *Phys.org*
  - *Fast Company*
  - *Rice Magazine*
5. Jaeyeon (Jae) Chung, Yu Ding, Ajay Kalra, I Really Know You: How Influencers Can Increase Audience Engagement by Referencing Their Close Social Ties, *Journal of Consumer Research*, Volume 50, Issue 4, December 2023, Pages 683–703, <https://doi-org.ezproxy.rice.edu/10.1093/jcr/ucad019>
  - *Editor's choice at JCR*
  - *Featured at Rice Business Wisdom Magazine (The Lead Article)*
6. Jaeyeon (Jae) Chung, Leonard Lee, Donald R Lehmann, Claire I Tsai, Spending Windfall ("Found") Time on Hedonic versus Utilitarian Activities, *Journal of Consumer Research*, Volume 49, Issue 6, April 2023, Pages 1118–1139, <https://doi-org.ezproxy.rice.edu/10.1093/jcr/ucac032>
7. Jaeyeon (Jae) Chung, Gita Venkataramani Johar, Yanyan Li, Oded Netzer, Matthew Pearson, Mining Consumer Minds: Downstream Consequences of Host Motivations for Home-Sharing Platforms, *Journal of Consumer Research*, Volume 48, Issue 5, February 2022, Pages 817–838, <https://doi-org.ezproxy.rice.edu/10.1093/jcr/ucab034>
8. Jaeyeon (Jae) Chung and Leonard Lee (2019), To Buy or to Resist: When Upward Social Comparison Discourages New Product Adoption, *Journal of the Association for Consumer Research*, <https://www.journals.uchicago.edu/doi/abs/10.1086/703697>.
9. Jaeyeon (Jae) Chung and Gita V. Johar (2018), The Seesaw Self: Possessions, Identity (De)Activation, and Task Performance, *Journal of Marketing Research*, Volume 55, Issue 5, Pages 752–765, <https://journals.sagepub.com/doi/10.1177/0022243718793885>

## BOOK CHAPTER

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Johar, Gita V., Jaeyeon (Jae) Chung and Liad Weiss (2019), “Our Identities, Our Selves,” invited chapter for *Handbook for Research on Identity Theory in Marketing*, edited by Mark Forehand and Americus Reed

## WORKING PAPERS

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Jaeyeon (Jae) Chung and Eric Park, “150 days on OpenSea: Which NFT artwork gets more popular overtime?” (*Submitted for the 4th round at Journal of Marketing*)

Kim, Sonia, Jaeyeon (Jae) Chung, Gita Johar, “How Personalized Video Recommendation Algorithms Induce Consumers to Believe Any Misguided Information on the Platform” (*Revise and Resubmit for the 4th round at Journal of Marketing*)

Jun, Youjung, Jaeyeon (Jae) Chung, Gita Johar, “The Backfiring Effect of Virtual Reality for High Sensation Seeking Consumers” (*Submitted for a 2<sup>nd</sup> round at JCP*)

Felix Schakols, Jaeyeon (Jae) Chung, Reto Hofstetter, “Experimental Evidence from Managers: Breadth versus In-depth creative thinking in the context of Generative AI”

## MEDIA COVERAGE

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“[ChatGPT’s Creative Side](#)”, Rice Magazine, April, 2025

“AI Is Making US Better Problem Solvers ”, Owls Have You Know Podcast, Dec 2024

“[ChatGPT vs. Google: Which is more helpful for creativity?](#)”, Fast Company, Nov, 2024

“[Asking ChatGPT vs Googling: Can AI chatbots boost human creativity](#)”, The Conversation, Nov, 2024

“[AI is providing a fresh perspective to everyday problem](#)” Rice Business Wisdom, Oct, 2024 (featured as the lead article)

“[Study says ChatGPT could help people with creativity in everyday tasks](#)” Phys.org, Aug, 2024

“[ChatGPT could help people with creativity in everyday tasks, study says](#)”, Rice News, Aug, 2024

“[What Should Influencers Talk About to Increase Consumer Engagement?](#)” Rice Business Wisdom, Jan 2024 (featured as the lead article)

“[Essay: Foster children face a tough journey-but one simple, household item can make it better](#)” Houston Chronicle, May 2021

“[If a burger is meatless, is it really a burger?](#)” Houston Chronicle, Sep 2019

“[Can shopping like a math whiz make you into one?](#)” Rice Business Wisdom, Jul 2019

## CONFERENCE PRESENTATIONS

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\* Denotes presenter.

Jaeyeon Chung and others, “The Changing Landscape of the Creator Economy: Choices and Decisions”, Choice Symposium, Aug 2026, Vail, Colorado, USA

Felix Schakols\*, Jaeyeon Chung, Reto Hofstetter, “Add depth vs. breadth: Responses from Managers using AI tool for Identity Transformation in their Work”, poster session, ACR, Oct 2025, Washington D.C., USA

Chung, Jaeyeon\*, “AI Luddites: Consumers Penalize Creative Work Output Generated by Artificial Intelligence” ACR-Asia, July 2024, Bali, Indonesia

Chung, Jaeyeon\* and others, “Into the Future: Emerging Technologies and Their Implications for Consumers, Industry, and Policy” SCP round table, Mar 2024, Nashville

Chung, Jaeyeon, Yu Ding, Ajay Kalra\*, “I Really Know You: How Influencers Can Increase Audience Engagement by Referencing Their Close Social Ties” ACR, Oct 2023, Seattle

Kim, Sonia\*, Jaeyeon Chung and Gita Johar, “How Personalized Video Recommendation Algorithms Induce Consumers to Believe Any Misguided Information on the Platform.” Journal of Marketing Virtual Symposium, Jul 2023, Virtual

Chung, Jaeyeon, Yu Ding, Ajay Kalra\*, “I Really Know You: How Influencers Can Increase Audience Engagement by Referencing Their Close Social Ties” EMAC, May 2023, Denmark

Chung, Jaeyeon, Yu Ding, Ajay Kalra\*, “I Really Know You: How Influencers Can Increase Audience Engagement by Referencing Their Close Social Ties” NASMEI Conference, Dec 2022, Chennai, India

Chung, Jaeyeon\* and Eric Park, “150 days on OpenSea: Which NFT artwork gets more popular overtime”, International conference on Crypto-marketing (@ Columbia University), Dec 2022, NY, USA

Kim, Sonia\*, Jaeyeon Chung and Gita Johar, “How Personalized Video Recommendation Algorithms Induce Consumers to Believe Any Misguided Information on the Platform.” Association for Consumer Research (ACR), Oct 2022, Denver, CO, USA

Kim, Sonia\*, Jaeyeon Chung and Gita Johar, “How Personalized Video Recommendation Algorithms Induce Consumers to Believe Any Misguided Information on the Platform.” Competitive Paper, Society for Consumer Psychology (SCP), Mar 2022, Online Conference due to COVID-19

Chung, Jaeyeon and Yu Ding\*, Ajay Kalra “Social Media Influencers: Products Endorsement on Instagram and Consumers Responses”, working paper, Society for Consumer Psychology (SCP), Feb 2020, Huntington Beach, CA, USA

Jaeyeon Chung\*, Youjung Jun, “Augmented Reality Enhances Self-Brand Connection” competitive paper, Association for Consumer Research (ACR), Oct 2019, Atlanta GA, USA

Jun, Youjung\*, Jaeyeon Chung, Gita Johar, “The Backfiring Effect of Virtual Reality for High Sensation Seeking Consumers” competitive paper, Association for Consumer Research (ACR), Oct 2019, Atlanta GA, USA

Jun, Youjung\*, Jaeyeon Chung, Gita Johar, “The Backfiring Effect of Virtual Reality for High Sensation Seeking Consumers” competitive paper INFORMS Marketing Science, Jun 2019, Rome, Italy

Jaeyeon Chung\*, Youjung Jun, “Augmented Reality Enhances Self-Brand Connection” competitive paper, INFORMS Marketing Science, Jun 2019, Rome, Italy

Jaeyeon Chung\*, Youjung Jun, “Augmented Reality Enhances Self-Brand Connection” competitive paper”, Society for Consumer Psychology (SCP), Feb 2019, Savanna, Georgia, USA

Jun, Youjung\*, Jaeyeon Chung, Gita Johar, “The Backfiring Effect of Virtual Reality for High Sensation Seeking Consumers” competitive paper, Society for Consumer Psychology (SCP), Feb 2019, Savanna, Georgia, USA

Chung, Jaeyeon\*, Gita Johar, Yanyan Li, Oded Netzer and Matthew Pearson, “Share My Home? The Downstream Consequences of Motivations to Participate in Sharing Economy,” special session, Association for Consumer Research (ACR), Oct 2018, Dallas, TX, USA

Chung, Jaeyeon, Gita Johar, Yanyan Li\*, Oded Netzer and Matthew Pearson, “Share My Home? The Downstream Consequences of Motivations to Participate in Sharing Economy,” special session, Marketing Science, June 2018, Philadelphia, PA, USA

Chung, Jaeyeon and Gita Johar\*, “News Consumption on Social Media Induces Distinctiveness Seeking,” special session, Association for Consumer Research (ACR), Oct 2017, San Diego, CA, USA

Chung, Jaeyeon \*, Leonard Lee, Don Lehmann and Claire Tsai “How Consumers Use Found Time,” competitive paper, Society for Consumer Psychology (SCP), Feb 2017, San Francisco, CA, USA

Chung, Jaeyeon \*, Leonard Lee, Don Lehmann and Claire Tsai “How Consumers Use Found Time,” working paper, Society for Judgment and Decision Making (SJDM), Nov 2016, Boston, USA

Chung, Jaeyeon \*, Gita Johar, Oded Netzer and Matthew Pearson, “Share My Home? The Downstream Consequences of Motivations to Participate in Sharing Economy,” working paper, Association for Consumer Research (ACR), Oct 2016, Berlin, DE

Chung, Jaeyeon \* and Leonard Lee, “How Feelings of Envy and Social Comparison Promote Innovation Adoption,” special session, Association for Consumer Research (ACR), Oct 2016, Berlin, DE

Chung, Jaeyeon \*, Leonard Lee, Don Lehmann and Claire Tsai “How Consumers Use Found Time,” competitive paper, Association for Consumer Research (ACR), Oct 2016, Berlin, DE

Chung, Jaeyeon \* and Gita Johar, “The Bounded Self: Effects of Product-Ownership Induced Identity Activation on Product (Un)Related Task Performance,” Society for Consumer Psychology Boutique conference on Identity and Consumption (SCP-Boutique), July 2016, Chicago, USA

Chung, Jaeyeon \*, Leonard Lee, Claire Tsai and Donald Lehmann, “How Consumers Use Found Time,” Behavioral Decision Research in Management Conference (BDRM), Jun 2016, Toronto, Canada

Chung, Jaeyeon \* and Gita Johar, “The Bounded Self: Effects of Product-Ownership Induced Identity Activation on Product (Un)Related Task Performance,” Society for Consumer Psychology (SCP), Feb 2016, FL, USA

Chung, Jaeyeon \* and Leonard Lee, “How Feelings of Envy and Social Comparison Promote Innovation Adoption,” Society for Consumer Psychology (SCP), Feb 2016, FL, USA

Chung, Jaeyeon\* and Gita Johar, “Possessions Constrain the Self-Concept,” special session (session chair), Association for Consumer Research (ACR), Oct 2015, LA, USA

Chung, Jaeyeon\*, Leonard Lee, Claire Tsai and Donald Lehmann, “How Consumers Use Found Time,” working paper, Association for Consumer Research (ACR), Oct 2015, LA, USA

Chung, Jaeyeon\*, Claire Tsai, Leonard Lee and Donald Lehmann, “The Concept of Found Time,” working paper, Association for Consumer Research (ACR), Oct 2015, LA, USA

Chung, Jaeyeon\* and Leonard Lee, “How Feelings of Envy Promote Innovation Adoption,” special session, Association for Consumer Research (ACR), June 2015, Hong Kong, China

Chung, Jaeyeon\* and Gita Johar, “Possessions Constrain the Self-Concept,” special session, Association for Psychological Society (APS), May 2015, NY, USA

Chung, Jaeyeon\* and Leonard Lee, “Envy and Innovation Adoption,” working paper, Association for Psychological Society (APS), May 2015, NY, USA

Chung, Jaeyeon\* and Leonard Lee, “Envy Increases Psychological Social Distancing and Preference for Unique Products,” competitive paper, Society for Consumer Psychology (SCP International), June 2015, Vienna, Austria

Chung, Jaeyeon\* and Leonard Lee, “Social Consequences of Envy,” competitive paper, Association for Consumer Research, Oct 2014, Baltimore, MD, USA

Chung, Jaeyeon\* and Leonard Lee, “The Consequences of Feeling Envy,” poster presentation Association for Psychological Society (APS), May 2014, San Francisco, CA, USA

Chung, Jaeyeon\* and Leonard Lee, “The Consequences of Envy: A Socio-Perceptual Perspective,” poster presentation, Society for Consumer Psychology (SCP), Feb 2014, Miami, FL, USA

Chung, Jaeyeon\* and Donald Lehmann, “How to Make Your Grandma to Exercise,” poster presentation, Association for Consumer Research (ACR), Oct 2014, Chicago, IL, USA

## **INVITED TALKS**

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Chung, Jaeyeon\*, Rice Business Partners Faculty Roundtable Discussion: How Can Influencers Boost Consumer Engagement, Rice University, Feb 2025, Houston, USA

Chung, Jaeyeon\* (invited as a panelist), Career Management Forum for Assistant Professors, Rice University, Feb 2025, Houston, USA

Chung, Jaeyeon\*, Yu Ding, Ajay Kalra, “I Really Know You: How Influencers Can Establish Authenticity Using Self-Disclosure”, Yonsei University, July 2022, Seoul, Korea

Jun, Youjung\*, Jaeyeon Chung, Gita Johar, The Backfiring Effect of Virtual Reality for High Sensation Seeking Consumers”, competitive paper, Trans-Atlantic Doctoral Conference, London Business School, May 2019, London, UK

Chung, Jaeyeon\* and Gita Johar, “The Bounded Self: Effects of Product-Ownership Induced Identity Activation on Product (Un)Related Task Performance,” University of Houston Doctoral Symposium, April 2016, Houston, TX, USA

Chung, Jaeyeon\* and Gita Johar, “Possessions Constrain the Self-Concept,” competitive paper, Trans-Atlantic Doctoral Conference, London Business School, May 2015, London, UK

Chung, Jaeyeon \* and Gita Johar, “Possessions Constrain the Self-Concept,” competitive paper, Annual Whitebox Advisors Graduate Student Conference, Yale University, May 2015, New Haven, CT, USA

## **HONORS AND AWARDS**

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- James B. Angell Scholar, University of Michigan (March 2010)

- Psychology Honors, University of Michigan (Dec 2009)
- Graduation with Distinction, University of Michigan (Dec 2009)
- University Honors, University of Michigan (Sep 2007 - Dec 2009)
- Underwood International Students Honors Scholarship, Yonsei University, Korea (June 2008)
- APS 2014 Research Travel Assistance Award \$300 (May 2014)
- 2014 – 2015 Behavioral Research Lab Fellow Grant \$300 (Sep 2014)
- Luxury Education Foundation (LEF) 2014 Scholarship \$12,000 (Dec 2014)
- Paul and Sandra Montrone Doctoral Fellowship \$11,000 (July 2015)
- Deming Doctoral Fellowship \$10,000 (Aug 2015)
- MVPPhD: Columbia Behavioral Lab - Most valuable PhD student award (Oct 2016)
- Chazen Institute of International Business \$10,000 (Aug 2017)
- Chazen Institute of International Business \$10,000 (Sep 2019)
- Award for Excellent Research, Rice Business School (May 2024)
- Award for Excellent Research, Rice Business School (May 2025)

## **PROFESSIONAL AFFILIATIONS**

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Serving as a Reviewer in selected journals

- Journal of Consumer Research
- Journal of Marketing Research
- Journal of Marketing
- Marketing Letters
- PNAS
- Journal of Experimental Social Psychology
- Cognition & Memory

Professional Membership

- Association for Consumer Research
- Society for Consumer Psychology
- Association for Psychological Science

## **TEACHING**

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- MGMT 688: Consumer Insights (MBA elective: also known as Consumer Behavior)
- BUSI 380: Marketing (Undergraduate core marketing)

## **SERVICE**

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- Rice Business School Research Committee (2025-Now)
- Rice Business Undergraduate Minor Committee (2018 - Now)
- Rice Marketing Summer Camp (2022): Organizer



- Rice recruitment committee (2022-2023)