

# MINKWANG (MK) JANG

50 Stamford Road, Singapore Management University, Singapore 178899

[jang.minkwang@gmail.com](mailto:jang.minkwang@gmail.com) / <https://www.minkwangjang.com>

## ACADEMIC APPOINTMENT

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**Singapore Management University Lee Kong Chian School of Business, Singapore**

Assistant Professor in Marketing

2024 - Current

## EDUCATION

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**The University of Chicago Booth School of Business, Chicago, IL, USA**

2024

Ph.D. in Marketing

Certificate in Advanced Quantitative Methods

**University of Pennsylvania, Philadelphia, PA, USA**

2017

*Magna cum laude*

B.S. in Economics (*The Wharton School*) w/ Concentration in Operations, Information, and Decisions

B.A. in Psychology (*College of Arts and Sciences*)

## PUBLICATIONS AND WORKING PAPERS (\*Equal authorship)

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### Publications:

Jang, Minkwang and Oleg Urminsky (2023), "Cross-Period Impatience: Subjective Financial Periods Explain Time-Inconsistent Choices," *Journal of Consumer Research*, 50 (4), 787–809.

### Working Papers:

Jang, Minkwang\*, Oleg Urminsky\*, and Indranil Goswami, "Preference for Early Progress Signals as a Source of Impatience in Intertemporal Choice"

Jang, Minkwang, "Who Likes It More? Inferring Others' Preferences from Consideration Set Size"

Jang, Minkwang, Ayelet Fishbach, and Shereen J. Chaudhry, "The Downside of Generosity: When More Giving Undermines Connection"

Jang, Minkwang and Ayelet Fishbach, "The Time Framing Effect: How to Encourage Consumption Within a Product Lifespan"

## CONFERENCE PRESENTATIONS (Presenter in all listings)

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"The Downside of Generosity: When More Giving Undermines Connection"

– Society for Judgment and Decision Making Annual Conference, San Francisco, CA (*working paper*) 2024

- “Who Likes it More? Choice Set Size Effect on Inference of Others’ Preferences”
- Society for Consumer Psychology Annual Conference, San Juan, Puerto Rico 2023
  - Society for Judgment and Decision Making Annual Conference, San Diego, CA (*working paper*) 2022
- “The Time Framing Effect: How to Encourage Consumption within a Product Lifespan”
- Society for the Science of Motivation Annual Meeting, Chicago, IL 2022
  - Society for Consumer Psychology Annual Conference, Virtual 2022
- “Cross-Period Impatience: Subjective Financial Periods Explain Time-Inconsistent Choices”
- Subjective Probability, Utility & Decision Making (SPUDM) Annual Conference, Virtual 2021
  - Association for Consumer Research Conference, Virtual 2020
  - Society for Consumer Psychology Annual Conference, Huntington Beach, CA 2020
  - Society for Judgment and Decision Making Annual Conference, Montréal, Canada 2019
- “Entrust Your Future on Others’ Hands: Deferring Choice to a Decision Device When Choosing for the Future”
- Society for Judgment and Decision Making Annual Conference, Virtual 2022
  - Association for Consumer Research Conference, Virtual 2021
  - Subjective Probability, Utility & Decision Making Annual Conference, Virtual (*working paper*) 2021
  - Society for Consumer Psychology Annual Conference, Virtual (*working paper*) 2021
  - Society for Judgment and Decision Making Annual Conference, Virtual (*working paper*) 2020

## INVITED TALKS

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Stanford University Graduate School of Business	November 2023
Northwestern University Kellogg School of Management	October 2023
University of Southern California Marshall School of Business	October 2023
University of Virginia Darden School of Business	October 2023
University of Hawai’i at Mānoa Shidler College of Business	October 2023
Singapore Management University	September 2023
National University of Singapore	September 2023
Chinese University of Hong Kong	September 2023
Hong Kong University of Science and Technology	September 2023

## PROFESSIONAL SERVICE

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Ad Hoc Reviewer, <i>Cognition</i>	2023
Incoming PhD Student Mentor, <i>University of Chicago Booth School of Business</i>	2023
Trainee Reviewer, <i>Journal of Consumer Research</i>	2022
Moderator, <i>ISMS Marketing Science Conference</i>	2022
Reviewer, <i>Society of Consumer Psychology Conference</i>	2021