

Quang-Phuc Phung

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Academic Experience

Postdoctoral Associate, MIT Sloan – Initiative on the Digital Economy, 03/2026–Present

Education

Ph.D. in Economics, Tilburg University, 2025

M.Sc. in Economics (Research Master), Tilburg University, 2019

M.Sc. in Management, University of Mannheim, 2017

B.A. in Business Administration, National Yunlin University of Science and Technology, 2011

Areas of Interest

Behavioral Economics, Experimental Economics, Future of Work

Working Papers

"Asking a Chatbot: The Effect of Conversational versus Static AI Interfaces on Belief Updating"

Under review at Experimental Economics; submitted January 2026.

Abstract: This study investigates the effect of a conversational versus static interface for generative AI on belief updating. In a controlled laboratory experiment, participants reported incentivized beliefs about the correct answers to a series of multiple-choice reasoning questions both before and after receiving recommendations from the same AI model. For each question, in the conversational treatment, participants submitted a single query to a chatbot, which generated a recommendation consisting of an answer option and a brief justification in real time. In the static treatment, participants received a pre-generated recommendation presented in a fixed format. The informational content of AI-generated recommendations was distributionally matched across treatments. Belief updating was measured as the change in the belief that participants assigned to the AI-recommended option. On average, participants using the conversational interface increased their belief in the AI-recommended option by 31.75 percentage points, compared to 26.31 percentage points in the static treatment ($p = 0.068$). Exploratory analysis reveals that this average effect conceals a systematic heterogeneity: the effect is most pronounced when initial beliefs in the AI-recommended option conflict with the recommendation; it diminishes to near zero when initial beliefs and recommendations are aligned.

"Monitoring as a Service"

Abstract: This study explores whether a monitoring service can help mitigate procrastination and

improve commitment. In a real-effort experiment, participants needed to complete 80 tasks across three sessions over three weeks. In the first week, after making a non-binding plan for how many tasks to complete during the final two weeks, they were randomly assigned to either a Control or a Monitored group. In the Monitored group, participants were connected with a Monitor via WhatsApp, who would observe their progress and send out reminders if they delayed their work. Monitoring improved adherence to the initial plan by 12.75 percentage points ($p < 0.05$) and completing all the required tasks by 19.47 percentage points ($p < 0.001$), mainly by reducing dropout rate. The findings suggest that combining external oversight with performance-related reminders can be an effective method to combat procrastination.

Work in Progress

"Emotional Discrimination" (*with Sigrid Suetens and Boris van Leeuwen*)

Selected Presentations and Seminars

2027

- **2027 Allied Social Science Associations (ASSA) Annual Meeting**, Washington D.C., USA (January, scheduled)

2026

- **LEARN AI Conference (The Impact of AI on Human Learning)**, GREDEG, Université Côte d'Azur, Nice, France (December, scheduled)
- **2026 INFORMS Annual Meeting**, San Francisco, CA, USA (November, scheduled)
- **Inaugural Large Language Models and the Social Sciences Conference (LLMSS 2026)**, City University of Hong Kong, Hong Kong (October, scheduled)
- **Economic Science Association (ESA) World Meeting**, Los Angeles, CA, USA (July)
- **Social Analytics Lab Seminar**, Massachusetts Institute of Technology, Cambridge, MA, USA (May)
- **The Business Implications of Generative AI @ MIT (BIG.AI@MIT)**, Massachusetts Institute of Technology, Cambridge, MA, USA (April)

2025

- **Advances with Field Experiments (AFE) Conference**, University of Chicago, USA (September)
- **Annual Conference of the French Association of Experimental Economics (ASFEE)**, Nancy, France (June)
- **Maastricht Behavioral and Experimental Economics Symposium (M-BEES)**, Maastricht University, Netherlands (June, accepted; unable to attend)
- **Job Market Seminar**, Tilburg University, Netherlands (January)

2024

- **Behavioral and Experimental Group Seminar**, Tilburg University, Netherlands

2023

- **Graduate Students' Society Seminar Series**, Tilburg University, Netherlands
Workshop: Digital tools for modern research (research workflow optimization using Obsidian, Litmaps, and AI tools)

2022

- **Economic Science Association (ESA) World Meeting**, Bologna, Italy
- **Behavioral and Experimental Group Seminar**, Tilburg University, Netherlands

2021

- **Experimental Group Seminar**, Maastricht University, Netherlands
- **Graduate Students' Society Seminar Series**, Tilburg University, Netherlands

2020

- **Behavioral and Experimental Group Seminar**, Tilburg University, Netherlands

Teaching and Supervision

Teaching Assistant for Economics 2, Tilburg University, 2020–2023: Taught macroeconomics tutorials to classes of up to 70 students in the International Business Administration undergraduate program. Responsibilities included designing slides and providing explanations for exercises.

Teaching Assistant for Methods: Experiments and Surveys, Tilburg University, 2019–2023: Designed questions for examinations and graded survey assignments.

Bachelor Thesis Supervision, Tilburg University, 2020–2024: Supervised over 30 undergraduate theses in the field of economics and management.

Industry / Professional Experience

Working Student, Partner Service Delivery, SAP, Germany, 2016–2017: Supported end-to-end management of enablement webinars and partner events, including communicating with stakeholders, resolving queries, and maintaining documentation.

Officer, Cash Management Operations, Standard Chartered Bank, Vietnam, 2011–2014: Processed local and international banking settlements, ensuring accuracy and regulatory compliance while aligning with time-critical deadlines.

Honors and Awards

2017–2018 Koopmans Scholarship (€ 24,000)

Professional Service

Referee service: Frontiers in Behavioral Economics: Neuroeconomics

Additional Information

Technical skills: Experimentation, causal inference, machine learning

Programming languages / software: Python (oTree, NumPy, Pandas, Statsmodels, scikit-learn, EconML, Lifelines, TensorFlow), Stata, Qualtrics, z-Tree

Languages: English (professional fluency), Vietnamese (native), Dutch (A2), German (A2)

Citizenship: Netherlands