

## Curriculum Vitae

<b>Surname:</b>	Truong
<b>First Name:</b>	Thanh Hiep
<b>Date of Birth:</b>	23/12/1982
<b>Academic Qualification:</b>	Ph.D. in Development Economics
<b>Venia Legendi (qualification to teach):</b>	
<b>Further Qualifications:</b>	

<b>At the Higher Education Institution (to be accredited) since:</b>	2009
<b>Level of Employment (part-time or full-time):</b>	Full-time
<b>Teaching Focus:</b>	Economics, Personnel Economics
<b>Interdisciplinary Aspects:</b>	Game theory, Apply Econometrics
<b>Activities in the Areas:</b>	
- <b>Further Education</b>	
- <b>Research</b>	Development Economics Behavior Economics Housing Economics Climate change Searching behavior
- <b>Consultancy</b>	
<b>How are personal research activities reflected in teaching activities?</b>	Personal research activities are close to the teaching field, so it supports well. Several research topics have been presented to students at faculty seminars.

<b>Work experience:</b>	
- <b>General</b>	Lecturer for 15 years Public project appraiser in District 9 Committee for 4 years
- <b>Activities as an Expert:</b>	2005-2009: Public project appraiser in District 9 Committee 2009-now: Lecturer at Economics school – University of Economics Ho Chi Minh City
<b>Publications:</b>	<b>Articles in Vietnamese:</b> 1. Nguyen Thi Bich Hong, Truong Thanh Hiep (2024). Evaluating the impact of floods on changes in residential choice behavior in Ho Chi Minh City. <i>Journal of Asian Business and Economic</i>

*Studies (JABES)*, 35(7), 71-87.

2. Nguyen Thi Bich Hong, Truong Thanh Hiep (2022). The Behaviour of House Buyers in Response to Suspicious Signals of Houses for Sale. *Journal of Asian Business and Economic Studies (JABES)*, 33(7), 71-85.

3. Truong Thanh Hiep, Nguyen Thi Bich Hong (2020). The role of social capital on the job seekers' behaviors. *Journal of Asian Business and Economic Studies*, 31(7), 73-84.

4. Truong Thanh Hiep, Phan Dinh Nguyen, Nguyen Thi Bich Hong (2019). Searching theory: Impact of expectation on house buyers' behavior. *Journal of Economics & Development*, 262(4), 69-79.

5. Nguyen Thi Bich Hong, Truong Thanh Hiep (2019). The role of stigma effect on homebuyer behavior on the Vietnam housing market. *Economic Studies*, 489(2), 43-54.

6. Truong Thanh Hiep, Nguyen Thi Bich Hong (2018). The home buyers searching theory: The impact of loss aversion on home buyer behavior. *Journal of Asian Business and Economic Studies*, 29(8), 18-35.

7. Nguyen Thi Bich Hong, Truong Thanh Hiep (2018). Search theory in housing market: The impact of their existing accomodation on buyers' decisions. *Journal of Finance and Marketing*, 46(8), 1-6.

8. Nguyen Thi Bich Hong, Truong Thanh Hiep (2018). Determining the current apartment market bubble in Hochiminh city. *Journal of Finance and Marketing*, 43(2), 41-54.

### **Articles in English**

1. Nguyen, H.T.B. & Truong, H.T. (2024). Unveiling housing preferences amidst flood risks: an empirical study in an emerging market. *International Journal of Housing Markets and Analysis*, Vol. ahead-of-print No. ahead-of-print. <https://doi.org/10.1108/IJHMA-06-2024-0079>. (Scopus)

2. Truong, H.T. & Nguyen, H.T.B (2023). The role of social capital on the searching behaviors of a job seeker in the multiple labor markets. *Studies in Microeconomics*, 11(3), 374 - 381 <https://doi.org/10.1177/23210222211051469> (Scopus)

3. Nguyen, H.T.B., Miller, N.G., Pham, N.K. and Truong, H.T. (2022). Flood risk and buyer search behavior in Ho Chi Minh City, *International Journal of Housing Markets and Analysis*, 15(4), 895 - 909. <https://doi.org/10.1108/IJHMA-05-2021-0060>. (Scopus)

4. Nguyen, H.T.B, Nguyen, H.T., Truong, H.T. (2020). The role of listing price strategies on the probability of selling a house: evidence from Vietnam. *Real Estate Management and Valuation*,

28(2), 63 – 75, <https://doi.org/10.1515/remav-2020-0016>.(Scopus)

### **Conferences and Proceedings**

1. Nguyen Thi Bich Hong, Truong Thanh Hiep. (2022). Underestimating the impact of floods? Evidence from housing choice behaviour in hcmc. International Conference on Business and Finance 2022 (ICBF 2022).
2. Truong Thanh Hiep, Nguyen Thi Bich Hong. (2021) Prior experience with flood risk and buyer search behavior: Empirical evidence in Ho Chi Minh City. International Conference on Business and Finance 2021 (ICBF 2021).
3. Truong Thanh Hiep, Nguyen Thi Bich Hong, Nguyen Ngoc Ha Tran, Tran Thi Bich Dung. (2020). Job Search Theory: The Role of Social Capital On Behaviours of Job Seekers. International Conference on Business and Finance 2020 (ICBF 2020).
4. Truong Thanh Hiep, Nguyen Thi Bich Hong. (2020). The Theoretical Framework Analyzes the Impact of Expectation of House Buyers on Their Searching Behaviors and The Empirical Results in Ho Chi Minh City. International Conference on Business and Finance 2020 (ICBF 2020).
5. Nguyen Thi Bich Hong, Nguyen Trong Hoai, Truong Thanh Hiep (2019). The Role of Listing Price Strategies on the Probability of Sale for house: Evidence in Vietnam. *The 2<sup>nd</sup> Asia Conference on Business and Economic Studies (ACBES 2019)*.
6. Nguyen Thi Bich Hong, Truong Thanh Hiep (2019). Testing the stigma effect on housing market in Vietnam. *1<sup>st</sup> International Conference on Econometrics and statistical methods – Applications in economics and finance (ESM-AEM 2019)*.

### **Research Projects:**

#### **+ Ministry level researchs and and equivalent:**

1. Research on linkage model in agriculture: Theoretical and situational analysis of Southern fruit and vegetable industry, 2019, *Ministry level, Member, Accepted.*
2. Factors affect on the real estate prices in Ho Chi Minh City: forecasting trends and solutions for sustainable development, 2017, *Province level, Member, Accepted.*
3. Project on the development of supporting industries in Ho Chi Minh City in the period of 2015 – 2020 and orientation to 2025, 2016, *Province level, Member, Accepted.*
4. Housing survey demand report: Ho Chi Minh housing demand case, 2013, *Ministry level, Member, Accepted.*
5. Evaluation of the competitiveness of agricultural products in the provinces of the Mekong Delta, 2008, *Ministry level, Member, Accepted.*

	<p>6. The situation and solutions for tourism development in Ba Ria - Vung Tau province, 2005, <i>Province level, Member, Accepted.</i></p> <p>+ <b>University level researchs:</b></p> <p>1. Optimal Choice and Infidelity, 2022, <i>School level, Member, , Accepted.</i></p> <p>2. Inappropriate under-market asking prices in an asymmetric market: Evidence in HCM housing market, 2021, <i>School level, Member, , Accepted</i></p> <p>3. Job-seeking theory: the influence of social capital on job-seeking behavior, 2019, <i>School level, Member, Finished.</i></p> <p>4. Analyze the impact of the pricing strategy on the time to sell a home: Case study of single-family housing market in HCMC, 2018, <i>School level, Member, Accepted.</i></p> <p>5. A review of research theories related to the real estate bubble, indicators to measure the housing price bubble: a case study in the Ho Chi Minh City real estate market, 2016, <i>School level, Member, Accepted.</i></p>
<b>Memberships:</b>	
<b>International experience through:</b>	
- <b>Management Activities</b>	
- <b>Academic Activities</b>	
- <b>Personal Background/ Experience</b>	
<b>Other:</b>	