

# Dung (Shayne) Nguyen

Master Graduan in Economics · The University of Hong Kong

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## Summary

Dung (Shayne) Nguyen is currently a Research Associate at Boston Consulting Group. He earned his MSc in Economics from The University of Hong Kong and his BA (Hons) in Economics from Fulbright University Vietnam. His main interests are political economy and development economics. He is keen on applying causal inference and machine learning techniques to gain deeper insights into these fields.

## Research Interest

**Primary fields,** Political Economy of Development

**Secondary fields,** Quantitative Methods

## Education

### The University of Hong Kong

*Pokfulam, Hong Kong*

MASTER OF ECONOMICS

*2023 - 2024*

- CGPA: 3.68/4.3
- Quantitative Coursework: Introduction to Econometrics (B+), Statistical Learning (A+), Causal Inference (A+), Advanced Topics in Econometrics (B+), Textual Analysis For Economist (A+), Applied Machine Learning (B+), and Modern Econometrics For Business (A-).

### Fulbright University Vietnam

*HCMC, Vietnam*

BACHELOR OF ARTS, HONOURS APPLIED ECONOMICS

*2019 - 2023*

- CGPA: 3.77/4.0 (Departmental Highest Honours)
- Thesis: Determinants of individuals' participation and contribution to the voluntary social insurance fund: Evidence from Vietnam.
- Quantitative Coursework: Statistics (A), Linear Algebra (A-), Calculus (B+), Probability Theory (A), Econometrics (A), Machine Learning (A), and Deep Learning (A).

## Research Experience

### Vietnam Chamber of Commerce and Industry (VCCI)

*Remote*

ECONOMICS CONSULTANT

*July 2024 – Dec 2024*

- Support Dr.Tuan-Ngoc Phan and VCCI team to lead two policy reports on the impacts of regional linkages in improving the business environment, environmental protection, sustainable development, FDI and investments.
- Collaborate with the team to provide a macroeconomics report for local governments of four provinces including Quang Ninh, Hai Phong, Hai Duong, and Hung Yen.

### Fulbright University Vietnam

*HCMC, Vietnam*

RESEARCH COLLABORATOR

*Sept 2023 – May 2024*

- Project: Vietnam GSO Enterprise Survey.
- Support Dr.Tuan-Ngoc Phan and Prof.Markus Taussig to interpret and document the largest firm-level data of Vietnam.
- Manipulated and compiled firm-level panel data during 2003-2018 with more than 1M samples to extract insights for relevant research projects in business and political economy.

### YSEALI Academy at Fulbright University Vietnam

*HCMC, Vietnam*

RESEARCH ASSOCIATE INTERN

*Oct 2022 – Aug 2023*

- Project: Digital Proxy War.
- Supported Dr.Willem Smit to research the internationalization strategies of Digital Giants from the US and China.
- Performed quantitative analysis on a time-series dataset of 91 app downloads from more than 30 different markets.
- Conducted market research, analyzing academic, business case study, and other ad-hoc tasks to deduce insights for the research.

### Vietnam Institute of Economics

*Hanoi, Vietnam*

RESEARCH INTERN

*May 2021 – Oct 2021*

- Project: Vietnam Social Pension Fund Sustainability: Current problems and future implications.
- Developed model with different demographic scenarios to forecast and evaluate the financial sustainability of the Social Pension Reserve Fund of Vietnam until 2047.
- Utilized ILO materials focused on actuarial valuation methods for national security schemes and literature review to address possible policy changes to improve the Social Insurance Reserve Fund performance.

# Professional Experience

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## Boston Consulting Group (BCG)

Vietnam and Southeast Asia

RESEARCH ASSOCIATE

Sept 2024 - Now

- Team member of the Southeast Asia Research Team with a specific focus on Public Sector cases.
- In charge of listing Vietnam's business development opportunities from the Ministry of Planning and Investment as well as international organizations including USAID, World Bank, ADB, and JICA.
- Supporting the consulting team on four public sector projects in Southeast Asia:
  - + Developing a new Special Economics Zone for a local government in Central Vietnam.
  - + Building a linkage centre road map for the partnership between a global investment firm and Vietnam government.
  - + Creating a turn-around strategy for a private university owned by a public company in Malaysia.
  - + Exploring the potential to expand the Special Economic Zone model for a state in East Malaysia.

## Dalberg Advisors

Vietnam & Hong Kong

ANALYST (FULL-TIME)

July 2023 - Sept 2023

- Supported leadership team to establish working policy and grow Dalberg's first office in Vietnam.
- Led 2 desk research projects with a focus on AI Impact areas, including AI & education and AI & foundation across Asia-Pacific.
- Advised Google For Education team and relevant stakeholders to implement AI education projects in East Asia.

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Vietnam & Singapore

PROJECT TEAM ASSISTANT

May 2022 - Jan 2023

- Worked under the supervision of former BCG partner and associate to advise on deal structure and facilitate strategic partnership between two of Vietnam's top 20 largest companies on a loyalty joint venture worth over US\$1B.
- Conducted market research, business case study & quantitative analysis to deduce key findings and make high-level recommendations on building digital loyalty program.

# Honours & Awards

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<b>Fully-Funded Optimas Capital Scholarship</b> , The University of Hong Kong	2023
<b>First Prize of AIxIMPACT Case Competition</b> , QuantumBlack, AI by McKinsey	2022
<b>Country First Runner Up of 3M Inspire Challenge</b> , 3M Vietnam	2021

# References

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### Professor Quan V. Le

Former Academic Director,  
The University of Hong Kong in Vietnam  
lv.quan@iced.org.vn

### Professor Tuan-Ngoc Phan

Assistant Professor in Political Economy,  
Fulbright University Vietnam  
ngoc.phan@fulbright.edu.vn

### Professor Dang Huynh

Assistant Professor in Computer Science,  
Fulbright University Vietnam  
dang.huynh@fulbright.edu.vn

### Professor Chicheng Ma

Associate Professor in Development Economics,  
The University of Hong Kong  
macc@hku.hk

# Miscellaneous

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<b>Programming Languages</b>	Python (Preferred), R, Stata (Intermediate), 四E
<b>Software and Tools</b>	GIS (learning), GitHub, Microsoft Office Suite (Word, Excel & Powerpoint)
<b>Databases</b>	EMIS, Global Data, Capital IQ, Refinitiv, Oxford Economics, Orbis
<b>Languages</b>	English, Vietnam, Mandarin (Learning)
<b>Citizenship</b>	Vietnamese