

XING HU

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ACADEMIC APPOINTMENTS

Associate Professor (December 2019 - current)

Area of Innovation and Information Management,

Faculty of Business and Economics, University of Hong Kong, Hong Kong SAR, China

Assistant Professor (2012 -2019)

Lundquist College of Business, University of Oregon, U.S.A

Visiting Professor (2016-2017)

Sauder School of Business, University of British Columbia, Canada

EDUCATION

Leonard N. Stern School of Business, New York University, New York, U.S.A

Ph.D. in Operations and Management Science, 2012

M. Phil. in Operations and Management Science, 2008

School of Mathematical Sciences, Peking University, Beijing, China

B. S. in Mathematics, 2006 (with distinction)

RESEARCH INTERESTS

- Revenue Management and Dynamic Pricing
- Online Retailing and Platforms
- Models of Incentives and Strategic Interactions

PUBLICATIONS

1. Xing Hu, René Caldentey, and Gustavo Vulcano, 2013, Revenue Sharing in Airline Alliances, *Management Science*, 59: 1177-1195
(Second Place of the AGIFORS Anna Valicek Paper Competition, 2011)
2. Shanshan Hu, Xing Hu, and Qing Ye, 2017, Optimal Rebate Strategies under Dynamic Pricing. *Operations Research*, 65(6), pp. 1546-1561
3. Xing Hu, Zhixi Wan, and Nagesh Murthy, 2017, Dynamic Pricing of Limited Inventories with Product Returns. *Manufacturing & Service Operations Management*, 21(3), 501-518
4. Xing Hu and René Caldentey, 2023, Trust and Reciprocity in Firms' Capacity Sharing. *Manufacturing & Service Operations Management*, 25(4), 1436-1450
5. Min Xu, Wei Chi, Xing Hu, and Qing Ye. 2024. *Set a Goal for Yourself? A Model and Field experiment with Gig Workers. Production & Operations Management*, 33(1), 205-

WORKING PAPERS

6. Xing Hu, Zhixi Wan, Qin Zhou, 2024. The Profitability Puzzle of On-Demand Carpooling: Pricing, Matching and Network Effects. In Preparation for Journal Submission (*Funded by GRF project number 17504021, as PI*)
7. Xing Hu, Xuying Zhao, Hao Zhang, and Lifei Sheng. 2024. A model of Pricing and Cancelling Policies on Online Rental Marketplace. In Preparation for Journal Submission
8. Junming Hu, Xing Hu, Alex Yang and Yi Yang, 2024. Loyalty Program under Repeated Purchasing: The Case of Tokenization. In Preparation for Journal Submission
9. Xing Hu, Qichuan Yin. 2024. Managing a Trading-Favor System with Participant Entry and Exit (*GRF pending application with Xing Hu as the PI*)

WORK IN PROGRESS

10. Yifan Feng, Xing Hu, Strategic Formation of Trading Favor Networks
11. Xing Hu, Lulu Chen, Strategic Personalized Assortment and Recommendation.
12. Xing Hu, Haokun Zhang, A Model of Geopolitical impact on Supply Chain Strategic Formation.
13. Xing Hu and Brian Wu, A Model of Quality Ladder for Industry Structure and Acquisitions

GRANT

- General Research Fund from Hong Kong Research Grants Council, HK\$ 655,993
Title: An Analytical Framework for On-Demand Carpooling: Pricing, Matching, and Capacity Allocation (Project Number 17504021, December 2021 to December 2024)

TEACHING EXPERIENCE

Faculty of Business and Economics, University of Hong Kong

- Postgraduate Course: IIMT 6015. Research Methodologies in Operations Management, Spring 2020, Fall 2021, Fall 2022, Fall 2023, Fall 2024
- Undergraduate Course: IIMT 3636. Decision and Risk Analysis, Spring 2021
- Postgraduate Course: MSBA 7003. Quantitative Analysis Methods, Fall 2021, Fall 2022, Fall 2023
- Supervising MSBA Capstone projects: Lalamove (Spring 2021); Coca-Cola Spring (2022); DCH (2023, 2024)

Lundquist College of Business, University of Oregon

- Undergraduate Course: OBA 335. Operations Management, 2012-present
- Ph.D. Course: DSC 610. Dynamic Programming and Stochastic Control, Spring 2014
- Ph.D. Course: DSC 608. Advanced Topics in Convex Optimization, Spring 2013

- MBA Course: DSC 466/566. Project and Operations Management, Winter 2012

TEACHING CASES

- *Amazon.com Last-mile Delivery Service*. Teaching Case Development with Asia Case Research Center. Co-supervisors: Zhixi Wan and Angela Yin (2021)
- *Treacherous Water: Steering HKTVMALL's Supply Chain Strategy*. Teaching Case Development with Asia Case Research Center. Co-supervisors: Zhixi Wan and Angela Yin (2022)

INVITED SEMINAR TALKS

- Booth School of Business, University of Chicago (2025)
- CUHK (2025)
- ESG conference HKU (2024)
- Lyft Head Quarter, San Francisco (2024)
- HKU IIM summer workshop (2024)
- Peking University, School of Mathematical Sciences (2024)
- Didi Chuxing Head Quarter, Beijing (2024)
- University of Toronto, Rotman School of Management (2023)
- IBP workshop at HKU Vietnam Centre in Ho Chi Minh City (2022)
- Department of Information Systems, Business Statistics and Operations Management, Hong Kong University of Science and Technology (2021)
- Department of Innovation and Information Management, University of Hong Kong (2019)
- School of Management and Economics, University of Electronic Science and Technology of China (2017)
- School of Management, University of Texas at Dallas, Texas (2015)
- Industrial Engineering & Operations Research Department, Univ. of California, Berkeley (2012)
- HEC Paris, Paris, France (2011)
- Lundquist College of Business, University of Oregon, Oregon (2011)
- Ten-year Celebration, Stern School of Business, New York University, New York (2010)

ACADEMIC PRESENTATIONS

- Ride-sharing Platform's Carpool Modes, *POMS-HK International Conference, January 2023*
- Dynamic Pricing of Limited Inventories with Product Returns
INFORMS Annual Meeting, Phoenix, November 2018

INFORMS Annual Meeting, Philadelphia, November 2015

- Dynamic Pricing and Rebate Strategies of Limited Inventories
POMS Annual Meeting, Orlando, May 2016
- Strategic Seller Recommendation between Alternative Products
M&SOM Annual Conference, Fontainebleau, July 2013
- Trust and Reciprocity in Firms' Capacity Sharing
INFORMS Annual Meeting, San Francisco, November 2014
MSOM Annual Conference, New York, June 2012
UC Berkeley IEOR department, Berkeley, March 2012
INFORMS Annual Meeting, Charlotte, November 2011
- Strategic Selection and Pandering in Consultative Decision Making
Canadian Operational Research Society Annual Conference, June 2013
- Revenue Sharing in Airline Alliances
INFORMS Annual Meeting, Arizona, October 2012
INFORMS Revenue Management & Pricing Section Conference, Columbia University, June 2011
INFORMS Annual Meeting, Austin, November 2010
Ten-Year Anniversary Conference, IOMS Department of Stern, NYU, October 2010
- Airline Alliance Collaboration and Operations
AGIFORS Revenue Management and Cargo, New York, May 2010
INFORMS Annual Meeting, San Diego, October 2009
- A Population Monotonic Allocation Scheme in Joint Replenishment Systems
INFORMS Annual Meeting, Washington DC, October 2008

SELECTED AWARDS AND HONORS

Research Related Grants and Awards

- Lundquist College of Business Research Award (2015)
- Kayeyama Research Fund (2014)
- Runner-up of the AGIFORS Anna Valicek Contest (2011)
- Stern Fellowship for Fifth-Year Ph.D. Candidate, New York University (2010)
- Doctoral Fellowship, Stern School of Business, New York University (2006-2010)

Merit-based Awards and Prizes

- Chun-Tsung Scholar, Peking University (2006)
- Marykay Scholarship, Peking University (2005)

- May-Forth Scholarship, Peking University (2003 and 2004)
- Excellent Student on Headmaster's List (2003-2005)
- First Prize in National Mathematics Competition (2000 and 2001)
- Second Prize in National Physics Competition (2000 and 2001)

UNIVERSITY SERVICES

- Ph.D Admission Panel, (2024-current)
- MSc(BA) Staff-Student Consultative Committee, (2023-current)
- MSc(BA) Admission Committee, (2021-current)
- Research Seminar Organizer, IIM area, University of Hong Kong (2021-current)
- Capstone Project Supervisor, Master Science of Business Analytics Program, University of Hong Kong (2021-current)
- Study Abroad Programs Committee, University of Oregon (2014-2016)
- Ph.D. Student Admission Committee, Decision Sciences Department, University of Oregon (2012-2016)
- Faculty Search Committee, Decision Sciences Department, University of Oregon (2013-2014)
- Faculty Search Committee, Marketing Department, University of Oregon (2013-2014)

PROFESSIONAL SERVICES

- *Associate Editor for Naval Research Logistics, from May 2024-present*
- *Guest Associate Editor for Naval Research Logistics, from 2023-April 2024*
- Session Chair, *POMS-HK International Conference, January (2023, 2024, 2025)*
- *POMS-HK best student paper competition judge (2023)*
- Session Chair, The 13th International Conference of the Chinese Scholars Association for Management Science and Engineering (2021)
- Session Chair, Production and Operations Management Society Conference (2016)
- Session Chair, Canadian Operational Research Conference (2013)
- Referee for Premier Field Journals, including *Management Science, Operations Research, Mathematics of Operations Research, Strategic Management Journal, Production and Operations Management, European Journal of Operations Research*

PROFESSIONAL MEMBERSHIPS

- The Institute for Operations Research and the Management Sciences
- Manufacturing & Service Operations Management Society
- INFORMS Revenue Management and Pricing Section