

Xiao (Shawn) Zhang
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Academic Employment

Saint Louis University, Richard A. Chaifetz School of Business, St. Louis, MO

Assistant Professor of Operations and IT Management

August 2018-Present

Education

The University of Texas at Dallas, Richardson, TX

Ph.D. in Operations Management

June 2018

M.S. in Statistics

May 2017

Southern Methodist University, Dallas, TX

M.S. in Applied and Computational Mathematics

May 2011

Beijing Institute of Technology, Beijing, China

B.S. in Applied Mathematics

July 2009

Areas of Interest

Research: Pricing and Revenue Management, Customer Relationship Management, Operations-Marketing Interface.

Teaching: Business Analytics, Business Statistics, Demand and Revenue Management, Operations Management, Pricing Analytics, Supply Chain Management.

Research Papers

- “Dynamic Pricing and Timing of Upgrades,” with M. Çakanyıldırım and Ö. Özer. R&R at *Manufacturing & Service Operations Management*.
 - Finalist, 2017 INFORMS IBM Service Science Best Student Paper Award Competition.
- “Do People Provide Good Advice?” with J. Li. under 2nd round review at *Journal of Economic Behavior and Organization*.
- “Impact of Supply Chain Structure and Postponement on Promised Lead Time Contracts,” with H. Lutze and Ö. Özer. Working paper.
- “Multi-product Dynamic Upgrades,” with M. Çakanyıldırım, J. Goodson, and Ö. Özer. Work in progress.
- “Dynamic Pricing with Delayed Incentives,” with B. Kadiyala and Ö. Özer. Work in progress.

Teaching Experience

Instructor, Saint Louis University

Fall 2018-Present

- OPM 3050: Introduction to Management Science and Operations Management
- OPM 5050: Introduction to Analytics-Based Operations Management
- OPM 6460: Logistics and Warehousing
- OPM 6600: Supply Chain Analytics
- MBA 6000: Professional Skills and Business Concepts (co-instructor)
- MBA 6009: Optimization of Resources (co-instructor)

Instructor, The University of Texas at Dallas	Spring 2015
• OPRE 3310: Operations Management	
Teaching Assistant, The University of Texas at Dallas	Fall 2011-Spring 2016
• Won JSOM Owlie Award - TA of the Year 2015-2016	
Teaching Assistant, Southern Methodist University	Fall 2009-Spring 2011

Industry Experience

Air Products & Chemicals, Allentown, PA	Summer 2015
Ph.D. Student Intern at Process Data Technology Group	
• Analyzing and optimizing hydrogen furnace production	
Sabre Corporation, Southlake, TX	Summer 2012
Summer Research Intern at Sabre Research Group	
• Forecasting unconstrained demand for a major airline in the Middle East	

Invited Seminars

• University of Texas Southwestern Medical Center, Dallas	Dec 2018
• Saint Louis University, Saint Louis	Nov 2018
• University of California, San Diego	Dec 2017
• University of New Hampshire, Durham	Dec 2017
• University of Alabama, Tuscaloosa	Nov 2017
• Saint Louis University, Saint Louis	Nov 2017
• Global R&D Operations Research Lab at General Motors, Detroit	July 2016
• Research Department at PROS, Houston	May 2015
• Sabre Research Group at Sabre Corporation, Southlake	Aug 2011

Services

• Chaifetz School of Business Math Business Committee	Spring 2019-Present
• Chaifetz School of Business Undergraduate Board Committee	Fall 2020
• Chaifetz School of Business Graduate Program Review Committee	Fall 2020
• SLU Diversity Committee	Fall 2019

Referee Experience

Decision Sciences, European Journal of Operational Research, International Journal of Applied Decision Sciences, Journal of Operations Management, Manufacturing & Service Operations Management, Production and Operations Management

Honors and Awards

• Chaifetz School of Business Teaching Innovation Award	2019-2020
• INFORMS IBM Service Science Best Student Paper Award Competition Finalist	Oct 2017
• UTD JSOM Dean's Excellence Scholarship	2016-2018
• UTD JSOM Owlie Award - TA of the Year	2015-2016