

Xi (Henry) Lin

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Education

University of California, Irvine

2019-Spring 2025 (Expected)

Doctor of Philosophy in Management

Track: Operations and Decision Technologies

University of North Carolina at Chapel Hill

2017-2019

Master of Science in Interdisciplinary Statistics and Operations Research

Track: Business Analytics

University of California, Los Angeles

2013-2017

Bachelor of Science in Applied Mathematics

Minor: Statistics | Dean's Lists (4 Quarters)

Research Interests

Applications: E-commerce, agricultural operations, socially responsible operations, pricing, contracting, negotiation, consumer behavior,

Methodologies: Game theory, economic modeling, optimization, data analytics

Publications

Lin, X., Gui, L., Lu, Y. (2024). Managing Sales via Livestream Commerce: Implications of Price Negotiation and Consumer Price Search. *Production and Operations Management*, Published Online in Advance of Print August 30, 2023.

Working Papers

Lin, X., Gui, L., Lu, Y. [Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare](#). *Submitted*.

- SSRN's Top Ten download list for Social Responsibility in Production & Supply Chain Management eJournal. August 2024.

Work in Progress

Lin, X., Gui, L., Yang, L. The Environmental and Social Implications of Pay-What-You-Want Food Waste Supermarket.

Liu, Y., Lu, Y., **Lin, X.** Persuasion via Livestreaming: Evidence from Online Medical Consultation.

Practitioner Oriented Publications

Beck Dallaghan, G. L., **Lin, X.**, Melvin, J. K., Golding, J., Steiner, B., & Kulkarni, V. (2022). Maximizing Clinical Rotation Placements for US Medical Students: Exploring an Optimization Model. *Medical Education Online*, 27(1), 2024488.

Khairat, S., **Lin, X.**, Liu, S., Man, Z., Zaman, T., Edson, B., & Gianforcaro, R. (2021). Evaluation of Patient Experience During Virtual and In-person Urgent Care Visits: Time and Cost Analysis. *Journal of Patient Experience*, 8, 2374373520981487.

Khairat, S., **Lin, X.**, Liu, S., Shrestha, S., & Austin, C. (2020). Understanding the Association Between Electronic Health Record Satisfaction and the Well-being of Nurses: Survey Study. *JMIR Nursing*, 3(1), e13996.

Teaching Experience

UCI Paul Merage School of Business, Irvine

Summer 2024

Instructor, MGMT 101 Management Science (upper-division undergraduate core course).

- Instructor Evaluation: 3.34/4
- Full responsibility for course planning, teaching and grading for a class of 28 students.

UCI Paul Merage School of Business, Irvine

Winter 2019-Current

Teaching Assistant

- Undergraduate courses: MGMT 101 Management Science, MGMT 182 Supply Chain Management, MGMT 189 Operations Management
- Graduate courses: MGMT FE/MBA 208 Operational Excellence, MGMT FE 281 Analytical Decision Making Models for Management, MGMT MBA 290 Revenue Management

Honors and Awards

Wenqiang and Michelle Bian Sustainability Award Endowment, UC Irvine, 2024

Long US-China Institute Graduate Student Research Fellowship, UC Irvine, 2023

Ray Watson Doctoral Fellowship, UC Irvine, 2023

Presentations

Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare:

- DSI Conference 2024 (scheduled)
- INFORMS Annual Meeting 2024 (scheduled)
- Purdue Operations Conference 2024
- MSOM 2024 Conference
- SoCal OR/OM Day 2024
- Annual POMS-Conference 2024
- INFORMS Annual Meeting 2023
- Annual POMS-Conference 2023

Managing Sales via Livestream Commerce: Implications of Price Negotiation and Consumer Price Search:

- Annual POMS-Conference 2024
- Annual POMS-Conference 2023
- INFORMS Annual Meeting 2022

The Environmental and Social Implications of Pay-What-You-Want Food Waste Supermarket:

- DSI Conference 2024 (scheduled)
- INFORMS Annual Meeting 2024 (scheduled)

Professional Services

Reviewer, for Production and Operations Management

Session co-chair, INFORMS 2024 (scheduled)

Session co-chair, POMS 2024

Session monitor, INFORMS 2021

References

Luyi Gui

Associate Professor, Operations and Decision Technologies

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Shuya Yin

Professor, Operations and Decision Technologies

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Yixin Lu

Associate Professor, Information Systems & Technology Management

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The George Washington University

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