

# Xi (Henry) Lin

xlin32@uci.edu  
[henrylinxi.com](http://henrylinxi.com)

## Education

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**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

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

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

## Publications

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**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

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**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

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**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

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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

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**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

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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

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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

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*Reviewer*, for *Production and Operations Management*

*Session co-chair*, INFORMS 2024 (scheduled)

*Session co-chair*, POMS 2024

*Session monitor*, INFORMS 2021

## References

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Luyi Gui

Associate Professor, Operations and Decision Technologies

Paul Merage School of Business

University of California, Irvine

[luyig@uci.edu](mailto:luyig@uci.edu)

Shuya Yin

Professor, Operations and Decision Technologies

Paul Merage School of Business

University of California, Irvine

[shuya.yin@uci.edu](mailto:shuya.yin@uci.edu)

Yixin Lu

Associate Professor, Information Systems & Technology Management

School of Business

The George Washington University

[yixinlu@gwu.edu](mailto:yixinlu@gwu.edu)