

# Xi (Henry) Lin

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henrylinxi.com

## Education

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**University of California, Irvine**

September 2019-Current

*Doctor of Philosophy in Management*

**Track:** Operations and Decision Technologies

**University of North Carolina at Chapel Hill**

August 2017-May 2019

*Master of Science in Interdisciplinary Statistics and Operations Research*

**Track:** Business Analytics

**University of California, Los Angeles**

September 2013-June 2017

*Bachelor of Science in Applied Mathematics*

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

## Research Interests

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online sales channel, socially responsible operations, pricing, contracting, negotiation, consumer behavior, agricultural operations

## Publications

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**Lin, X.**, Gui, L., Lu, Y. 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 Paper

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

- *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.

## Teaching Experience

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**UCI Paul Merage School of Business, Irvine**

Summer 2024

*Instructor*, for MGMT 101 Management Science (undergraduate core course).

- Instructor Evaluation: 3.43/4
- Class size: 28

**UCI Paul Merage School of Business, Irvine**

Winter 2019-Current

*Teaching Assistant*, for MGMT 101 Management Science, MGMT 182 Supply Chain Management, MGMT 189 Operations Management, MGMT FE/MBA 208 Operational Excellence, MGMT MBA 290 Revenue Management

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## Honors and Awards

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Ray Watson Doctoral Fellowship, UC Irvine

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

Wenqiang and Michelle Bian Sustainability Award Endowment, UC Irvine

## Presentations

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

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

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

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

## Professional Services

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*Reviewer*, for Production and Operations Management

*Session monitor*, INFORMS 2021

*Session co-chair*, POMS 2024

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