

# Xi (Henry) Lin

Irvine, California

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

## Education

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**University of California, Irvine**

September 2019-Current

*Doctor of Philosophy in Management*

**Track:** Operations and Decision Technologies | **GPA:** 3.96 | Advanced to Candidacy

**University of North Carolina at Chapel Hill**

August 2017-May 2019

*Master of Science in Interdisciplinary Statistics and Operations Research*

**Track:** Business Analytics | **Departmental GPA:** 3.81

**University of California, Los Angeles**

September 2013-June 2017

*Bachelor of Science in Applied Mathematics*

**Minor:** Statistics | **GPA:** 3.66 | 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.

- SSRN's Top Ten download list for *Technology, Operations Management & Production eJournal*. June-July 2022

## 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.

## 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.

## Presentations

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"Managing Sales via Livestream Commerce." Lin, X. INFORMS Annual Meeting. (October 2022)

"Poverty Alleviation through Livestream Commerce." Lin, X. Annual POMS-Conference. (May 2023)

"Selling Agricultural Products via Livestream: Implications for Poverty Alleviation in Rural Economies." Lin, X. INFORMS Annual Meeting. (October 2023)

"Managing Sales via Livestream Commerce: Implications of Price Negotiation and Consumer Price Search." Lin, X. Annual POMS-Conference. (April 2024)

"Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare." Lin, X. Annual POMS-Conference. (April 2024)

"Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare." Lin, X. Purdue Operations Conference. (scheduled)

"Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare." Lin, X. INFORMS Annual Meeting. (scheduled)

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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

Accepted to the 2023 POMS Doctoral Consortium

## 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)

## Teaching Experience

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

Summer 2024

*Instructor*, for MGMT 101 Management Science (scheduled)

**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