

Chen Chen

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Research Interests

My research develops novel methodological approaches that integrate dynamic optimization, stochastic modeling, and game theory to address fundamental challenges in marketplace operations and service systems. Primary applications include algorithmic pricing, revenue management, and resource allocation in uncertain environments and with strategic participants.

Academic Appointments

- 2022–present **Assistant Professor of Operations and Business Analytics**, *New York University Shanghai*, Shanghai, China
- 2020–2022 **Postdoctoral Researcher in Operations Management**, *The University of Chicago Booth School of Business*, Chicago, IL
Supervisors: Prof. Ozan Candogan and Prof. Rad Niazadeh

Education

- 2015–2020 **Ph.D. in Decision Sciences**, *Duke University Fuqua School of Business*, Durham, NC
Committee: Prof. David B. Brown (advisor), Prof. Santiago R. Balseiro (advisor), Prof. N. Bora Keskin, and Prof. Peng Sun
- 2014–2015 **Master Student in Electrical Engineering**, *University of Pennsylvania*, Philadelphia, PA
- 2010–2014 **B.E. in Electrical Engineering**, *Beihang University*, Beijing, China
School of Advanced Engineering (Honors College)

Industry Experience

- Summer 2019 **Data Scientist Intern**, *Uber*, San Francisco, CA
Marketplace Optimization Group (matching team)

Working Papers

- [W1] “*Optimal Incentive Design for Decentralized Dynamic Matching Markets*,” with P. Qian and J. Zhang.
- [W2] “*Optimality of Public Persuasion for Single-Good Allocation*,” with X. Qi. Major revision at Operations Research.

Journal Publications

- [J4] “*Incentivizing Resource Pooling*,” with Y. Chen and P. Qian. **Management Science**, to appear.
 - First Place, 2024 INFORMS Junior Faculty Interest Group (JFIG) Paper Competition.
 - First Prize, 2024 CSAMSE (Chinese Scholars Association for Management Science and Engineering) Best Paper Award.
- [J3] “*Correlated Cluster-Based Randomized Experiments: Robust Variance Minimization*,” with O. Candogan and R. Niazadeh. **Management Science**, 70(6): 3381-4165, June 2024.

- [J2] “*Dynamic Pricing of Relocating Resources in Large Networks*,” with S.R. Balseiro and D.B. Brown. **Management Science**, 67(7): 3985-4642, July 2021.

○ First Prize, 2019 INFORMS Revenue Management and Pricing Jeff McGill Student Paper Award.

- [J1] “*Static Routing in Stochastic Scheduling: Performance Guarantees and Asymptotic Optimality*,” with S.R. Balseiro and D.B. Brown. **Operations Research** 66(6): 1641-1660, December 2018.

Refereed Conference Proceedings

- [C3] “*Incentivizing Resource Pooling*,” with Y. Chen and P. Qian. **ACM Conference on Economics and Computation (EC)**, 2024.
- [C2] “*Correlated Cluster-Based Randomized Experiments: Robust Variance Minimization*,” with O. Candogan and R. Niazadeh. **ACM Conference on Economics and Computation (EC)**, 2023.
- [C1] “*Dynamic Pricing of Relocating Resources in Large Networks*,” with S.R. Balseiro and D.B. Brown. **ACM Conference on Measurement and Modeling of Computer Systems (SIGMETRICS)**, 2019.

Awards and Honors

- 2024 First Place, INFORMS Junior Faculty Interest Group (JFIG) Paper Competition
- 2024 First Prize, CSAMSE (Chinese Scholars Association for Management Science and Engineering) Best Paper Award
- 2019 First Prize, (Inaugural) INFORMS Revenue Management and Pricing Jeff McGill Student Paper Award
- 2015–2020 Duke University Ph.D. Fellowship
- 2013 Microsoft Research Asia Young Fellowship
- 2011-2013 National Scholarship of China (3 times)

Teaching

- 2023–present **Business Analytics**, *Undergraduate course*, New York University Shanghai
- Spring 2025 **Statistics for Business and Economics**, *Undergraduate course*, New York University Shanghai
- Fall 2018 **Decision Models**, *Master of Engineering Management*, Duke University Pratt School of Engineering

Academic Service

[Program Committee]

- 2024 Program Committee at the ACM Conference on Economics and Computation (EC)
- 2022 Program Committee at the Web Conference (Economics, Monetization, and Online Markets track)

[Reviewer]

- 2020–present Operations Research (OR), Management Science (MS), Mathematics of Operations Research (Math of OR), Manufacturing & Service Operations Management (MSOM), Stochastic Systems, others.

[Award Committee Service]

- 2025 Judge, INFORMS APS Best Student Paper Award

[Paper Discussion]

- 2022 Discussant for spotlight session, INFORMS Revenue Management and Pricing (RMP) Conference

Service at NYU/NYU Shanghai

- 2025–2028 Alternate Senator, NYU Tenured/Tenure-Track Faculty Senators Council (T-FSC)

- 2023, 2024 Member, NYU Shanghai Operations and Business Analytics Faculty Hiring Committee
- 2024 Member, NYU Shanghai Core Curriculum Committee

Selected Seminar & Conference Presentations

Optimality of Public Persuasion for Single-Good Allocation

- Oct 2025 INFORMS Annual Meeting, Atlanta, GA
- July 2025 INFORMS Revenue Management & Pricing Conference, Columbia Business School

Incentivizing Resource Pooling

- Oct 2024 INFORMS Annual Meeting, Seattle, WA
- July 2024 CSAMSE Conference, Xiamen University
- July 2024 ACM EC Conference, Yale School of Management
- Nov 2023 Rotman Young Scholar seminar (virtual)
- Oct 2023 INFORMS Annual Meeting, Phoenix, AZ
- July 2023 CSAMSE Conference, The Chinese University of Hong Kong, Shenzhen
- July 2023 INFORMS Revenue Management & Pricing Conference, Imperial College Business School

Correlated Cluster-Based Randomized Experiments: Robust Variance Minimization

- July 2023 ACM EC Conference, London, United Kingdom
- Oct 2022 INFORMS Annual Meeting, Indianapolis, IN
- 2021–2022 UCL School of Management, December 2021; HKU Business School, December 2021; The Chinese University of Hong Kong, Department of Systems Engineering and Engineering Management, January 2022; Shanghai University of Finance and Economics, Research Institute for Interdisciplinary Sciences, January 2022; NYU Stern School of Business, January 2022; City University of Hong Kong, Department of Management Sciences, January 2022; NUS Business School, Department of Analytics & Operations, February 2022
- Nov 2021 Conference on Digital Experimentation (CODE), MIT Initiative on the Digital Economy
- Oct 2021 INFORMS Annual Meeting, Anaheim, CA
- Oct 2021 Young Researchers Workshop, Cornell ORIE
- June 2021 INFORMS Revenue Management & Pricing Conference (*spotlighted presentation*), Johns Hopkins Carey Business School

Dynamic Pricing of Relocating Resources in Large Networks

- 2020 HKUST Business School, Department of ISOM, January 2020; The Chinese University of Hong Kong Business School, January 2020; Imperial College Business School, January 2020; Singapore University of Technology and Design, Engineering Systems and Design, February 2020
- Nov 2020 INFORMS Annual Meeting (virtual)
- Oct 2019 INFORMS Annual Meeting, Seattle, WA
- July 2019 INFORMS Applied Probability Society Conference, Brisbane, Australia
- July 2019 MSOM Conference, NUS Business School, Singapore
- June 2019 ACM SIGMETRICS Conference, Phoenix, AZ
- June 2019 INFORMS Revenue Management & Pricing Conference (*spotlighted presentation*), Stanford Graduate School of Business
- Nov 2018 INFORMS Annual Meeting, Phoenix, AZ

