

# WEI CHEN

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## ACADEMIC APPOINTMENT

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2015-      Eller College of Management, University of Arizona  
             *Assistant Professor, Management Information Systems*  
             *Affiliated Faculty, Department of Marketing (by courtesy, 2022-2025)*

## EDUCATION

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2009-2015   RADY SCHOOL OF MANAGEMENT, UNIVERSITY OF CALIFORNIA, SAN DIEGO  
               *Ph.D. Innovation, Technology and Operations, 2016*

## RESEARCH INTEREST

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**Platforms & Crowds:** Sharing Economy, Open Source Software, User Engagement

**FinTech:** Crypto Economics, Crowdfunding

**Business Analytics:** Causal Machine Learning

## AWARDS, HONORS, AND GRANTS

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2022      Best Paper Nominee, Conference on Information Systems and Technology (CIST 2022)

2020      Best Paper Award in Track, and Best Paper Nominee for International Conference on Information Systems (ICIS 2020)

2020      INFORMS Information Systems Society Gordon B. Davis Young Scholar Award

2020      Center for Management Innovations in Healthcare (CMIH) Research Grants

2019      NET Institute Summer Research Grant

2019      Marketing Science Institute (MSI) Research Grants

2018      Best Paper Runner-up, The 12th China Summer Workshop on Information Management (CSWIM 2018)

2018      Co-PI, General Research Fund, The Research Grants Council of Hong Kong (2018-2019)

2017      Best Paper Award in Track, and Best Paper Nominee for International Conference on Information Systems (ICIS 2017)

2016-2021   Eller College Dean's Small Research Grants

- 2016 Best Paper Award, The 10th China Summer Workshop on Information Management (CSWIM 2016)
- 2014 Best Paper Nominee, Conference on Information Systems and Technology (CIST 2014)

## SELECTED PUBLICATIONS

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- **Chen W**, Wei Z, Xie K (2022) Regulating Professional Players in Peer-to-peer Markets: Evidence from Airbnb. *Management Science*, forthcoming. <https://doi.org/10.1287/mnsc.2022.4480>, published online Jul 18, 2022.
  - Awarded Marketing Science Institute Research Grant 2019
- **Chen W**, Wei Z, Xie K (2022) The Battle for Homes: How Does Home Sharing Disrupt Local Residential Markets? *Management Science*, forthcoming. <https://doi.org/10.1287/mnsc.2022.4299>, published online Feb 16, 2022.
  - Best Paper Runner-up, CSWIM 2018
- **Chen W**, Jin F, Xue L (2021) Flourish or Perish? The Impact of Technological Acquisitions on Contributions to Open-Source Software. *Information Systems Research*, 33(3), 867-886.
- August T, **Chen W**, Zhu KX (2021) Competition among Proprietary and Open-Source Software Firms: The Role of Licensing on Strategic Contribution. *Management Science*, 67(5), 3041-3066.
  - Best Paper Nominee, CIST 2014
- Wang W, **Chen W**, Zhu K, Wang H (2020) Emphasizing the Entrepreneur or the Idea? The Impact of Text Content Emphasis on Investment Decisions in Crowdfunding. *Decision Support Systems*, 136(September), 113341.
- **Chen W**, Gu B, Ye Q, Zhu KX (2019) Measuring and Managing the Externality of Managerial Responses to Online Customer Reviews. *Information Systems Research*, 30(1), 81-96.
- **Chen W**, Wei X, Zhu KX (2018) Engaging Voluntary Contributions in Online Communities: A Hidden Markov Model. *MIS Quarterly*, 42(1), 83-100.

## WORKING PAPERS

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- Quality Differentiation and Matching Efficiency in Peer-to-peer Markets: Evidence from Airbnb Plus (with Hongchang Wang, Benjamin Williams, and Karen Xie), *Management Science*, under revision for 3rd round review.
- How Incumbents Adapt to Disruption: Evidence from Hotels' Responses to Home Sharing Leveraging Quasi-experiments and Machine Learning (with Karen Xie, Yong Liu, and Jianwei Liu), *Production and Operations Management*, under revision for 3rd round review.
  - Awarded NET Institute Summer Research Grant 2019
  - Awarded Marketing Science Institute Research Grant 2019
- Home Sharing and Tourist Attractions: Spillover Effects, Mechanisms, and Unintended Consequences (with Karen Xie, Jianwei Liu, and Yong Liu), *Journal of the Academy of Marketing Science*, under revision for 3rd round review.

- Signaling Effects under Dynamic Capacity in Online Matching Platforms: Evidence from Online Health Consultation Communities (with Liwei Chen and Arun Rai), *Information Systems Research*, under 2nd round review.
- Release Timing for Sequential New Product Co-Creation: Evidence from Open Source Software (with Xiaofeng Liu, Vish Krishnan, and Kevin Zhu), *Information Systems Research*, under revision for 2nd round review.
  - Best Paper Award, CSWIM 2016
- Engaging Newly Enrolled Physicians with Introductory Incentives: The Role of Online and Offline References (with Xiaofei Zhang, Bin Gu, and Xitong Guo), *MIS Quarterly*, under revision for 2nd round review.
  - Best Paper Award, IT and Healthcare Track, and Best Paper Nominee for ICIS 2017.
- Application Development in Token-funded Ventures: Evidence from Exchange Listing (with Weifeng Li and Karen Xie), *Information Systems Research*, reject and resubmit.
  - Best Paper Award, Blockchain, DLT and FinTech Track, and Best Paper Nominee for ICIS 2020.
- When Ads Meet Incentives: Impact on Mobile User Engagement (with Buomsoo Kim and Sudha Ram), *Information Systems Research*, under review.
- Recreational Cannabis Legalization and Illicit Drugs: Mortality, Usage, and Darknet Transactions (with Louis Liu and Karen Xie), *Management Science*, under review.
- Token Incentives and Platform Competition: A Tale of Two Swaps (with Xiaofeng Liu and Kevin Zhu)
- Be Gentle to the Newbies: Heterogeneous Impacts of Negative Feedback in Online Communities (with Yinchu Zhu, Laura Brandimarte, and Dong Jing)
- Automation, Productivity, and IT Workforce: Evidence from Container Technology (with Yutong Liu, Taqi Raza, and Ling Xue)
- Should Digital Platforms Share Data with Governments? Evidence from Airbnb (with Hongchang Wang, Zaiyan Wei, and Karen Xie)
  - Best Paper Nominee, CIST 2022

## INVITED TALKS

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2022	Marketing Department, University of Arizona, Sep 9.
2019	Haskayne School of Business, University of Calgary, Jul 26-31. School of Management, Zhongshan University, Jun 28.
2018	School of Management, Xiamen University, Jul 9-12. School of Information Management, Wuhan University, Jul 7. School of Management, Huaqiao University, Jul 5. School of Management, Fudan University, Jul 3. School of Economics and Management, Tongji University, Jun 30 - Jul 1.

- 2017 School of Management, Harbin Institute of Technology, Jul 5.  
 School of Management, Huazhong University of Science & Technology, Jun 22.  
 School of Information Management, Wuhan University, Jun 22.
- 2016 Robert H. Smith School of Business, University of Maryland, College Park, Sep 30.
- 2015 Eller College of Management, University of Arizona, Feb 3.  
 College of Business, University of Illinois at Urbana-Champaign, Jan 30.  
 Naveen Jindal School of Management, University of Texas at Dallas, Jan 28.  
 College of Business and Economics, Lehigh University, Jan 26.  
 Carl H. Lindner College of Business, University of Cincinnati, Jan 23.  
 Kelley School of Business, Indiana University, Jan 20.  
 Eli Broad College of Business, Michigan State University, Jan 16.
- 2014 Freeman School of Business, Tulane University, Dec 8.  
 Rady School of Management, University of California, San Diego, Dec.

## CONFERENCE AND WORKSHOP

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- Token Incentives and Platform Competition: A Tale of Two Swaps
  - *INFORMS Annual Meeting*, Indianapolis, IN, Oct 16-19, 2022. (Xiaofeng Liu)
  - *Conference of Information Systems and Technology (CIST)*, Indianapolis, IN, Oct 15-16, 2022. (Xiaofeng Liu)
  - *The Platform Strategy Research Symposium*, Boston, MA, Jul 19, 2022. (Xiaofeng Liu)
  - *ISMS Marketing Science Conference*, Virtual Event, Jun 16-18, 2022 (Xiaofeng Liu)
- Should Digital Platforms Share Data with Governments? Evidence from Airbnb
  - *Conference of Information Systems and Technology (CIST)*, Indianapolis, IN, Oct 15-16, 2022.
  - *Statistical Challenges in Electronic Commerce Research (SCECR)*, Madrid, Spain, Jun 21-22, 2022. (Zaiyan Wei)
- Rewarded Advertising and Mobile User Engagement: A Large-Scale Field Experiment
  - *Workshop on Information Technologies and Systems (WITS)*, Austin, TX, Dec 15-17, 2021. (Buomsoo Kim)
- Quality Differentiation and Matching Efficiency in Peer-to-peer Markets: Evidence from Airbnb Plus
  - *Conference of Information Systems and Technology (CIST)*, Virtual Event, Nov 7-8, 2020. (Benjamin Williams)
- Funding Open Source Software with Cryptocurrency Tokens
  - *International Conference on Information Systems (ICIS)*, India, Dec 13-16, 2020. (Weifeng Li, **Best Paper Award** in Blockchain, DLT and FinTech Track, nominated for ICIS best paper)
  - *INFORMS Annual Meeting*, Seattle, WA, Oct 20-23, 2019. (Karen Xie)

- *Conference of Information Systems and Technology (CIST)*, Seattle, WA, Oct 19-20, 2019. (Karen Xie)
- *The 13th China Summer Workshop on Information Management (CSWIM)*, Shenzhen, China, Jun 29-30, 2019.
- How Incumbents Adapt to Disruption: Evidence from Hotels' Responses to Home Sharing Leveraging Quasi-experiments and Machine Learning
  - *2019 Conference on Artificial Intelligence, Machine Learning, and Business Analytics*, Philadelphia, PA, Dec 12-13, 2019. (Karen Xie)
  - *NET Institute Conference*, New York, NY, Nov 15, 2019. (Karen Xie)
  - *INFORMS Annual Meeting*, Seattle, WA, Oct 20-23, 2019.
  - *Statistical Challenges in Electronic Commerce Research (SCECR)*, Hong Kong, Jun 10-13, 2019.
  - *Marketing Dynamics Conference*, College Park, Maryland, Jun 5-8, 2019.
- Regulating Professional Players in Peer-to-peer Markets: Evidence from Airbnb
  - *INFORMS Annual Meeting*, Seattle, WA, Oct 20-23, 2019.
  - *Conference of Information Systems and Technology (CIST)*, Seattle, WA, Oct 19-20, 2019. (Karen Xie)
  - *The 13th China Summer Workshop on Information Management (CSWIM)*, Shenzhen, China, Jun 29-30, 2019.
  - *Marketing Dynamics Conference*, College Park, Maryland, Jun 5-8, 2019.
- Be Gentle to the Newbies: Heterogeneous Impacts of Negative Feedback in Online Communities
  - *Workshop on Information Systems and Economics (WISE)*, San Francisco, CA, Dec 17-18, 2018.
  - *INFORMS Annual Meeting*, Phoenix, AZ, Nov 4-7, 2018.
  - *Conference on Digital Experiment (CODE)*, Cambridge, MA, Oct 26-27, 2018.
- The Battle for Homes: How Does Home Sharing Disrupt Local Residential Markets?
  - *Conference of Information Systems and Technology (CIST)*, Seattle, WA, Oct 19-20, 2019. (Karen Xie)
  - *The Platform Strategy Research Symposium*, Boston, MA, Jul 17, 2019.
  - *INFORMS Annual Meeting*, Phoenix, AZ, Nov 4-7, 2018.
  - *The 12th China Summer Workshop on Information Management (CSWIM)*, Qingdao, China, Jun 23-24, 2018. (Karen Xie, **Best Paper Runner-up**)
- The Impact of Introductory Incentives on New Users: Evidence from An Online Health Community
  - *International Conference on Information Systems (ICIS)*, Seoul, Korea, Dec 10-13, 2017. (Xiaofei Zhang, **Best Paper Award** in IT and Healthcare Track, nominated for ICIS best paper)
  - *INFORMS Annual Meeting*, Huston, TX, Oct 22-25, 2017.
  - *Young Scholar Forum, CNAIS Annual Meeting*, Shanghai, China, Oct 20-22, 2017. (Xiaofei Zhang, **Best Paper Award**)
  - *The 11th China Summer Workshop on Information Management (CSWIM)*, Nanjing, China, Jun 24-25, 2017. (Xiaofei Zhang)
- Flourish or Perish? The Impact of Mergers and Acquisitions on Contributions to Open-Source Software Projects

- *Conference of Information Systems and Technology (CIST)*, Houston, TX, Oct 21-22, 2017. (Fujie Jin)
- Lower Taxes, Smarter Crowd? Impact of Tax Incentives on Equity Crowdfunding
  - *Workshop on Information Systems and Economics (WISE)*, Seoul, South Korea, Dec 13-15, 2017.
  - *POMS 28th Annual Meeting*, Seattle, WA, May 5-8, 2017.
  - *INFORMS Annual Meeting*, Nashville, TN, Nov 13-16, 2016.
- The Impact of Release Management on Open-Source Software Co-Creation
  - *INFORMS Annual Meeting*, Nashville, TN, Nov 13-16, 2016.
  - *The 10th China Summer Workshop on Information Management (CSWIM)*, Dalian, China, Jun 25-26, 2016. (**Best Paper Award**)
  - *Proceedings of Pacific Asia Conference on Information Systems (PACIS)*, Jeju Island, Korea, Jun 18-22, 2013. (Kevin Zhu)
  - *INFORMS Annual Meeting*, Phoenix, AZ, Oct 14-17, 2012.
  - *The 5th China Summer Workshop on Information Management (CSWIM)*, Harbin, China, Jun 25-26, 2011.
- Competition among Proprietary and Open-Source Software Firms: The Role of Licensing on Strategic Contribution
  - *INFORMS Annual Meeting*, Philadelphia, PA, Nov 1-4, 2015.
  - *Conference of Information Systems and Technology (CIST)*, San Francisco, CA, Nov 8-9, 2014. (**Best Paper Nominee**)
  - *INFORMS Annual Meeting*, Minneapolis, MN, Oct 6-9, 2013.
- Engaging Voluntary Contributions in Online Communities: A Hidden Markov Model
  - *Hawaii International Conference on System Sciences (HICSS)*, Kauai, HI, Jan 2015. (Xiahua Anny Wei)
  - *Workshop on Information Systems and Economics (WISE)*, Auckland, New Zealand, Dec 17-19, 2014.
  - *INFORMS Annual Meeting*, San Francisco, CA, Nov 9-12, 2014.
  - *The 8th China Summer Workshop on Information Management (CSWIM)*, Chengdu, China, Jun 21-22, 2014.
  - *POMS 25th Annual Conference*, Atlanta, GA, May 9-12, 2014.
  - *INFORMS Annual Meeting*, Minneapolis, MN, Oct 6-9, 2013.
  - *Economics of IT and Digitization Workshop, NBER Summer Institute*, Boston, MA, Jul 18-19, 2013.

## TEACHING EXPERIENCE

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- **Instructor, University of Arizona, 2015 - Present**
  - MIS 611C: Economics of Information Systems
    - \* Fall 2022: 12 PhD students
    - \* Fall 2020: 4.96/5 (avg. of 12 questions), 9 PhD students
  - MIS 543 Online: Business Data Communications and Networking

- \* Fall 2022: 35 MS students (online, MIS and Cybersecurity)
- \* Spring 2022: 4.7/5 and 4.8/5 (avg. of 32 questions), 25 MS students (online, MIS and Cybersecurity)
- \* Fall 2021: 4.7/5 and 4.8/5 (avg. of 32 questions), 49 MS students (online, MIS and Cybersecurity)
- \* Spring 2021: 4.7/5 and 4.8/5 (avg. of 32 questions), 42 MS students (online, MIS and Cybersecurity)
- \* Fall 2020: 4.6/5 and 4.8/5 (avg. of 32 questions), 51 MS students (online, MIS and Cybersecurity)
- \* Fall 2019: 4.6/5, 39 online MS in Cybersecurity students
- MIS 543: Business Data Communications and Networking
  - \* Fall 2022: 86 MS students
  - \* Fall 2021: 4.7/5 and 4.7/5 (avg. of 12 questions), 68 MS students
  - \* Fall 2020: 4.9/5 (avg. of 12 questions), 33 MS students
  - \* Fall 2019: 4.9/5 and 4.7/5 (avg. of 12 questions), 79 MS students
  - \* Fall 2018: 4.6/5, 42 MS students
  - \* Fall 2017: 4.6/5 and 4.8/5, 80 MS students
  - \* Fall 2016: 4.1/5 and 4.0/5, 76 MS students
- MIS 307: Business Data Communications
  - \* Fall 2018: 4.4/5 and 4.7/5, 108 UG students
  - \* Fall 2017: 4.3/5, 53 UG students
  - \* Fall 2016: 4.4/5, 39 UG students
  - \* Fall 2015: 4.2/5 and 4.8/5, 86 UG students
- **Instructor, UC San Diego, 2013**
  - MGT 103: Product Marketing and Management (Summer 2013), 4.2/5, 32 UG students

## ACADEMIC SERVICE

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- Conference Service
  - Program Committee
    - \* *Conference on Information Systems and Technology (CIST)* 2015-2022
    - \* *China Summer Workshop on Information Management (CSWIM)* 2019-2021
  - Session Chair
    - \* *INFORMS Annual Meeting* 2016-2020
    - \* *China Summer Workshop on Information Management (CSWIM)* 2016-2019
  - Associate Editor
    - \* *International Conference on Information Systems (ICIS)* 2020-2021
  - Review coordinator for *International Conference on Information Systems (ICIS)* 2018)
- NSF Reviewer and Panelist 2021
- Journal Reviewer: *Management Science*, *Information Systems Research*, *MIS Quarterly*, *Journal of Management Information Systems*, *Production and Operations Management*, among others.

- Conference Reviewer: *International Conference on Information Systems (ICIS)*, *China Summer Workshop on Information Management (CSWIM)*, among others.
- Internal Service
  - Doctoral committee, 2022-2023
  - Eller college graduate & professional studies committee (GPSC), 2021-2023
  - Master’s programs committee (Chair), 2021-2023
  - MIS seminar series, 2020-2021
  - Eller executive education committee, 2020-2021
  - Eller innovation committee, 2020
  - Master’s programs committee, 2019-2020
  - Cybersecurity recruiting committee, 2019
  - Business analytics recruiting committee, 2018
  - Undergraduate program committee, 2018-2019
  - ECE cybersecurity search committee, 2018
  - Cybersecurity recruiting committee, 2016-2017
  - Zipperman scholarship committee, 2016-2020
  - Joelle Benson STEM scholarship committee, 2017-2018

## **MEDIA MENTIONS AND PRESS RELEASES**

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- “Eller Research Examines How Acquisitions Impact Open-Source Software Contributions”, *Eller News and Headlines*, December 2021.
- “Alumni Express Appreciation for Former Instructors”, *Eller News and Headlines*, November 2021.
- “Crypto Craze: People snatch up Dogecoin”, *KOLD News 13*, May 2021.

## **STUDENT SUPERVISION**

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- Doctoral Committee
  - Hao Liu, University of Arizona, 2022 (Deakin University, Australia)
  - Bradley Dorn, University of Arizona, 2021
  - Zhengchao Yang, University of Arizona, 2021 (Walmart Global Tech)
  - Zhipeng Chen, University of Arizona, 2020
  - Jiaheng Xie, University of Arizona, 2020 (University of Delaware)
  - Xuan Wei, University of Arizona, 2020 (Shanghai Jiaotong University, China)
  - Xiaofeng Li, University of Arizona, 2018 (minor advisor)
  - Hongyi Zhu, University of Arizona, 2019 (University of Texas at San Antonio)
  - Karthik Srinivasan, University of Arizona, 2018 (The University of Kansas)
  - Yun Wang, University of Arizona, 2017 (Microsoft)
  - Qiang Gao, University of Arizona, 2016 (The City University of New York)



- Doctoral Comprehensive Exam Committee
  - Zisu Wang, University of Arizona, 2022
  - David Kim, University of Arizona, 2021
  - Xinran Wang, University of Arizona, 2021
  - Zhipeng Chen, University of Arizona, 2020
  - Jiaheng Xie, University of Arizona, 2020
  - Zhengchao Yang, University of Arizona, 2018
  - Xuan Wei, University of Arizona, 2017
  - Hongyi Zhu, University of Arizona, 2017
  - Weifeng Li, University of Arizona, 2017
  - Yun Wang, University of Arizona, 2016
  - Karthik Srinivasan, University of Arizona, 2016
  - Yang Wang, University of Arizona, 2016
  - Qiang Gao, University of Arizona, 2016
  - Victor Benjamin, University of Arizona, 2015
- Master Students
  - Pu Sun, 2020
  - Yizhi Liu, 2020
  - James Richardson, 2017
- Undergraduate Students
  - Jiaxin Liu, 2020-2021, Central Bank Digital Currency
  - Nick James Meyer, Summer 2020, Quantopian
  - Tam Dinh Duong, Summer 2020, Mining pools
  - Yang Liu, 2018-2019, Stablecoins

## WORK EXPERIENCE

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2007-2009   Research Assistant, School of Hotel and Tourism Management, Hong Kong Polytechnic University

## AFFILIATIONS

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- Association for Information Systems (AIS), since 2012
- The Institute for Operations Research and the Management Sciences (INFORMS), since 2012
- The American Economic Association (AEA), since 2014
- The Association for Computing Machinery (ACM), since 2014