

WEI CHEN

Eller College of Management
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ACADEMIC APPOINTMENT

2015- Eller College of Management, University of Arizona
 Assistant Professor, Management Information Systems (tenured Apr, 2023)
 Affiliated Faculty, Department of Marketing (by courtesy, 2022-2025)

EDUCATION

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

RESEARCH INTEREST

Platforms & Crowds: Platform Economics, Open Source Software, User Engagement

FinTech: Crypto Economics, Real Estate Tech, Crowdfunding

Business Analytics: Causal Machine Learning

AWARDS, HONORS, AND GRANTS

2022 Best Paper Runner-up, 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

- Wang H, Williams B, Xie K, **Chen W** (2023) Quality Differentiation and Matching Performance in Peer-to-peer Markets: Evidence from Airbnb Plus. *Management Science*, Forthcoming.
- Liu J, Xie K, **Chen W**, Liu Y, Sun Y (2023) How Incumbents Beat Disruption? Evidence from Hotel Responses to Home Sharing. *Production and Operations Management*, Forthcoming. <https://doi.org/10.1111/poms.14005>, published online Apr 8, 2023.
 - Awarded NET Institute Summer Research Grant 2019
 - Awarded Marketing Science Institute Research Grant 2019
- **Chen W**, Wei Z, Xie K (2023) Regulating Professional Players in Peer-to-peer Markets: Evidence from Airbnb. *Management Science*, 69(5), 2893-2918. <https://doi.org/10.1287/mnsc.2022.4480>
 - 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*, 68(12), 8589-8612. <https://doi.org/10.1287/mnsc.2022.4299>
 - Best Paper Runner-up, CSWIM 2018
- **Chen W**, Jin F, Xue L (2022) Flourish or Perish? The Impact of Technological Acquisitions on Contributions to Open-Source Software. *Information Systems Research*, 33(3), 867-886. <https://doi.org/10.1287/isre.2021.1086>
- 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. <https://doi.org/10.1287/mnsc.2020.3674>
 - 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. <https://doi.org/10.1016/j.dss.2020.113341>
- **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. <https://doi.org/10.1287/isre.2018.0781>.
- **Chen W**, Wei X, Zhu KX (2018) Engaging Voluntary Contributions in Online Communities: A Hidden Markov Model. *MIS Quarterly*, 42(1), 83-100. <http://dx.doi.org/10.25300/MISQ/2018/14196>

WORKING PAPERS

- Signaling Effects under Dynamic Capacity in Online Matching Platforms: Evidence from Online Health Consultation Communities (with Liwei Chen, Arun Rai, and Xitong Guo), *Information Systems Research*, under revision for 3rd round review.
- Release Strategy of Open Source Software: Balancing User Adoption and Community Co-Creation (with Xiaofeng Liu, Vish Krishnan, and Kevin Zhu), *Information Systems Research*, under 2nd round review.
 - Best Paper Award, CSWIM 2016
- Engaging Physicians with Introductory Incentives: The Role of Online and Offline References (with Xiaofei Zhang, Bin Gu, Karen Xie, and Xitong Guo), *MIS Quarterly*, under 2nd round review.
 - Best Paper Award, IT and Healthcare Track, and Best Paper Nominee for ICIS 2017.
- When Ads Meet Incentives: Impact on Mobile User Engagement (with Buomsoo Kim, Seokjun Youn, and Sudha Ram), *Management Science*, under review.
- Token Incentives and Platform Competition: A Tale of Two Swaps (with Xiaofeng Liu and Kevin Zhu), *Management Science*, under review.
- Governance of Decentralized Autonomous Organization on Blockchains: Examining the Roles of Pre-voting Discussion in On-Chain Voting (with Jing Tian, Ling Xue, and Fujie Jin), *Organization Science*, under review.
- Recreational Cannabis Legalization and Illicit Drugs: Mortality, Usage, and Darknet Transactions (with Louis Liu and Karen Xie), *Production and Operations Management*, under review.
- Governing Application Development of Crypto Ventures (with Weifeng Li and Karen Xie), under revision.
 - Best Paper Award, Blockchain, DLT and FinTech Track, and Best Paper Nominee for ICIS 2020.
- Enhancing Customer Experiences through Home Sharing: Evidence from Local Attractions (with Karen Xie, Jianwei Liu, and Yong Liu), under revision.
- Should Digital Platforms Share Data with Governments? Evidence from Airbnb (with Hongchang Wang, Zaiyan Wei, and Karen Xie).
 - Best Paper Runner-up, CIST 2022

INVITED TALKS

2022	Cox School of Business, Southern Methodist University, Dec 1-2.
	School of Business, University of Connecticut, Nov 17-18.
	Terry College of Business, University of Georgia, Nov 16.
	Graduate School of Management, UC Davis, Nov 9.
	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

- Token Incentives and Platform Competition: A Tale of Two Swaps
 - *The Business of Blockchain Technology Conference*, Miami, May 19-20, 2023. (Xiaofeng Liu)
 - *UCSB-ECON DeFi Seminar*, Virtual Event, Nov 18, 2022. (Xiaofeng Liu)
 - *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. (**Best Paper Runner-up**)
 - *Statistical Challenges in Electronic Commerce Research (SCECR)*, Madrid, Spain, Jun 21-22, 2022. (Zaiyan Wei)
- When Ads Meet Incentives: Impact on Mobile User Engagement
 - *Workshop on Information Technologies and Systems (WITS)*, Austin, TX, Dec 15-17, 2021. (Buomsoo Kim)

- Quality Differentiation and Matching Performance in Peer-to-peer Markets: Evidence from Airbnb Plus
 - *Conference of Information Systems and Technology (CIST)*, Virtual Event, Nov 7-8, 2020. (Benjamin Williams)
- Governing Application Development of Crypto Ventures
 - *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 Beat Disruption? Evidence from Hotel Responses to Home Sharing
 - *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**)
- Engaging Newly Enrolled Physicians with Introductory Incentives: The Role of Online and Offline References
 - *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.
- Release Strategy of Open Source Software: Balancing User Adoption and Community 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

- **Instructor, University of Arizona, 2015 - present**

- MIS 611C: Economics of Information Systems
 - * Fall 2020, 2022: avg. 4.96/5, 21 PhD students
- MIS 543 Online: Business Data Communications and Networking
 - * Fall 2019 - Spring 2023: avg. 4.7/5, 263 MS students (online, MIS and Cybersecurity)
- MIS 543: Business Data Communications and Networking
 - * Fall 2016 - Fall 2022: avg. 4.6/5, 464 MS students
- MIS 307: Business Data Communications
 - * Fall 2015 - Fall 2018: avg. 4.5/5, 286 undergraduate students

- **Instructor, UC San Diego, 2013**

- MGT 103: Product Marketing and Management (Summer 2013), 4.2/5, 32 undergraduate students

ACADEMIC SERVICE

- **Conference Service**

- Conference Co-Chair
 - * *Conference on Information Systems and Technology (CIST)* 2023, Phoenix, AZ
- 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
 - * *Pacific Asia Conference on Information Systems (PACIS)* 2023
- Review Coordinator
 - * *International Conference on Information Systems (ICIS)* 2018)

- **NSF Reviewer and Panelist 2021**

- **Journal Reviewer:** *Management Science, Information Systems Research, MIS Quarterly, Production and Operations Management, Journal of Management Information Systems*, 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

- “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

- Doctoral Committee
 - Manasvi Kumar, University of Arizona, 2023
 - David Kim, University of Arizona, 2023
 - Buomsoo Kim, University of Arizona, 2023 (Iowa State University)
 - Xinran Wang, University of Arizona, 2023 (Colorado State University, Fort Collins)
 - 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

- Manasvi Kumar, University of Arizona, 2023
 - Buomsoo Kim, University of Arizona, 2023
 - 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

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

AFFILIATIONS

- 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