

EDUCATION

- **Tianjin University** 2020 – 2025 (Expected)
College of Management and Economics Ph.D. in Management Science and Engineering
–Advisor: Jianxiong Zhang
- **University of Pittsburgh** 2024 – 2025
Katz Graduate School of Business Visiting Student in Business Analytics & Operations
–Host: Michael L. Hamilton
- **Shandong University of Technology** 2018 – 2020
Business School M.S. in Management Science and Engineering
–Advisor: Chengdong Shi
- **Shandong University of Technology** 2014 – 2018
Business School B.S. in Business Administration.

RESEARCH INTERESTS

Application: Revenue management, price discrimination, customer behavior, quality design.

Methodology: Game theory, optimization, mathematical analysis.

PUBLICATIONS

1. Guowei Zhu, Jianxiong Zhang, **Enfeng Xing***. *Pricing and Quality Decisions with Conspicuous Consumers*, **Transportation Research Part E: Logistics and Transportation Review**, 2022, 156, 102857.
2. **Enfeng Xing**, et al.. *Double Third-party Recycling Closed-loop Supply Chain Decision under the Perspective of Carbon Trading*, **Journal of Cleaner Production**, 2020, 259, 120651.
3. **Enfeng Xing**, et al.. *Research on Enterprise Collaborative Low Carbon Emission Reduction under Three-dimensional Trading Mode (in Chinese)*, **Chinese Journal of Management Science**, 2020, 28(3), 174-181.

WORKING PAPERS AND WORK IN PROGRESS

Note: (A) denotes that the author order is alphabetical.

1. **Enfeng Xing**, Jianxiong Zhang, Xiaojie Sun. *Behavior-based Pricing with Exclusive Consumers*.
Major Revision in **International Journal of Research in Marketing**. April 2024
2. Max Biggs, Titing Cui, Michael Hamilton, **Enfeng Xing*** (A). *Can Price Discrimination be Progressive?*
In progress.
3. Arian Aflaki, Kasma Ganjizadeh, Michael Hamilton, **Enfeng Xing** (A). *Pricing the Roses in Online Matching Platforms*.
In progress.
4. **Enfeng Xing**, Jianxiong Zhang, Guowei Liu. *Strategic Product Offerings in the Presence of Social Comparison*.
In progress.

PRESENTATIONS

1. *Can Personalized Pricing be Progressive?*
 - YinzOR (2024)
 - INFORMS Annual Conference (2024)
2. *Behavior-based Pricing with Exclusive Consumers.*
 - POMS Annual Conference (2022)
3. *Strategic Product Offerings in the Presence of Social Comparison.*
 - POMS International Conference in China (2023)
 - CSAMSE Annual Conference (2023)

TEACHING

Teaching Assistant at Tianjin University
Applied Statistics

Spring 2022

AWARDS AND SCHOLARSHIPS

Awards

Outstanding Graduation Thesis	Provincial Department of Education, 2021
Outstanding Student	Shandong University of Technology, 2019
Outstanding Achievement Award	Shandong University of Technology, 2019

Scholarships

Second Prize Scholarship	Tianjin University, 2020-2023
First Prize Scholarship	Shandong University of Technology, 2019
Second Prize Scholarship	Shandong University of Technology, 2018

SKILLS AND OTHERS

Programming Language: Mathematica, Matlab, Python, SQL, L^AT_EX

Language: Mandarin (native), English (fluent).

REFERENCES

Available upon request.

Professor Jianxiong Zhang

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College of Management and Economics, Tianjin University
Email: jxzhang@tju.edu.cn

Professor Michael L. Hamilton

Assistant Professor of Business Analytics & Operations
Joseph M. Katz Graduate School of Business, University of Pittsburgh
Email: mhamilton@katz.pitt.edu

Professor Max Biggs

Assistant Professor of Business Administration
Darden School of Business, University of Virginia
Email: BiggsM@arden.virginia.edu

Professor Arian Aflaki

Assistant Professor of Business Analytics & Operations
Joseph M. Katz Graduate School of Business, University of Pittsburgh
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