

XIN GENG

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ACADEMIC POSITION

06/2023 – present	Miami Herbert Business School, University of Miami. Associate Professor
08/2015 – 05/2023	Miami Herbert Business School, University of Miami. Assistant Professor

EDUCATION

2010 – 2015	The University of British Columbia, Vancouver, Canada. Ph.D. in Management Science
2008 – 2010	The University of British Columbia, Vancouver, Canada. M.S. in Mathematics (Applied Probability)
2004 – 2008	Zhejiang University, Hangzhou, China. B.S. in Applied Mathematics

RESEARCH INTERESTS

- Supply chain strategies
- OM/Marketing interfaces
- Revenue management and pricing

RESEARCH ACTIVITIES

PUBLICATIONS

- Muharremoglu, A., N. Yang, **X. Geng**. (2024) Single-Product Assemble-to-Order Systems with Exogenous Lead Times. *Operations Research*, **72**(3), 916-939.
- **Geng, X.**, X. Guo, G. Xiao, N. Yang. (2024) Supply Risk Mitigation in a Decentralized Supply Chain: Pricing Postponement or Payment Postponement? *Manufacturing & Service Operations Management*, **26**(2), 646-663.
- Guan, H., **X. Geng**, H. Gurnani. (2023) Peer-to-Peer Sharing Platforms with Quality Differentiation: Manufacturer's Strategic Decision under Sharing Economy. *Production and Operations Management*, **32**(2), 485-500.

- **Geng, X.**, Z. Chen, X. Guo, G. Xiao. (2022) Duopoly Price Competition with Quality Improvement Spillover. *Naval Research Logistics*, **69**(7), 958-973.
- **Geng, X.**, H. Krishnan, M. Sohoni. (2022) Operational Collaboration Between Rivals: The Impact of Cost Reduction. *Production and Operations Management*, **31**(4), 1856– 1871.
- Dong, L., **X. Geng**, G. Xiao, N. Yang. (2022) Procurement Strategies with Unreliable Suppliers under Correlated Random Yields. *Manufacturing & Service Operations Management*, **24**(1), 179-195.
- **Geng, X.**, X. Guo, G. Xiao. (2021) Impact of Consumers Social Interactions on Duopoly Competition with Quality Considerations. *Management Science*, **68**(2), 941-959.
- **Geng, X.**, H. Krishnan, M. Queyranne. (2021) Cost-Raising Internalization in Supply Chain Design. *Naval Research Logistics*, **68** (3) 295-311.
- Guan, H., H. Gurnani, **X. Geng**, Y. Luo. (2019) Strategic Inventory and Supplier Encroachment. *Manufacturing & Service Operations Management*, **21** (3) 536-555.
- **Geng, X.** (2018) Opaque Pricing over Vertically Differentiated Servers. *IIE Transactions*, **50**(7), 627-642.
- **Geng, X.** (2016). Opaque Selling in Congested Systems. *Operations Research Letters*, **44**(6), 737-741.
- **Geng, X.**, W. T. Huh, M. Nagarajan. (2015). Fairness Among Servers When Capacity Decisions are Endogenous. *Production and Operations Management*, **24**(6), 961-974.
- **Geng, X.**, W. T. Huh, M. Nagarajan. (2014). Sequential Resource Allocation with Constraints: Two-Customer Case. *Operations Research Letters*, **42**(1), 70-75.

BOOK CHAPTERS

- Muharremoglu, A., **X. Geng**, N. Yang. (2023) Single Unit Analysis. In J. S. Song (Eds.), *Research Handbook on Inventory Management*. Edward Elgar Publishing, Cheltenham, UK.

MANUSCRIPTS UNDER REVIEW

- Guan, H., **X. Geng**, H. Gurnani. Personalized Pricing Strategies and Information Sharing in a Distribution Channel. Under 2nd round review at *Marketing Science*.
- Li, Y., **X. Geng**, H. Natarajan. Event Ticket Pricing with Capacity Constraints and Price Restrictions. Under review at *Production and Operations Management*.
- **Geng, X.**, Z. Jiang, N. Yang, R. Zhang. Dynamic Competition in Online Retailing: Implications of Network Effects. Under 2nd round review at *Manufacturing & Service Operations Management*.
- Kang, Y., Y. Jiao, **X. Geng**, M. Nagarajan. Deep Vision in Smart Manufacturing: MODERN Framework for Intelligent Quality Monitoring and Diagnosis. Major Revision at *Management Science*.

WORK IN PROGRESS

- When to Announce Encroachment: Farmer's Direct Selling Strategy in Consideration of Food Waste. (with X. Wang and N. Yang). Target journal: *Management Science*.
- The Dynamics of Distribution to Financially Constrained Nanostores. (with Z. Jiang, H. Natarajan, and N. Yang). To be resubmitted to *Management Science*.

INVITED TALKS

- Personalized Pricing Strategies and Information Sharing in a Distribution Channel. Research seminar series at *Hong Kong PolyU*. August 2023.
- Optimal Assortment Pricing with Capacity Constraints and Price Restrictions. Research seminar series at *Hong Kong PolyU*. March 2022. (Virtual)
- Supply Risk Mitigation in a Decentralized Supply Chain: Price Postponement or Payment Postponement? Stu Clark Speaker Series at *University of Manitoba*. December 2020. (Virtual)

CONFERENCE PRESENTATIONS

- When to Announce Encroachment: Farmer's Direct Selling Strategy in Consideration of Food Waste.
 - INFORMS Annual Meeting, Seattle, WA. October 2024.
- The Value of Personalized Pricing with Strategic Consumers.
 - POMS Annual Conference, Orlando, FL. May 2023.
 - INFORMS International Conference, Vancouver, BC. June 2022.
- Supply Risk Mitigation in a Decentralized Supply Chain: Price Postponement or Payment Postponement?
 - CSAMSE Annual Conference, Virtual Conference. August 2021.
 - POMS Annual Meeting, Virtual Conference. May 2021.
 - INFORMS Annual Meeting, Virtual Conference. November 2020.
- Peer-to-Peer Sharing Platforms with Quality Differentiation: Manufacturer's Strategic Decision under Sharing Economy.
 - CSAMSE Annual Conference, Chengdu, China. July 2019.
- Impact of Consumers Social Interactions on Duopoly Competition with Quality Considerations.
 - POMS Annual Meeting, Houston, TX. May 2018.
- Strategic Inventory and Supplier Encroachment.
 - POMS Annual Meeting, Bellevue, WA. May 2017.
 - INFORMS Annual Meeting, Nashville, TN. November 2016.
- Uniform Pricing over Quality-differentiated Servers.
 - INFORMS International Conference, Waikoloa Village, HI. June 2016.
 - INFORMS Annual Meeting, Philadelphia, PA. November 2015.
- Fairness among Servers when Capacity Decisions are Endogenous.
 - INFORMS Annual Meeting, San Francisco, CA. November 2014.

- MSOM Annual Conference, Seattle, WA. June 2014.
- 56th CORS Annual Conference, Ottawa, Canada. May 2014.

TEACHING ACTIVITIES

UNDERGRADUATE

- Operations Management (MGT 303). Since Fall 2015. *Junior-level core class for business majors.*
Average Evaluation: **4.44/5** (all 16 sections); **4.6/5** (most recent section).

GRADUATE

- Improving Business Processes (MGT 607). Since Spring 2022. *Full Time MBA class.*
Average Evaluation: **4.59/5** (5 sections).
- Deriving Competitive Advantage Through Operations (MGT 653-65). Spring 2024. *Health Executive MBA class.*
Average Evaluation: **5/5** (1 section).
- Enhancing Global Operations (BUS 661). Since Fall 2021. *Global Executive MBA (inter-residency) class.*
Evaluation: **5/5** (4 section).
- Deriving Competitive Advantage Through Operations (MGT 653). Fall 2018-Fall 2022. *Professional MBA class.*
Average Evaluation: **4.71/5** (all 7 sections).
- Optimizing Operations Under Uncertainty (MGT 612). Spring 2024. *Full Time MBA class.*
Average Evaluation: **5/5** (1 section).

DOCTORAL

- Economic Models in Operations and Supply Chain Management (MGT685). Fall 2020. *Doctoral seminar course.*

STUDENT ADVISING

- Dissertation committee member for doctoral student Zheyu Jiang (First Placement: Nanjing University).
- Dissertation committee member for doctoral student Yunke Li (First Placement: Tongji University).
- Faculty advisor for doctoral student Huiqi Guan (First Placement: Fudan University).
- Dissertation committee member for doctoral student Zuoming Liu. (July 2016).

AWARDS AND HONORS

- Emerging Scholar Award, University of Miami Herbert Business School, 2024.

- Provost Research Award, University of Miami, 2022-2023.
- University of Miami School of Business Summer Research Grant, 2016.
- Edward and Miriam Silber Memorial Graduate Scholarship, 2010-2014.
- Dean Earle D. MacPhee Memorial Fellowship in Commerce and Business Administration, 2010.

SERVICES

PROFESSIONAL ACTIVITIES

- **Conference Session/Track Organizer:**
 - Track: *Supply Chain Management*. POMS Annual Conference, 2019.
 - Sessions: POMS Annual Conference, 2023 (2 sessions), 2022 (2 sessions), 2021 (2 sessions), 2017 (1 session); INFORMS Annual Meeting, 2024 (2 sessions), 2015 (1 session), 2014 (1 session); INFORMS International Conference, 2016 (1 session); CORS Annual Conference, 2014 (1 session).
- **Journal Referee:** *Management Science, Manufacturing & Service Operations Management, Production and Operations Management, Naval Research Logistics, Operations Research Letters, IIE Transactions, Decision Sciences, Mathematical Methods of Operations Research.*
- **Service Recognitions:**
 - 2021 M&SOM Meritorious Service Award
 - POMS Journal Editorial Review Board Members
- **Member:** INFORMS (since 2014); MSOM (since 2014); POMS (since 2015); DSI (2014)

UNIVERSITY ACTIVITIES

- Ph.D. program area coordinator with OM concentration since Jan. 2024.
- Organized department colloquium series for 2021-22 academic year.
- Actively engaged in department recruiting efforts for faculty positions and doctoral students.
- Participated in department-organized Miami Operations Conference, Feb 2017, as moderator.