

# Hansheng Jiang

Last updated: September 2024

## CONTACT

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## EMPLOYMENT

University of Toronto  
Rotman School of Management  
Assistant Professor of Operations Management and Statistics 2023–present  
  
Affiliated Faculty at School of Cities, University of Toronto 2024–present

## EDUCATION

University of California, Berkeley  
Ph.D. in Industrial Engineering and Operations Research 2023  
    ◊ *Minors* in Statistics and Electrical Engineering  
  
University of Science and Technology of China  
B.S. in Mathematics 2017

## JOURNAL PAPERS & MANUSCRIPTS

$\alpha$ - $\beta$  denotes alphabetical order.  
† denotes industry collaborators and underline denotes student collaborators (at the time of authorship).

[J1] Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. **Intertemporal Pricing via Non-parametric Estimation: Integrating Reference Effects and Consumer Heterogeneity.** *Manufacturing & Service Operations Management* 26.1 (2024): 28-46.  
    ◊ Finalist, MSOM Data-Driven Research Challenge 2020  
    ◊ Media coverage

[J2] Hansheng Jiang, Adityanand Guntuboyina. **A Nonparametric Maximum Likelihood Approach to Mixture of Regression.**  
    ◊ Winner, Best Student Paper Award in Theory & Methods by the International Indian Statistical Association (IISA) 2020

[J3] Hansheng Jiang, Shunan Jiang, Zuo-Jun Max Shen, Chunlin Sun ( $\alpha$ - $\beta$ ). **Learning While Repositioning in On-Demand Vehicle Sharing Systems.**  
    ◊ Winner, YinzOR Student Conference Flash Talk Competition 2022

[J4] Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. **Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand.**

[J5] Lin Zhao, Hansheng Jiang, Mengshi Lu, Zuo-Jun Max Shen, Kemal Güler<sup>†</sup>. **Supply Chain Forecast Sharing Under Asymmetric Forecast Preferences.**

[J6] Junyu Liu, Hansheng Jiang, Zuo-Jun Max Shen. **Potential Energy Advantage of Quantum Economy.**

◇ Media coverage

## CONFERENCE PAPERS & MANUSCRIPTS

[C1] Zeqi Ye, Hansheng Jiang. **Smoothness-Adaptive Dynamic Pricing with Nonparametric Demand Learning.**

*Proceedings of The 27th International Conference on Artificial Intelligence and Statistics (AISTATS)*, PMLR 238:1675-1683, 2024.

Acceptance rate: 27.58%

[C2] Hansheng Jiang, Zuo-Jun Max Shen, Junyu Liu. **Quantum Computing Methods for Supply Chain Management.**

*Proceedings of 2022 IEEE/ACM 7th Symposium on Edge Computing (SEC)* (pp. 400-405). IEEE.

## OTHER WORKS

[O1] Fišar, Miloš, Ben Greiner, Christoph Huber, Elena Katok, Ali Ozkes, and the Management Science Reproducibility Collaboration. **Reproducibility in Management Science.**

*Management Science* 70.3 (2024): 1343-1356.

Note: As a member of the Management Science Reproducibility Collaboration

[O2] Hansheng Jiang, Ruijun Ma, Nganba Meetei. **Counterfactual Forecast of Demand Lifts: A Double Machine Learning Approach.**

*Amazon Machine Learning Conference 2021 Causal Inference Workshop.*

## GRANTS

NSERC Discovery Grant 2024–2029

◇ Role: Sole PI

◇ Title: Digital Platform Transformation: Bridging Behavioural Insights with Data-Driven Operations

CANSSI Ontario Multidisciplinary Doctoral (Mdoc) Training Program 2024–2029

◇ Role: Co-PI (PI: Qiang Sun)

◇ Funds to support one PhD student (Mdoc trainee) for their five-year study

Dobson Business & Climate Project Research Travel Grant 2023

## STUDENT SUPERVISION

Zeqi Ye (B.S. '2024, Nankai University)

Next stop: PhD student at Northwestern IEMS

Co-author of paper [C1]

## HONORS & AWARDS

Second Place, Doctoral Dissertation Award Competition, Conference on SCM in the Post-Pandemic and AI Age 2023

Winner, YinzOR Student Conference Flash Talk Competition 2022

Graduate Division Conference Travel Grant, UC Berkeley 2021 & 2022

Finalist, MSOM Data-Driven Research Challenge	2020
Winner, IISA Best Student Paper Award in Theory & Methods	2020
Berkeley Fellowship	2017–2022
Prestigious multi-year fellowship for incoming PhD students selected campuswide	
Cross-disciplinary Scholars in Science and Technology (CSST) program, UCLA	2016
Hua Luogeng Mathematics Scholarship	2015
National Scholarship	2015 & 2016
Top 1% in University of Science and Technology of China	
Gold Medal, International Genetically Engineered Machine competition (iGEM)	2015
First Prize, China Mathematical Olympiad (Hubei Province)	2012
Silver Medal, China Girls Mathematical Olympiad	2011 & 2012
International competition for female students from all over China and invited nations	

## TEACHING

University of Toronto  
*Instructor*  
 Operations Management  
 RSM 270 (undergraduate core course): Spring 2024, Fall 2024  
*Instructor & New Course Developer*  
 Nonparametric Models and Methods for Data-Driven Decision-Making  
 RSM 3090 (PhD course): Fall 2024

University of California, Berkeley  
*Instructor*  
 STAT 153 Introduction to Time Series: Spring 2023  
*Graduate Student Instructor*  
 UGBA 141 Production & Operations Management: Spring 2022  
 IEOR 173 Introduction to Stochastic Processes: Spring 2020  
 IEOR 262A Mathematical Programming: Fall 2019  
*Grader*  
 UGBA 106 Marketing: Fall 2020  
 IEOR 263A Applied Stochastic Processes: Fall 2018

University of Science and Technology of China  
*Undergraduate Student Instructor*  
 MATH 100201 Multivariate Real Analysis: Spring 2016

## ACADEMIC SERVICE

**Journal Refereeing**  
*Annals of Statistics*  
*INFORMS Journal on Computing*  
*Operations Research*  
*Management Science*  
*Manufacturing & Service Operations Management*  
*Transportation Science*

### Conference Refereeing

International Conference on Learning Representations (ICLR)  
Conference on Neural Information Processing Systems (NeurIPS)  
Fairness, Accountability, and Transparency (FAccT)

### Award Competition

Reviewer, MSOM Supply Chain Management SIG 2023, 2024  
Reviewer, MSOM Technology, Innovation, and Entrepreneurship SIG 2024  
Judge, Best Paper Award Competition by Chinese Scholars Association for Management Science and Engineering (CSAMSE) 2023, 2024

### Session Chair

INFORMS Annual Meeting 2022, 2023

### Advisory

Mentor, INFORMS Mentor Match Program 2023–2024  
Coach, Franz Edelman Laureate McDonald's China 2023–2024  
Observer, Franz Edelman Competition Committee 2023–2024

### UNIVERSITY SERVICE

#### Admission

Reviewer & Interviewer, OMS PhD Admission 2024  
Interviewer, Master of Management Analytics (MMA) Admission 2023

#### Rotman Commerce Events

SCMG × Kinaxis Keynote Event 2024  
Professor Coffee Chat 2023

### PRESENTATIONS

#### “Learning While Repositioning in On-Demand Vehicle Sharing Systems”

Rotman Young Scholar Seminar	07/2024
POMS-HK Conference, HKUST	01/2024
School of Management, University of Science and Technology of China	12/2023
INFORMS Annual Meeting, Phoenix	10/2023
Data-Driven Urban Tech Workshop Poster Session, Cornell Tech	05/2023
YinzOR Conference, Carnegie Mellon University	08/2022
Revenue Management & Pricing (RMP) Conference, Chicago Booth (Online)	06/2022

#### “Intertemporal Pricing in the Presence of Consumer Behaviors via Nonparametric Estimation”

YinzOR Conference (Long Talk), Carnegie Mellon University	08/2023
INFORMS Annual Meeting, Indianapolis	10/2022
INFORMS Annual Meeting, Anaheim	10/2021
Revenue Management & Pricing (RMP) Conference, JHU Carey (Online)	06/2021
MSOM Data-Driven Challenge Finalist Presentation	11/2020
INFORMS Annual Meeting, Online	10/2020
INFORMS Annual Meeting, Seattle	11/2019

“Smoothness-Adaptive Dynamic Pricing with Nonparametric Demand Learning”  
 International Symposium on Mathematical Programming (ISMP), Montreal 07/2024  
 Revenue Management & Pricing (RMP) Conference, UCLA Anderson 07/2024

“A Nonparametric Maximum Likelihood Approach to Mixture of Regression”  
 IISA Student Paper Award Presentation 07/2020  
 Amazon SCOT Visiting BAIR Workshop, UC Berkeley 01/2020

“Quantum Computing and Operations Management”  
 MSOM Conference, University of Minnesota 06/2024  
 Modeling and Optimization: Theory and Applications (MOPTA), Lehigh 08/2023  
 IEEE/ACM 7th Symposium on Edge Computing, Seattle 12/2022

## PROFESSIONAL EXPERIENCE

Amazon  
 Supply Chain Optimization Technologies (SCOT) Team, New York, NY  
*Research Scientist II* Summer 2021  
*Research Scientist I* Summer 2020

Alibaba  
 Data Science Decision Support Team of Alibaba Cloud, Sunnyvale, CA  
*Student Researcher* Summer 2019

University of California, Los Angeles  
 Department of Statistics  
*Research Assistant* Summer 2016

## MISCELLANEOUS

**Computing:** Python, R, SQL,  $\LaTeX$ , HTML, Gurobi, AMPL  
**Recreation:** Culinary enthusiast, progressing tennis aficionado, and delighted keeper of a Ragdoll cat