

CONTACT INFORMATION	Flat 817 K.K. Lueng Building University of Hong Kong Hong Kong, China	<i>Phone:</i> +852-9509 7242 <i>Email:</i> xlei@hku.hk <i>Homepage:</i> http://xiao-lei.org
EMPLOYMENT	HKU Business School, University of Hong Kong Assistant Professor in Innovation & Information Management (OM Area)	Hong Kong Sep 2022-
RESEARCH INTERESTS	online marketplaces, revenue management and pricing, video game analytics, social operations management, customer choice modelling	
EDUCATION	Columbia University Ph.D. in Operations Research M.S. in Operations Research	New York, NY Jul 2022 Feb 2018
	University of International Business and Economics B.S. in Financial Engineering	Beijing, China Jun 2016
WORKING PAPERS	<p>“Matchmaking Strategies for Maximizing Player Engagement in Video Games”, with Mingliu Chen and Adam Elmachtoub. <i>Major revision at Operations Research</i>.</p> <ul style="list-style-type: none"> • Third Place, the 2022 IBM Best Student Paper Award (INFORMS Service Science). • Accepted to The 23th ACM Conference on Economics and Computation (EC’22). <p>“Herding, Learning and Incentives for Online Reviews”, with Rajeev Kohli and Yeqing Zhou.</p>	
PUBLISHED PAPERS	<p>“Price Discrimination with Fairness Constraints”, with Maxime Cohen and Adam Elmachtoub. <i>Management Science (2022)</i>.</p> <ul style="list-style-type: none"> • Featured article in Management Science 2022 December Issue. • Finalist, the 2022 Jeff McGill Student Paper Award (INFORMS RMP) • Spotlight presentation at INFORMS RMP Conference 2021. • Accepted to The ACM Conference on Fairness, Accountability, and Transparency (FAccT’21). • Oral presentation at The 4th Workshop on Mechanism Design for Social Good (MD4SG’20). <p>“Loot Box Pricing and Design”, with Ningyuan Chen, Adam Elmachtoub and Michael Hamilton. <i>Management Science (2021)</i>.</p> <ul style="list-style-type: none"> • Finalist, CSAMSE Best Paper Award (Chinese Scholars Association for Management Science and Engineering) 2021. • First Place, the 2019 IBM Best Student Paper Award (INFORMS Service Science). • Accepted to The 21th ACM Conference on Economics and Computation (EC’20). • Invited to present at the Federal Trade Commission (FTC) Workshop on Consumer Issues Related to Loot Boxes, 2019 (one of four research papers selected). <p>“Pricing of Reusable Resources under Ambiguous Distributions of Demand and Service Time with Emerging Applications”, joint with Vinh Xuan Doan and Siqian Shen. <i>European Journal of Operational Research (2020)</i>.</p>	

“Dynamic Pricing and Learning with Competition: Insights from the Dynamic Pricing Challenge at the 2017 INFORMS RM & Pricing Conference”, with Ruben van de Geer, Arnoud V. den Boer, Christopher Bayliss, Christine S. M. Currie, Andria Ellina, Malte Esders, Alwin Haensel, Kyle D. S. Maclean, Antonio Martinez-Sykora, Asbjørn Nilsen Riseth, Fredrik Ødegaard and Simos Zachariades. *Journal of Revenue and Pricing Management* (2019).

“Stochastic Maximum Flow Interdiction Problems under Heterogeneous Risk Preferences”, with Siqian Shen and Yongjia Song. *Computers & Operations Research* (2018).

HONORS AND AWARDS

Third Place, the IBM Best Student Paper Award (INFORMS Service Science), 2022.

Finalist, the Jeff McGill Student Paper Award (INFORMS RMP), 2022

Finalist, CSAMSE Best Paper Award (Chinese Scholars Association for Management Science and Engineering), 2021

First Place, the IBM Best Student Paper Award (INFORMS Service Science), 2019

First Place, Dynamic Pricing Challenge of INFORMS RMP Conference, 2017

TEACHING EXPERIENCE

University of Hong Kong

Instructor

- MSBA7028 Deep Learning (MSc elective): Spring 2023
- IIMT2641 Introduction to Business Analytics (BSc core): Spring 2023

Columbia University

Instructor

- Graph Theory by Example, Columbia Science Honors Program: Fall 2020, Spring 2021

PROFESSIONAL EXPERIENCE

Activision Blizzard

Data Science Intern

New York, NY

Summer 2020

KPMG Consulting

Consultant

Beijing, China

Summer 2018

ACADEMIC SERVICES

Ad-hoc reviewer for *Management Science*, *Operations Research*, *Manufacturing & Service Operations Management*, *Production and Operations Management*, *INFORMS Journal on Computing*, *European Journal of Operational Research*, *Operations Research Letters*.

Program committee member for *Fairness, Accountability, and Transparency (FAccT)* (2022-2023), *Conference on Web and Internet Economics (WINE)* (2023).

Competition judge for *POMS-HK Best Student Paper Award* (2023), *INFORMS Service Science Best Student Paper Award* (2023).

INVITED TALKS

Invited Seminar Presentations by Institution Names:

- University of British Columbia (Sauder School of Business), 2023
- Tsinghua University (School of Economic and Management), 2023
- Renmin University of China (RUC Business School), 2023
- Chinese University of Hong Kong (CUHK Business School), 2023
- Chinese University of Hong Kong - Shenzhen (School of Data Science), 2023

- The Hong Kong Polytechnic University (Faculty of Business), 2022
- City University of Hong Kong (College of Business), 2022
- Singapore Management University (Lee Kong Chian School of Business), 2022
- Chinese University of Hong Kong (System Engineering and Engineering Management), 2022
- University of Hong Kong (HKU Business School), 2022
- National University of Singapore (NUS Business School), 2022
- New York University (NYU Shanghai & Stern School of Business), 2022
- University of Texas - Dallas (Jindal School of Management), 2022
- University of Michigan - Ann Arbor (Ross School of Business), 2022
- Massachusetts Institute of Technology (Sloan School of Management), 2022
- University of Pennsylvania (Wharton), 2021
- Hong Kong University of Science and Technology (IEDA & HKUST Business School), 2021

Invited Industry Presentations by Company Names:

- Riot Games, 2021
- Activision, 2021
- NetEase Games (Thunder Fire UX Research Center), 2021
- ByteDance (Nuverse Games), 2021

Other Conference Presentations by Years:

- 2023: INFORMS, RMP, MSOM, POMS-HK
- 2022: INFORMS, RMP, EC
- 2021: INFORMS, RMP, MSOM, POM, FAccT, CSAMSE
- 2020: INFORMS, RMP, MSOM, EC, MD4SG, TADC

- COMPUTER SKILLS
- Scientific Computing: R, Python, Matlab.
 - Software and Tools: Gurobi, CPLEX.
 - Others: Latex, HTML, SQL.