Yu Rain Kan

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ACADEMIC
EXPERIENCE

Indiana University, Kelley School of Business   2024 -
    Assistant Professor of Information Systems

EDUCATION

University of Washington, Michael G. Foster School of Business   2019–2024
    Ph.D. in Business Administration, Information Systems

Georgia Institute of Technology, Industrial and Systems Engineering (ISyE)   2018-2019
    Master of Science in Analytics

Peking University, School of Foreign Language   2014-2018
    Bachelor of Linguistic in German

RESEARCH
INTERESTS

Research Focus
    AI, Digital Marketing, E-commerce

Methodology
    Machine Learning, Econometrics, Experimental Design, Causal Inference, Economic Theories

JOURNAL
PAPERS

- "'Be the Buyer' – Leveraging the Wisdom of the Crowd in E-Commerce Operations"
  Leela Nageswaran*, Yu Kan*, Uttara M. Ananthakrishnan*.[1]
  Forthcoming at *Management Science*
  JFIG Best Paper Competition - Finalist, INFORMS

- "Examining the Impacts of Managerial Responses on Customer Reviews: A Content Congruence Perspective"
  Wanxin Qiao, Yu Kan, Yi-Chun (Chad) Ho, Zhijun Yan, Qiuju Yin.
  Under Revision at *MIS Quarterly*

- "Chatbot in Disguise: How Non-Disclosing Agent Identity Spurs Strategic Behavior"
  Yu Kan, Yifan Yu, Lin Jia, Yong Tan
  Under Revision at *MIS Quarterly*
  SMA Best Student Paper Award - Finalist, INFORMS

- "One Size Fits All? Informational Accessibility and Inclusivity in Online Platforms"
  Yu Kan*, Ye Liu*, Uttara M. Ananthakrishnan, Yong Tan
  Under Revision at *Management Science*

- "Afraid of Niche, Tired of Mass: Atypical Idea Combination on Crowdfunding Platform"
  Yu Kan, Mingrui Zhang, Yifan Yu, Yang Jiang, Yong Tan
  Under Revision at *Journal of Management Information Systems*
  Best Paper Award - Runner Up, CIST
  Best Student Paper - Nomination, CIST

- "Exploring the Long Tail: Taste Clusters and Sales Diversity on Subscription-Based Platforms"
  Yu Kan, Uttara M. Ananthakrishnan, Yong Tan
  Working paper

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[1] * Indicates equal contribution.

- "Decoding the Language of Social Support: How Labeling Shape Engagement in Online Peer Support Platforms"
  Yu Kan, Lucy Yan, Jun Tan
  Working paper

- "COVID-19 Vaccine Supply: Access and Fairness"
  Yu Kan, Leela Nageswaran
  Working paper

AWARDS AND HONORS		
SMA Best Student Paper Award - Finalist, INFORMS	2023
JFIG Best Paper Competition - Finalist, INFORMS	2023
Outstanding Research Award, Department of ISOM, University of Washington	2023
Best Paper Award - Runner Up, CIST	2020
Best Student Paper - Nomination, CIST	2020
Evert McCabe Endowed Fellowship Program in Private Enterprise	2021-2022
Bertha L. Mills Fellowship	2019-2020

CONFERENCE PAPERS

- "COVID-19 Vaccine Supply: Access and Fairness"
  Production and Operations Management Society (POMS)   Atlanta, GA, 2025

- "Decoding the Language of Social Support: How Labeling Shape Engagement in Online Peer Support Platforms"
  Production and Operations Management Society (POMS)   Atlanta, GA, 2025

- "One Size Fits All? Informational Accessibility and Inclusivity in Online Platforms"
  International Conference on Information Systems (ICIS)   Bangkok, Thailand, 2024

- "Chatbot in Disguise: How Non-Disclosing Agent Identity Spurs Strategic Behavior"
  INFORMS Social Media Analytics Best Student Paper Award   Phoenix, AZ, 2023

- "One Size Fits All? Informational Accessibility and Inclusivity in Online Platforms"
  Workshop on Information Systems and Economics (WISE)   Hyderabad, India, 2023
  Conference on Information Systems and Technology (CIST)   Phoenix, AZ, 2023

- "'Be the Buyer' – Leveraging the Wisdom of the Crowd in E-Commerce Operations" Montreal
  Manufacturing and Service Operations Management Conference   Canada, 2023

- "Whose Idea to Learn: Atypicality Innovation and Crowdfunding Project Performance"
  International Conference on Information Systems (ICIS) Copenhagen, Denmark, 2022

- "Exploring the Long Tail: Taste Clusters and Sales Diversity on Subscription-Based Platforms"   Mannheim,
  ZEW Conference on Information and Communication Technologies   Germany, 2022

- "Taste Clusters, Long Tail and Sales Diversity on Subscription-Based Platforms"
  Workshop on Information Systems and Economics (WISE)   Austin, TX, 2021
  Conference on Digital Experimentation @ MIT (CODE@MIT)   Virtual, 2021
  INFORMS Annual Meeting   Anaheim, CA, 2021

- "Whose Words To Believe? The Polarity Of Customer Reviews On Apparel Rental Platforms"
  INFORMS Annual Meeting   Indiana, 2022

- "Atypicality Innovation and Crowdfunding Project Performance"
  Conference on Information Systems and Technology (CIST)   Virtual, 2020
  INFORMS Annual Meeting   Virtual, 2020

ACADEMIC SERVICE

Journal Reviewer for Information Systems Research, Production and Operations Management, and Journal on Computing
Session Chair for INFORMS 2024, POMS 2025
Conference Reviewer for ICIS, CIST, PACIS, IT&M, CSWIM

PHD COURSEWORK

Information Systems
- Advanced Research Topics in Information Systems I — Yong Tan
  Topics: (Latent) Instrumental Variables, Discrete Choice Models, Bayesian Learning, Hidden Markov Models, etc.
- Advanced Research Topics in Information Systems II — Yingfei Wang
  Topics: Machine Learning, Text Mining, Deep Learning, Computer Vision, Reinforcement Learning, etc.
- Advanced Research Topics in Information Systems III — Debabrata "Deb" Dey
  Topics: Digital Piracy, Economics of Information Systems

Economics & Econometrics

Econometrics I	Thomas Richardson
Econometrics II	Jing Tao
Econometrics III	Eric Zivot
Microeconomics I	Quan Wen
Microeconomics II	Xu Tan and Jacques Lawarree
Microeconomics III	Jacques Lawarree
Empirical Industrial Organization	Yuya Takahashi

Operations Management

Stochastic Process	Foad Iravani
Stochastic Models and Queuing	Kamran Moinzadeh
Advanced Topics in Inventory Management	Kamran Moinzadeh

Computer Science

Machine Learning	Kevin Jamieson

PROFICIENCIES

Skills
Python, R, Stata, SQL, Mathematica, Maple

Languages
English (fluent), Chinese (native), German (fluent)

Updated on May 13, 2025