

Zikun Ye

CONTACT	Address: 4277 NE Stevens Way, Paccar Hall 431, Seattle, WA 98195 E-mail: zikunye@uw.edu Website: www.zikunye.com
EMPLOYMENT	Michael G. Foster School of Business University of Washington , Seattle, Washington Assistant Professor of Marketing 2023 - Present
EDUCATION	University of Illinois Urbana-Champaign , Illinois 2018-2023 Ph.D., Operations Research Advisors: Xin Chen, Dennis J. Zhang Shanghai Jiao Tong University , Shanghai, China 2014-2018 B.S., Industrial Engineering and Mathematics (Summa cum laude)
RESEARCH INTEREST	Large Language Models; Digital Marketplace; Quantitative Marketing; Optimization; Causal Inference; Field Experiment; Machine Learning.
PUBLICATIONS	<ol style="list-style-type: none">1. Zikun Ye, Dennis Zhang, Heng Zhang, Renyu Zhang, Xin Chen. Cold Start to Improve Market Thickness on Online Advertising Platforms: Data-Driven Algorithms and Field Experiments. <i>Management Science</i>, 2023. [Link] - Finalist, INFORMS RMP Section Jeff McGill Best Student Paper, 2020.2. Xin Chen, Niao He, Yifan Hu, Zikun Ye (major contributor, alphabetical). Efficient Algorithms for A Class of Stochastic Hidden Convex Optimization and Its Applications in Network Revenue Management. <i>Operations Research</i>, 2024. [Link]3. Zikun Ye, Zhiqi Zhang, Dennis Zhang, Heng Zhang, Renyu Zhang. Deep-Learning-Based Causal Inference for Large-Scale Combinatorial Experiments: Theory and Empirical Evidence. <i>Forthcoming in Management Science</i>. [Link] - Accepted at <i>ACM Conference on Economics and Computation</i> (EC'23) - First Prize, INFORMS Social Media Analytics Best Student Paper Award, 2023 - Second Prize, CSAMSE Best Paper Award, 20234. Zikun Ye, Hema Yoganarasimhan, Yufeng Zheng. LOLA: LLM-Assisted Online Learning Algorithm for Content Experiments. <i>Forthcoming in Marketing Science</i>. [Link] - Quantitative Marketing and Economics (QME) Conference, 2024
PAPERS UNDER REVISION OR REVIEW	5. Shuai Li, Zikun Ye , Xin Chen, Weijun Xie. Joint Assortment Optimization and Marketing Mix Allocation. <i>Major Revision in Manufacturing & Service Operations Management</i> . [Link]
WORKING PAPER	6. Zikun Ye , Walmart Global Tech. Seller-side Outcome Fairness in Online Marketplaces. Short paper <i>presented at NeurIPS 2023: Algorithm Fairness Workshop</i> . [Link] 7. Zikun Ye , Hema Yoganarasimhan. Document Valuation in LLM Summaries: A Cluster Shapley Approach, <i>In preparation</i> . [Link]

CONFERENCE PRESENTATIONS	Document Valuation in LLM Summaries.	
	AIM 2025	2025
	ISMS 2025	2025
	WUSTL Marketing Junior Faculty Forum	2025
	MIT DSL	2025
	LOLA: LLM-Assisted Online Learning Algorithm for Content Experiments.	
	ISMS 2024, Sydney	2024
	UW-UBC	2024
	Shanghai Jiao Tong University	2024
	WUSTL Olin Business School	2024
	QME, Stanford GSB	2024
	MarkTech, Columbia CBS	2024
	Deep-Learning-Based Causal Inference for Large-Scale Combinatorial Experiments.	
	China-India Insight Program, Hong Kong	2024
	WUSTL Olin Business School	2024
	ACM EC, London	Jul 2023
	INFORMS RMP, London, UK	Jul 2023
	MSOM Conference, Montreal, CA	Jun 2023
	POMS Annual Conference	May 2023
	2022 Conference on AI, ML, and BA, HBS	Dec 2022
	NFORMS ISMS Conference, Online	Jun 2022
	Efficient Algorithms for Minimizing Compositions of Convex Functions and Random Functions.	
	POMS Annual Conference,	May 2023
	INFORMS Annual Meeting, Indianapolis	Oct 2022
	MSOM SIG in SCM, Munich, Germany	Jun 2022
	INFORMS RMP Spotlight Session, Online	Jun 2022
	POMS Annual Conference, Online	May 2022
TEACHING EXPERIENCE	Cold Start to Improve Market Thickness.	
	MSOM SIG in Service Management, Munich	Jun 2022
	INFORMS RMP Spotlight Session, Online	Jun 2022
	MIW, Online	May 2022
	POMS Annual Conference, Online	May 2022
	Cornell ORIE Young Researcher Workshop, Ithaca	Oct 2021
HONORS AND AWARDS	MKTG 464 Analytics for Marketing Decisions	
	MKTG 564 Analytics for Marketing Decisions	
	BUS AN 599 Business Analytics Practicum	
	MKTG 579 Business Applications of LLMS & Generative Models	
	IE 310 Deterministic Models in Optimization (UIUC)	
HONORS AND AWARDS	First Prize, INFORMS Social Media Analytics Best Student Paper Award	2023
	Second Prize, CSAMSE Best Paper Award	2023
	Finalist Jeff McGill Student Paper Prize, INFORMS RMP Section	2020
	Teachers Ranked as Excellent by Students, UIUC	2022
	William A Chittenden II Award, UIUC	2021

INDUSTRY EXPERIENCE	<i>Research Intern, Walmart Lab</i>	Summer 2022
	<i>Economist/Ops. Research Intern, Kwai Inc.</i>	2019 - 2020
	<i>Data Analyst Intern, Didi.com</i>	Summer 2018
ACADEMIC SERVICES	Referee	
	- <i>Management Science</i>	
	- <i>Marketing Science</i>	
	- <i>Operations Research</i>	
	- <i>Manufacturing & Service Operations Management</i>	
	- <i>Production and Operations Management</i>	
	- <i>ACM Conference on Economics and Computation</i>	
	Session Chair, INFORMS Annual Meeting, 2022, 2023, 2025	
	Session Chair, ISMS 2025	

Last updated: Feb 2025