

XIAO HUANG

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EDUCATION

Marshall School of Business, University of Southern California, Los Angeles, California <i>Ph.D., Operations Management</i>	2009
University of Southern California, Los Angeles, California <i>M.Sc., Mathematical Finance</i>	2008
Tsinghua University, Beijing, China <i>B.Eng. Electronic Engineering</i>	2004

ACADEMIC POSITIONS

John Molson School of Business, Concordia University, Montreal, Quebec <i>Associate Professor</i>	2015 - present
<i>Concordia University Research Chair - New Scholar</i>	2014 - 2020
<i>Assistant Professor</i>	2010 - 2015
Desautels Faculty of Management, McGill University, Montreal, Quebec <i>Postdoctoral Fellow</i>	2009 - 2010

RESEARCH INTERESTS

Supply Chain Management, Competition and Cooperation, Applied Game Theory;
Pricing and Product Strategies, Revenue Management, Data-Based Decision Making;
Supply Chain Risk Management, Supply Chain Finance.

TEACHING INTERESTS

Supply Chain Management, Operations Management, Management Science, Operations Research, Operations Economics, Revenue Management, Business Analytics, Business Statistics.

PUBLICATIONS

Journal Articles ([†] indicates student or research fellow)

- [1] Huang, X., G. Sošić., G. Kersten. 2017. Selling Through Priceline? On the Impact of Name-Your-Own-Price in Competitive Markets. *IISE Transactions*. **49** (3) 304-319.
 - **Best Paper in 2018 IISE Transactions, Focused Issue on Design and Manufacturing.**
 - **Media Coverage: CJAD 800 The Natasha Hall Show, July 2017.**
- [2] Huang, X., T. Boyacı, M. Gümüş, S. Ray, D. Zhang. 2016. United We Stand Or Divided We Stand? Strategic Supplier Alliances under Order Default Risk. *Management Science*. **62** (5) 1297-1315.
- [3] Li, Y.[†], X. Huang. 2015. A One-Vendor Multiple-Buyer Production-Distribution System: The Value of Vendor Managed Inventory. *INFOR*. **53** (1) 13-25.
- [4] Huang, X., M. Nagarajan, G. Sošić. 2013. Some Implications of Pricing Bundles. *Naval Research Logistics*. **60** (3) 237-250.
- [5] Huang, X. 2013. A Review on Policies and Supply Chain Relationships under Inventory Transshipment. *Bulletin of Statistics and Operations Research* **29** (1) 21-42.
- [6] Huang, X., G. Sošić. 2010. Industry Equilibria with Sustaining and Disruptive Technology. *European Journal of Operations Research*. **207** (1) 238-248.
 - **Media Coverage: Carolina Newswire, October 2008.**
- [7] Huang, X., G. Sošić. 2010. Transshipment of Inventories: Dual Allocations vs. Transshipment Prices. *Manufacturing & Service Operations Management*. **12** (2) 299-318.
- [8] Huang, X., G. Sošić. 2010. Repeated Newsvendor Game with Transshipments under Dual Allocations. *European Journal of Operations Research*. **204** (2) 274-284.

Other Publications

- [9] Xiao, V., H. Huang. 2015. Elevate Shared Service Operations to New Levels. *Boao Review*. October 2015. 106-108.

Book Chapters

- [10] Huang, X., G. Sošić. 2012. Repeated Newsvendor Game under Transshipment. Invited Chapter, *Handbook of Newsvendor Problems: Models, Extensions and Applications*. T.-M. Choi (ed.). Springer, International Series in Operations Research and Management Science.

Working Papers

- [11] Huang, X., D. Zhang. 2018. Service Product Design and Customized Refund Policy. Under Revision at *Marketing Science*.
- [12] Chakraborty, T.[†], S. S. Chauhan, X. Huang. 2018. Go Upscale? Quality Competition between National Brand and Store Brand. Under Review at *Production and Operations Management*.

Refereed Conference Proceedings

- [11] Huang, X., T. Boyacı, M. Gümüş, S. Ray, D. Zhang. 2012. Strategic Supplier Alliances under Default Risk. *Proceedings of the M&SOM Conference 2012*.
- [12] Huang, X., G. Sošić. 2011. Selling Through Priceline? Managing Name-Your-Own-Price and Direct Channels Simultaneously in a Competitive Market. *Proceedings of the M&SOM Conference 2011*.
- [13] Huang, X., G. Sošić. 2010. Sustaining vs. Disruptive Technology: Industry Equilibrium under Technology Evolution. *Proceedings of Behavior & Quantitative Game Theory Conference 2010*.
- [14] Huang, X., G. Sošić. 2008. Capacity Investment and Pricing Strategies under Technology Evolution. *Proceedings of the M&SOM Conference 2008*.
- [15] Huang, X., G. Sošić. 2006. Inventory Sharing in a Repeated Newsvendor Game. *Proceedings of the M&SOM Conference 2006*.

Other Papers

- [16] Goyal, S. K., X. Huang, Y. Li. 2012. Note on “A one-vendor multi-buyer integrated production-inventory model: The ‘Consignment Stock’ case.” *Working Paper, John Molson School of Business, Concordia University*. <http://papers.ssrn.com/sol3/papers.cfm?abstractid=2103457>.

GRANTS

Concordia University Research Chair (CURC), \$100,000	2014 - 2020
Natural Sciences and Engineering Research Council of Canada (NSERC), \$184,000	2011 - 2020
Fonds Québécois de la Recherche sur la Société et la Culture (FQRSC), \$36,796	2013 - 2018
Faculty Research Development Fund (FRDP), John Molson School of Business, \$15,000	2010 - 2012

PRESENTATIONS

Conference Presentations († indicates presentations made by co-authors)

- Price to Gain or Price to Retain: The Impact of Pricing on Hotel Cancellations
INFORMS Annual Conference, Phoenix, AZ, November 2018
INFORMS Revenue Management & Pricing Section Conference, Toronto, ON, June 2017
- Managing Hotel Cancellations
INFORMS Annual Meeting, Houston, TX, October 2017 †
- Service Product Design and Customized Refund Policy
INFORMS Annual Meeting, Houston, TX, October 2017
IFORS/CORS Annual Conference, Quebec City, QC, July 2017
- Price Competition And Quality Competition: National Brand vs. Store Brand
Optimization Days, HEC Montreal, May 2017 †

Selling Through Priceline? On the Impact of Name-Your-Own-Price in Competitive Market

ISERC Annual Conference, Orlando, FL, May 2018

NFORMS Annual Conference, Nashville, TN, November 2016

CORS Annual Meeting, Ottawa, ON, May 2014

United We Stand Or Divided We Stand? Strategic Supplier Alliances under Order Default Risk

INFORMS Annual Meeting, San Francisco, CA, November 2014

M&SOM iFORM SIG Conference, Seattle WA, June 2014

CORS Annual Meeting, Ottawa ON, May 2014

INFORMS Annual Meeting, Minneapolis, MN, October 2013

United We Stand, Divided We Fall: Strategic Supplier Alliances under Default Risk

OCSAMSE, Beijing, July 2013

CORS Annual Meeting, Vancouver BC May 2013

POMS Annual Meeting, Denver, CO April 2013

INFORMS Annual Meeting, Phoenix, AZ, October 2012

POMS Annual Meeting, Chicago, IL, April 2012

INFORMS Annual Meeting, Charlotte, NC, November 2011

IMST, Montreal, QC, July 2011

POMS Annual Meeting, Reno, NV, May 2011

Opaque Products in Revenue Management: Review and Future Research

**Keynote Speech:* China Marketing International Conference, Xuzhou, China, July 2013

Selling Through Priceline? Managing Name-Your-Own-Price and Direct Channels Simultaneously in a Competitive Market

CORS Annual Meeting, Niagara Falls, ON, June 2012

INFORMS Annual Meeting, Charlotte, NC, November 2011

INTRIM, Montreal, QC, August 2011

M&SOM Annual Meeting, Ann Arbor, MI, June 2011

INFORMS Marketing Science Conference, Houston, TX, June 2011

Name-Your-Own-Price as a Competitive Distribution Channel in the Presence of Posted Prices

INFORMS Annual Meeting, Austin, TX, November 2010

POMS Annual Meeting, Vancouver, BC, May 2010

INFORMS Annual Meeting, San Diego, CA, October 2009

Discussant, INTRIM Conference, Montreal, QC, July 2011

Supplier Alliance in Channel Structures under Default Risk

INTRIM, Syracuse, NY, August 2010

OCSAMSE, Beijing, July 2010

POMS Annual Meeting, Vancouver, BC, May 2010

Transshipment of Inventories: Dual Allocations vs. Transshipment Prices

INFORMS Annual Meeting, San Diego, CA, October 2009

POMS Annual Meeting, Orlando, FL, May 2009

Sustaining vs. Disruptive Technology: Industry Equilibrium under Technology Evolution

BQGT, Newport Beach, CA, May 2010

INFORMS Annual Meeting, Washington, DC, October 2008
 SoCal OR/OM Day, University of Southern California, Los Angeles, CA, May 2008

Capacity Investment and Pricing Strategies under Technology Evolution
 M&SOM Annual Meeting, College Park, MA, June 2008
 POMS Annual Meeting, La Jolla, CA, May 2008
 INFORMS Annual Meeting, Seattle, WA, November 2007

Inventory Sharing in a Repeated Newsvendor Game
 INFORMS International Conference, Hong Kong, June 2006
 M&SOM Annual Meeting, Atlanta, GA, June 2006
 INFORMS Annual Meeting, San Francisco, CA, November 2005

Invited Seminars

GERAD - HEC Montreal, February 2017
 Department of Management Science, University of Waterloo, October 2014
 Sauder School of Business, University of British Columbia, November 2013
 Management School, Jinan University, July 2013
 InterNeg Research Center, Concordia University, April 2012
 John Molson School of Business, Concordia University, January 2010
 Paul Merage School of Business, University of California, Irvine, May 2009
 Marshall School of Business, University of Southern California, September 2008

HONORS & AWARDS

IISE Transactions Award — Best Paper in Design & Manufacturing	2018
Concordia University Research Chair - New Scholar	2014
Academic Achievement Award, University of Southern California	2010
Postdoctoral Fellowship, Desautels Faculty of Management, McGill University	2009 - 2010
INFORMS Future Academician Colloquium	2008
Dean's Scholarship Award, Marshall School of Business	2004 - 2009
First Class Undergraduate Scholarship, Tsinghua University	2000
1 st Place in National College Entrance Exam, Guangdong Province, China	2000

MEDIA & NEWS

Live Interview: Those Name Your Price deals might not actually be a deal. *CJAD 800 The Natasha Hall Show*. July 7, 2017.

From Hotwire to Priceline: what's the real cost of 'name your own price'? *Concordia News*. July 5, 2017.

Who Innovates? The Regional Economic Impact of Private Corporate Innovation Investments. *Carolina Newswire*. October 20, 2008.

TEACHING

Instructor, John Molson School of Business, Concordia University

MSCM 685 Supply Chain Risk Management (2018-)

MSCM 682 Sourcing and Global Logistics (2016-present)

SCOM/DESC 374 Supply Chain Logistics (2010-2015, 2016-present)

GDBA 506 Operations Management (2011-2015)

COMM 225 Productions/Operations Management (2010-2011)

Instructor, University of Southern California, Marshall School of Business

BUAD 311 Operations Management, (Fall 2007)

Teaching Assistant, University of Southern California, Marshall School of Business

BUAD 311 Operations Management (Spring 2008, Fall 2006)

STUDENT SUPERVISION

Postdoctoral Fellows

Supervisor, Iman Nosoohi (JMSB, Concordia University, 2015-2016), Mohamed Ait Mansour (2018-2019)

Doctoral Students

Co-Supervisor, Xiaoming Li (CIISE, Concordia University, 2017-present)

Visiting Supervisor, Mohamed Ait Mansour (Université de Rennes 1, 2017-2018)

External Examiner, Judson Kenney (Desautels Faculty of Management, McGill University, 2016), Letian Wang (Desautels Faculty of Management, McGill University, 2010)

Master Students

Co-Supervisor, Chengwei Zhao (CIISE, Concordia University, 2014-2015)

Thesis Defence Chair, Yuan Wang (JMSB, Concordia University, 2017), Maxime Derbier (JMSB, Concordia University, 2014), Youna Hong (JMSB, Concordia University, 2012)

Examiner, Alyssa Mosca (MSCM, Concordia University, 2018), Wei Wei (CIISE, Concordia University, 2013), Mehrnaz Mirhosseini (CIISE, Concordia University, 2012), Payman Salimi (CIISE, Concordia University, 2011)

ACADEMIC SERVICES

Reviewer

Manufacturing & Service Operations Management, Production and Operations Management, Management Science, Operations Research, Naval Research Logistics, European Journal of Operations Research, Decision Sciences, IIE Transactions, Service Science, Operations Research Letters, IEEE Transactions on Industrial Informatics, IEEE Transactions on Engineering Management, International Journal of Production Research, 4OR, Asia Pacific Journal of Management, Journal of Systems Science and Systems Engineering, Computers in Industry, INFOR, International Journal

of Inventory Research, American Journal of Mathematical and Management Sciences, International Transactions in Operational Research, International Journal of Information Technology & Decision Making, OMEGA, TOP

Mitacs Accelerate	2015, 2016
NSERC Discovery Grant	2014
European Conference on Information Systems (ECIS)	2014
Academy of Marketing Science (AMS) World Marketing Congress	2011

Editorial Review Board

<i>Production and Operations Management</i>	2015 - present
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Judge

Engineering & Commerce Case Competition	2017, 2018
CORS Student Paper Competition	2012, 2014
POM Student Paper Competition	2011

Conference Organization

Session Co-Chair, INFORMS Annual Conference, Phoenix, AZ, November 2018
 Session Co-Chair, INFORMS Annual Conference, Houston, TX, October 2017
 Session Chair, IFORS/CORS Annual Conference, Quebec City, QC, July 2017
 Track Chair, China Marketing International Conference, Beijing, China, July 2017
 Track Chair, China Marketing International Conference, Qingdao, China, July 2016
 Track Chair, China Marketing International Conference, Xi'an, China, July 2015
 Session Chair, POMS Annual Conference, Washington, DC, May 2015
 Track Chair, China Marketing International Conference, Wuhan, China, July 2014
 Cluster Chair, CORS Annual Conference, Ottawa, ON, May 2014
 Track Chair, China Marketing International Conference, Xuzhou, China, July 2013
 Session Chair, CORS Annual Conference, Niagara Falls, ON, June 2012
 Session Chair, POMS Annual Conference, Chicago, IL, April 2012
 Track Co-Chair, POMS Annual Conference, Reno, NV, May 2011
 Session Co-Chair, POMS Annual Conference, Vancouver, BC, May 2010
 Session Chair, INFORMS International Conference, Hong Kong, June 2006

UNIVERSITY SERVICES

Concordia University	
Senate Research Committee	2017 - present
The John Molson School of Business, Concordia University	
Undergraduate Student Request Committee	2016 - 2018
GDBA/GCBA Program Committee	2013 - 2015, 2016 - 2017
Teaching Panel, New Faculty Orientation	2017
Academic Advising Event “ <i>Discover JMSB Majors</i> ”	2017

Special Advisory Search Committee for Special Professorships	2015
International Business Program Committee	2014 - 2015

Department of Supply Chain and BTM, Concordia University	
SCOM Curriculum Sub-Committee	2010 - 2015, 2016 - 2018
Master in Supply Chain Management (MSCM) Program Committee	2012 - 2015, 2016 - 2018
Department Hiring Committee	2016 - 2017, 2018
Business Intelligence Committee	2017
Department Curriculum Committee	2014 - 2015
SCM Accreditation Committee	2011 - 2015
Open House Committee	2010 - 2013

PROFESSIONAL MEMBERSHIPS

INFORMS, Institute for Operations Research and Management Sciences
MSOM, Manufacturing and Services Operations Management
POMS, Production and Operations Management Society
CORS, Canadian Operational Research Society
IISE, Institute of Industrial and Systems Engineers