

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, Minor in English</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-Driven Decision Making;
Supply Chain Risk Management, Supply Chain Finance.

TEACHING INTERESTS

Supply Chain Management, Operations Management, Operations Research;
Operations Economics, Pricing and Revenue Management;
Business Statistics, Business Analytics, Data-Based Decision Analytics.

PUBLICATIONS

Journal Articles († indicates student or research fellow)

- [1] Huang, X., D. Zhang. 2020. Service Product Design and Consumer Refund Policies. *Marketing Science*. **39** (2) 366-381.
- [2] 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.**
- [3] 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.
- [4] Li, Y.†, X. Huang. 2015. A One-Vendor Multiple-Buyer Production-Distribution System: The Value of Vendor Managed Inventory. *INFOR: Information Systems and Operational Research*. **53** (1) 13-25.
- [5] Huang, X., M. Nagarajan, G. Sošić. 2013. Some Implications of Pricing Bundles. *Naval Research Logistics*. **60** (3) 237-250.
- [6] Huang, X. 2013. A Review on Policies and Supply Chain Relationships under Inventory Transshipment. *Bulletin of Statistics and Operations Research* **29** (1) 21-42.
 - **Invited Review**
- [7] 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.**
- [8] Huang, X., G. Sošić. 2010. Transshipment of Inventories: Dual Allocations vs. Transshipment Prices. *Manufacturing & Service Operations Management*. **12** (2) 299-318.
- [9] Huang, X., G. Sošić. 2010. Repeated Newsvendor Game with Transshipments under Dual Allocations. *European Journal of Operations Research*. **204** (2) 274-284.

Other Publications

- [10] Huang, X. 2020. Transforming Supply Chains Amid Global Disruptions. *Ivey Business Journal*. July/August 2020.
- [11] Xiao, V., H. Huang. 2015. Elevate Shared Service Operations to New Levels. *Boao Review*. October 2015. 106-108.

Book Chapters

- [12] 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.

Teaching Cases

- [13] “Restaurant Kazu: Managing Restaurant Congestion.” Case – 9B19D011 with Teaching Note, June 2019. Ivey Publishing.

Refereed Conference Proceedings

- [14] Li, X[†], X. Huang, C. Wang. 2020. Reducing Car-Sharing Relocation Cost through Non-Parametric Density Estimation and Stochastic Programming. *Proceedings of the 23rd IEEE Intelligent Transportation Systems Conference (ITSC)*.
- [15] Huang, X., T. Boyacı, M. Gümüş, S. Ray, D. Zhang. 2014. Strategic Supplier Alliances under Default Risk. *Proceedings of the M&SOM Conference 2014*.
- [16] Huang, X., T. Boyacı, M. Gümüş, S. Ray, D. Zhang. 2012. Strategic Supplier Alliances under Default Risk. *Proceedings of the M&SOM Conference 2012*.
- [17] 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*.
- [18] Huang, X., G. Sošić. 2010. Sustaining vs. Disruptive Technology: Industry Equilibrium under Technology Evolution. *Proceedings of Behavior & Quantitative Game Theory Conference 2010*.
- [19] Huang, X., G. Sošić. 2008. Capacity Investment and Pricing Strategies under Technology Evolution. *Proceedings of the M&SOM Conference 2008*.
- [20] Huang, X., G. Sošić. 2006. Inventory Sharing in a Repeated Newsvendor Game. *Proceedings of the M&SOM Conference 2006*.

Unpublished Manuscripts

- [21] Huang, X., C. Wang, C. Zhao[†]. 2017. How Was Your Stay? An Empirical Study on Attribute Ratings and Customer Groups. *Working Paper. John Molson School of Business, Concordia University*.
- [22] 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 - 2021
Natural Sciences and Engineering Research Council of Canada (NSERC), \$184,000	2011 - 2021
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 Virtual Conference, November 2020

POMS Annual Meeting, Washington, DC, May 2019

INFORMS Annual Conference, Phoenix, AZ, November 2018

INFORMS Revenue Management & Pricing Section Conference, Toronto, ON, June 2018

Service Product Design and Customized Refund Policy

INFORMS Annual Meeting, Seattle, WA, October 2019

INFORMS Marketing Science Conference, Rome, Italy, June 2019

INFORMS Annual Meeting, Houston, TX, October 2017

IFORS/CORS Annual Conference, Quebec City, QC, July 2017

Buyer Direct Finance under Supplier Disruption Risk

POMS Annual Meeting, Washington, DC, May 2019

Managing Hotel Cancellations

INFORMS Annual Meeting, Houston, TX, October 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

INFORMS 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

IGR-IAE Rennes, Université de Rennes 1, November 2018
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
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

Checking In. 4th Space, Concordia University. August 2020.

Interview by *Global News Radio 640 Toronto, The Greg Brady Show. June 26, 2020.*

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.*

VISITING PROFESSORSHIP

Leeds School of Business, University of Colorado, Boulder CO	2019
IGR-IAE Rennes, Université de Rennes 1, Rennes, France	2018
Desautels Faculty of Management, McGill University, Montreal, QC	2018 - 2019

TEACHING EXPERIENCE

Graduate Courses

John Molson School of Business, Concordia University

Business Process Management (MBA Core), 2020

Sourcing and Global Logistics (MSCM Core), 2016 -2017, 2019

Supply Chain Risk Management (MSCM Core), 2018

Operations Management (GDBA Core), 2011 - 2015, 2019 - 2020

Leeds School of Business, University of Colorado, Boulder

Survey of Business Analytics (MSBA Python Bootcamp), 2019

Desautels Faculty of Management, McGill University
Revenue Management (MMA Elective), 2019

IGR-IAE Rennes, Université de Rennes 1
A Short Lecture on Risk and Decision Making (MSc), 2018

Undergraduate Courses

John Molson School of Business, Concordia University
Supply Chain Logistics (Major Core), 2010 - 2015, 2016 - 2017, 2020 - 2021
Productions/Operations Management (BCom Core), 2010 - 2011

Marshall School of Business, University of Southern California
Operations Management (Major Core), 2007

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, OMEGA, IEEE Transactions on Industrial Informatics, IEEE Transactions on Engineering Management, International Journal of Production Research, 4OR, Annals of Operations Research, 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, TOP

NSERC Discovery Grant	2014, 2019, 2020
MSOM iFORM SIG	2020
JMSB-Briscoe Centre Case Writing Competition	2020
Mitacs Accelerate	2015, 2016
European Conference on Information Systems (ECIS)	2014
Academy of Marketing Science (AMS) World Marketing Congress	2011

Editorial Review Board

Production and Operations Management 2015 - present

Judge

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

Conference Organization

Session Chair, POMS Annual Conference, Washington DC, May 2019
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

University Research Committee	2018 - 2020 (Ad Hoc), 2020 - 2023
Concordia Applied AI Institute Steering Committee	2020 - present
SGS Vanier SSHRC/Trudeau/PBEEE Committee	2019 - 2021
Senate Research Committee	2017 - 2020

John Molson School of Business, Concordia University

Faculty Personnel and Tenure Committee	2020 - present
Undergraduate Curriculum Committee	2020 - present
Canada Research Chairs Hiring Committee	2019 - present
GDBA/GCBA Program Committee	2013 - 2015, 2016 - 2017, 2020 - present
Undergraduate Student Request Committee	2016 - 2018
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 - present
Master in Supply Chain Management (MSCM) Program Committee	2012 - 2015, 2016 - present
Department Personnel Committee	2020
Department Hiring Committee	2016 - 2017, 2018
Business Intelligence Committee	2017 - 2018
Department Curriculum Committee	2014 - 2015
SCM Accreditation Committee	2011 - 2015
Open House Committee	2010 - 2013

EXTERNAL SERVICES

Lingnan University, Hong Kong, SAR

External Academic Advisor, Bachelor of Business Administration (Honours) 2016 - 2018

External Academic Advisor, M.Sc. in eBusiness and Supply Chain Management 2016 - 2018

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