

Xi (Henry) Lin

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Education

University of California, Irvine September 2019-Current
Doctor of Philosophy in Management
Track: Operations and Decision Technologies | **GPA:** 3.96

University of North Carolina at Chapel Hill August 2017-May 2019
Master of Science in Interdisciplinary Statistics and Operations Research
Track: Business Analytics | **Departmental GPA:** 3.81

University of California, Los Angeles September 2013-June 2017
Bachelor of Science in Applied Mathematics
Minor: Statistics | **GPA:** 3.66 | Dean's Lists (4 Quarters)

Research Interests

online sales channel, socially responsible operations, pricing, contracting, negotiation, consumer behavior, agricultural operations

Publications

Lin, X., Gui, L., Lu, Y. Managing Sales via Livestream Commerce: Implications of Price Negotiation and Consumer Price Search. *Production and Operations Management*, Published Online in Advance of Print August 30, 2023.

- *SSRN's Top Ten download list for Technology, Operations Management & Production eJournal. June-July 2022*

Working Paper

Lin, X., Gui, L., Lu, Y. Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare.

Work in Progress

Lin, X., Gui, L., Yang, L. The Environmental and Social Implications of Pay-What-You-Want Food Waste Supermarket.

Presentations

"Managing Sales via Livestream Commerce." Lin, X. INFORMS Annual Meeting. (October 2022)

"Poverty Alleviation through Livestream Commerce." Lin, X. Annual POMS-Conference. (May 2023)

"Selling Agricultural Products via Livestream: Implications for Poverty Alleviation in Rural Economies." Lin, X. INFORMS Annual Meeting. (October 2023)

"Managing Sales via Livestream Commerce: Implications of Price Negotiation and Consumer Price Search." Lin, X. Annual POMS-Conference. (April 2024)

"Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare." Lin, X. Annual POMS-Conference. (April 2024)

"Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare." Lin, X. Purdue Operations Conference. (scheduled)

"Empowering or Exploiting? The Implications of Direct Market Access for Improving Smallholder Farmers' Welfare." Lin, X. INFORMS Annual Meeting. (scheduled)

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Honors and Awards

Ray Watson Doctoral Fellowship, UC Irvine
Long US-China Institute Graduate Student Research Fellowship, UC Irvine
Wenqiang and Michelle Bian Sustainability Award Endowment, UC Irvine
Accepted to the 2023 POMS Doctoral Consortium

Professional Services

Reviewer, for Production and Operations Management
Session monitor, INFORMS 2021
Session co-chair, POMS 2024
Session co-chair, INFORMS 2024 (scheduled)

Teaching Experience

UCI Paul Merage School of Business, Irvine Summer 2024
Instructor, for MGMT 101 Management Science (scheduled)

UCI Paul Merage School of Business, Irvine Winter 2019-Current
Teaching Assistant, for MGMT 101 Management Science, MGMT 182 Supply Chain Management,
MGMT 189 Operations Management, MGMT FE/MBA 208 Operational Excellence,
MGMT MBA 290 Revenue Management