

## XIAO HUANG

1455 de Maisonneuve Blvd. W., Montreal, Quebec, H3G 1M8, Canada  
+1 (514) 848-2424 ext 2979, xiao.huang@concordia.ca  
<https://www.concordia.ca/jmsb/faculty/xiao-huang.html>

### EDUCATION

---

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

### ACADEMIC POSITIONS

---

|  |                |
|--|----------------|
| John Molson School of Business, Concordia University, Montreal, Quebec<br><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<br><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 (<sup>†</sup> 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.<sup>†</sup>, 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.<sup>†</sup>, 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 <sup>st</sup> 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 |
|---|----------------|

### **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