

# GUANG XIAO

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**EDUCATION**    **Olin Business School, Washington University in St. Louis**, 08/2016  
PhD. in Business Administration (Operations Management)  
MSc. in Business Administration  
*Advisors:* Panos Kouvelis (chief advisor) and Lingxiu Dong (co-advisor)

**University of Delaware**, 05/2010  
MSc. in Operations Research  
*Advisor:* Rhonda Aull-Hyde

**Peking University**, 08/2008  
BSc. in Applied Mathematics  
BPhil. in Philosophy (double major)

**ACADEMIC EXPERIENCE**    Department of Logistics and Maritime Studies, The Hong Kong Polytechnic University  
– Associate Professor (with tenure) 07/2022 – present  
– Assistant Professor 09/2016 – 06/2022

**RESEARCH INTERESTS**    **Methodology:** Game Theory, Optimization, Stochastic Process, Dynamic Programming  
**Applications:** Supply Chain Risk Management, Joint Pricing and Inventory Management, Procurement and Outsourcing, Sustainable/Socially Responsible Operations, Interface of Operations and Marketing.

**SELECTED PUBLICATIONS**

P1. Xiao G., Yang N., Zhang R. (2015), Dynamic Pricing and Inventory Management under Fluctuating Procurement Costs, *Manufacturing & Service Operations Management* **17**(3): 321-334.

P2. Kouvelis P., Xiao G., Yang N. (2018), On the Properties of Yield Distributions in Random Yield Problems: Conditions, Class of Distributions and Relevant Applications, *Production and Operations Management* **27**(7): 1291-1302.

P3. Kouvelis P., Xiao G., Yang N. (2021), Role of Risk Aversion in Price Postponement under Supply Random Yield, *Management Science*, **67**(8): 4826-4844.

P4. Dong L., Geng X., Xiao G., Yang N. (2022), Procurement Strategies with Unreliable Suppliers under Correlated Random Yields, *Man-*

*ufacturing & Service Operations Management*, 24(1): 179-195.

- P5. Geng X., Guo X., Xiao G. (2022), Impact of Social Interactions on Duopoly Competition with Quality Considerations, *Management Science*, 68(2): 941-959.
- P6. Hu Q., Kouvelis P., Xiao G., Guo X. (2022), Horizontal Outsourcing and Price Competition: The Role of Sole Sourcing Commitment, *Production and Operations Management*, 31(8): 3198-3216.
- P7. Pan W., So R., Xiao G. (2022), Benefit of Backup Sourcing for Components in Assembly Systems under Supply Uncertainty, *European Journal of Operational Research*, 302(1): 158-171.
- P8. Geng X., Chen Z., Guo X., Xiao G. (2022), Duopoly Pricing Strategies with Quality Improvement Spillover, *Naval Research Logistics*, 69(7): 958-973.
- P9. Dong L., Xiao G., Yang N., Supply Diversification under Random Yield: The Impact of Price Postponement, *Production and Operations Management*, forthcoming.
- P10. Cao X., Fang X., Xiao G., Yang N., Optimal Contract Design for a National Brand Manufacturer under Store Brand Private Information, *Manufacturing & Service Operations Management*, forthcoming.

## SELECTED WORKING PAPERS

- W1. Geng X., Guo X., Xiao G., Yang N., Supply Risk Mitigation in a Decentralized Supply Chain: Price Postponement or Payment Postponement? under *Minor Revision* at *Manufacturing & Service Operations Management*.
- W2. Kouvelis P., Xiao G., Study of Hybrid (Push-Pull) Wholesale Price Contracts within Random Yield Supply Chains, under 2nd-round *Major Revision* at *Manufacturing & Service Operations Management*.
- W3. Guo X., Li Y., Xiao G., Xu W., To Keep Price Consistency or Not: Multi-Channel Retailing with Consumer Fairness Concern, under 1st-round *Major Revision* at *Manufacturing & Service Operations Management*.
- W4. Guo X., Xiao G., Zhang F., Adoption of Corporate Social Responsibility under Asymmetric Information, under *Reject and Resubmit* at *Management Science*.

\*For a full list of working papers, please refer to my *website*.

## EXTERNAL GRANTS

1. Hong Kong Research Grants Council (RGC) General Research Fund (GRF): “Managing Supply Uncertainty for Multi-component Assembly Systems”, **PI**, Grant No.: 15507218, Period: 2019 - 2021, Funding Amount: HKD 292,492.
2. Hong Kong Research Grants Council (RGC) General Research Fund (GRF): “Impact of Government Subsidy Schemes and Consumer Heterogeneity on Green Product Design and Adoption”, **PI**, Grant No.: 15503219, Period: 2020 - 2022, Funding Amount: HKD 387,605.
3. Hong Kong Research Grants Council (RGC) General Research Fund (GRF): “Supply Risk Mitigation in a Decentralized Supply Chain: Postponing Price or Postponing Payment?”, **PI**, Grant No.: 15503920, Period: 2021 - 2024, Funding Amount: HKD 378,154.
4. Hong Kong Research Grants Council (RGC) General Research Fund (GRF): “Multi-Channel Retailing in the Presence of Consumer Heterogeneity and Fairness Concern”, **PI**, Grant No.: 15505621, Period: 2022 - 2025, Funding Amount: HKD 611,993.
5. Hong Kong Research Grants Council (RGC) General Research Fund (GRF): “Reward-Based Crowdfunding in the Presence of Potential Competitor’s Imitation.”, **Co-I**, Grant No.: 15507318, Period: 2019 - 2021, Funding Amount: HKD 442,453.

## Invited Talks

**Invited Conference Presentations:** MSOM Annual Meeting (2014, 2015, iFORM SIG 2019), POMS Annual Meeting (2015, 2016), INFORMS Annual Meeting (2015, 2016, 2017), INFORMS International Meeting (2018), CSAMSE Annual Meeting (2018, 2019), POMS HK Annual Meeting (2017, 2018, 2020)

### Invited Seminar Presentations:

- OM Workshop, Antai Business School, Shanghai Jiaotong Univ. 2015
- Rutgers School of Business, Rutgers University–Camden 2015
- WPI Business School, Worcester Polytechnic Institute 2015
- College of Business and Technology, Northeastern Illinois Univ. 2016
- Antai Business School, Shanghai Jiaotong University 2016
- College of Business, Shanghai University of Finance and Economics 2016
- School of Management, Univ. of Science and Technology of China 2016
- LMS Department, The Hong Kong Polytechnic University 2016
- ISOM Department, Hong Kong Univ. of Science and Technology 2020
- Department of Management, University of Miami 2020

## TEACHING EXPERIENCE

LGT5015: Supply Chain Management  
– Spring 2017 (4.6/5), Spring 2018 (4.5/5, 4.7/5), Spring 2019 (4.7/5), Spring 2020 (4.6/5), Spring 2021 (4.9/5).

LGT5426: Managing Innovation

– Fall 2019 (4.2/5), Spring 2020 (4.6/5), Fall 2020 (4.6/5), Spring 2021 (4.6/5), Fall 2021 (4.8/5), Spring 2022 (4.9/5, 4.6/5).

LGT5037: Project Management

– Fall 2018 (4.6/5).

LGT6007: Digital Supply Chain Management

– Fall 2020 (4.8/5), Spring 2022 (4.8/5).

## PhD/MPhil STUDENTS

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|------------------------------------|----------------|
| 1. Xue Zhao, Chief Supervisor      | 2019 - Present |
| 2. Zepeng Chen, Chief Supervisor,  | 2020 - Present |
| 3. Jingwen Xu, Co-supervisor,      | 2020 - Present |
| 4. Lingyun Chen, Chief Supervisor, | 2022 - Present |

## SERVICES

**Ad-hoc Reviewer:** Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Naval Research Logistics, Omega: The International Journal of Management Science, Operations Research Letters, Decision Sciences, International Journal of Production Economics, Journal of Systems Science and Systems Engineering

**Session Chair:** POMS Annual Conference (2018, 2020, 2021, 2023), INFORMS International Conference (2018), CSAMSE Annual Conference (2019), POMS-HK Annual Conference (2020)

**Judge:** POMS-HK best student paper competition (2019, 2020)

**Co-Chairs:** POMS-HK best student paper competition 2023

**Committee Member:** POMS-HK 2023 Organizing Committee

**Internal Service:** LMS Departmental Learning and Teaching Committee (2021 - 2022), MBA Program Committee (2020 - Present), Part-time MBA Program Committee (2021 - Present), Board of Faculty of Business (2021 - 2023), Chairman of Program Planning Committee: MSc.in Global Business and Decision Analysis (2021 - present).

## Honors and Awards

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|--|------|
| Outstanding Operations Research Student Award, UDel, | 2010 |
| Moog Scholar, Olin Business School, WUSTL,           | 2014 |
| M&SOM 2020 Meritorious Service Award,                | 2021 |
| PBS (PolyU Business School) Fellow Award,            | 2021 |
| PBS Faculty Award (Outstanding Young Researcher),    | 2021 |
| M&SOM 2021 Meritorious Service Award,                | 2022 |
| PBS Faculty Award (Teaching),                        | 2022 |

Nominated for President's Award (Research and Teaching),  
OMEGA Best Reviewer Certificate Award

2022  
2022