

Xiaoyang Long

CONTACT INFORMATION Email: xiaoyang.long@wisc.edu
Address: 5176 Grainger Hall, University of Wisconsin-Madison, Madison, WI 53706

PROFESSIONAL EXPERIENCE **University of Wisconsin-Madison**, Madison, WI, USA Oct 2017–present
Assistant Professor of Operations and Information Management, School of Business

Hong Kong University of Science and Technology, Hong Kong Jul–Sept 2017
Visiting Scholar, Department of ISOM, Business School

EDUCATION **Hong Kong University of Science and Technology**, Hong Kong 2012–2017
Ph.D. in Operations Management

Princeton University, Princeton, NJ, USA 2008–2012
Bachelor of Arts in Physics, with Honors
Certificate in Applied and Computational Mathematics

RESEARCH INTERESTS Behavioral Operations, Supply Chain Management, Marketing-Operations Interface, Sustainability, New Product Development

PUBLICATIONS “Sustainability in the fast fashion industry” (with Javad Nasiry), forthcoming at *Manufacturing & Service Operations Management*.

- Selected for presentation in Early-Career Sustainable OM Workshop (2019)

“How service quality variability hurts revenue when customers learn: Implications for dynamic personalized pricing” (with Greg DeCroix and Jordan Tong), *Operations Research*, 2021, 69(3): 683-708.

- Spotlighted presentation in INFORMS RM&P Conference (2019)

“Wage transparency and social comparison in salesforce compensation” (with Javad Nasiry), *Management Science*, 2020, 66(11): 5290-5315.

“A behavioral study on abandonment decisions in multi-stage projects” (with Javad Nasiry and Yaozhong Wu), *Management Science*, 2020, 66(5): 1999-2016.

- First Place in the 2016 INFORMS Behavioral Operations Management Section Best Working Paper Award
- Honorable Mention in the 2016 CSAMSE Annual Conference/Columbia China Business Initiative Best Paper Award

“Quality in supply chain encroachment” (with Albert Ha and Javad Nasiry), *Manufacturing & Service Operations Management*, 2016, 18(2): 280-298.

- Honorable Mention in the 2015 POMS-HK International Conference Student Paper Competition

“Prospect theory explains newsvendor behavior: The role of reference points” (with Javad Nasiry), *Management Science*, 2015, 61(12): 3009-3012.

SELECTED
WORKING
PAPERS

“Choice overload with search cost and anticipated regret: Field evidence and theoretical framework” (with Hengchen Dai, Jiankun Sun, and Dennis Zhang)

“Wage transparency, negotiation, and reference-dependent utility” (with Hengchen Dai and Dennis Zhang)

- Honorable Mention in the 2021 INFORMS Behavioral Operations Management Section Best Working Paper Award

“Waste not want not? The environmental implications of quick response and upcycling” (with Luyi Gui)

- Selected for presentation in Early-Career Sustainable OM Workshop (2022)

“A replication study of operations laboratory experiments published in Management Science” (with Jordan Tong, Andrew Davis, Blair Flicker, Kyle Hyndman, Elena Katok, Samantha Keppler, and Stephen Leider)

TEACHING

Wisconsin School of Business

- Instructor, Operations Management (*Undergraduate*) 2018-2022
- Instructor, Procurement and Supply Management (*Undergraduate*) 2020-2022

HKUST Business School

- Instructor, Operations Management (*Undergraduate*) Summer 2016
- TA, Management Science (*Undergraduate*) Spring 2013–Spring 2016
- TA, Revenue Management (*Undergraduate*) Fall 2013–Fall 2016
- TA, Pricing and Revenue Management (*MBA*) Spring 2013

CONFERENCE
PRESENTATIONS

Waste not want not? The environmental implications of quick response and upcycling

- Early-career Sustainable OM Workshop Feb 2022
- INFORMS Annual Meeting Oct 2021
- M&SOM Conference June 2021
- INFORMS Annual Meeting Oct 2021

Wage Transparency, Negotiation, and Reference-dependent Utility

- INFORMS Annual Meeting Oct 2021
- M&SOM Conference June 2021
- INFORMS Annual Meeting Oct 2021

Sustainability in the Fast Fashion Industry

- POMS Online Conference May 2021
- INFORMS Annual Meeting November 2020
- INFORMS Annual Meeting, Seattle October 2019
- CSAMSE International Conference, Chengdu, China July 2019
- Early-career Sustainable OM Workshop, San Diego March 2019

Modeling Customer Response to Service Quality Variability with Pricing Implications

- INFORMS Annual Meeting, Seattle October 2019

- M&SOM Conference, Singapore July 2019
- INFORMS RM&P Conference, Palo Alto June 2019

Wage Transparency and Social Comparison in Salesforce Compensation

- INFORMS Annual Meeting, Seattle October 2019
- POMS Conference, Houston May 2018
- INFORMS Annual Meeting, Houston October 2017

A Behavioral Study on Abandonment Decisions in Multi-Stage Projects

- POMS Conference, Houston May 2018
- INFORMS Annual Meeting, Houston October 2017
- INFORMS Annual Meeting, Nashville November 2016
- CSAMSE International Conference, Hefei, China July 2016
- M&SOM Conference, Auckland, New Zealand June 2016
- Departmental Seminar, HKUST June 2016
- INFORMS Annual Meeting, Philadelphia November 2015

Quality in Supply Chain Encroachment

- INFORMS Annual Meeting, Philadelphia November 2015
- POMS-HK International Conference, Guangzhou, China January 2015
- INFORMS Annual Meeting, San Francisco November 2014
- POMS International Conference, Singapore August 2014

INVITED
SEMINARS

- Marketing Department, UW-Madison Feb 2022
- School of Management, Fudan University, China Feb 2022
- Center and Laboratory for Behavioral Operations and Economics, UT Dallas Nov 2021
- School of Business, University of Connecticut, Oct 2021
- Paul Merage School of Business, University of California Irvine Nov 2020
- Haas School of Business, University of California Berkeley Oct 2019
- Desautels Faculty of Management, McGill University, Canada Oct 2019
- Renmin University, Renmin Business School, China July 2019
- Management and Human Resources Department, UW-Madison Apr 2019
- Ross School of Business, University of Michigan Feb 2017
- Wisconsin School of Business, University of Wisconsin-Madison Feb 2017
- Kelley School of Business, Indiana University Feb 2017
- Rady School of Management, UC San Diego Jan 2017
- Naveen Jindal School of Management, UT Dallas Jan 2017
- Carey Business School, Johns Hopkins University Jan 2017
- Carroll School of Management, Boston College Jan 2017
- Goizueta Business School, Emory University Jan 2017
- Singapore Management University, Singapore Dec 2016
- Darden School of Business, University of Virginia Dec 2016
- Mendoza College of Business, University of Notre Dame Dec 2016

HONORS AND
AWARDS

- Finalist in the 2021 INFORMS BOM Section Best Working Paper Award 2021
- Erwin A. Gaumnitz Distinguished Faculty Teaching Award, UW-Madison 2021
- Graduate School Research Award (\$10,808); UW-Madison 2021–2022
- Management Science* Meritorious Service Award 2020, 2021
- Erwin A. Gaumnitz Distinguished Junior Faculty Research Award, UW-Madison 2020
- Fetzer Fellowship, UW-Madison 2020-2021

Graduate School Research Award (\$34,439); UW-Madison 2020–2021
Management Science Distinguished Service Award 2019
Grainger Center for SCM Research Grant 2018, 2019, 2020
First Place in the 2016 INFORMS BOM Section Best Working Paper Award Nov 2016
Dean’s PhD Fellowship for Research Excellence, HKUST 2016–2017
Honorable Mention in the 2016 CSAMSE Annual Conference/Columbia China Business Initiative Best Paper Award 2016
Honorable Mention in the 2015 POMS-HK International Conference Student Paper Competition 2015
Overseas Research Award for PhD Students, HKUST 2015
• Visit as a research scholar in the department of Decision Sciences at National University of Singapore
Hong Kong PGS Studentship, HKUST 2015–2016
Hong Kong PhD Fellowship (HKPFS), HKUST 2012–2015
Allen G. Shenstone Prize in Physics, *Thesis Prize*, Princeton University 2012

PROFESSIONAL SERVICE

Track Chair: POMS College of Behavioral Operations Management (2021)
Session Chair: INFORMS Annual Meeting (2016, 2017, 2018, 2021, 2022); POMS Annual Conference (2022)
Judge: POMS College of Behavior in OM Junior Scholar Best Paper Competition (2021, 2022); POMS College of Sustainable Operations Student Paper Competition (2022); INFORMS Behavioral Operations Management Section Best Working Paper Competition (2020, 2021); MSOM Student Paper Competition (2020, 2021); POMS Product Innovation and Technology Management Student Paper Competition (2020); MSOM Sustainable Operations SIG (2020)
Reviewer (*Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Naval Research Logistics, Decision Analysis, Decision Sciences, Omega, The Journal of Law, Economics, and Organization*)
Member (INFORMS, MSOM, POMS)

UNIVERSITY SERVICE

Undergraduate Curriculum Committee (2021-2022); OIM Research Seminar Series Coordinator (2019-now); Research Awards Committee (2021); OIM Department Strategy Task Force (2020); Lecturer Search Committee (2022).

MEDIA

“For Project Managers, Fewer Reviews Might Yield Timelier Decisions”, *WSB Forward Thinking Blog*. October 12, 2018.
“Wage Transparency and Social Comparison in Sales Force Compensation”, *Reynolds and Reynolds Sales Leadership Institute Knowledge Series*. 2021.KS.09.
“Wage Transparency Might Make Income Inequality Even Worse”, *UCLA Anderson Review*. June 2, 2021. (Updated: January 2022)