

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	<ol style="list-style-type: none">Long X, Gui L (2023) Waste not want not? The environmental implications of quick response and upcycling. <i>Manufacturing & Service Operations Management</i>. ForthcomingDavis A, Flicker B, Hyndman K, Katok E, Keppler S, Leider S, Long X, Tong J (2023). A replication study of operations laboratory experiments published in <i>Management Science</i>. <i>Management Science</i> 69(9) 4977-4991.Long X, Nasiry J (2022) Sustainability in the fast fashion industry. <i>Manufacturing & Service Operations Management</i> 24(3) 1276-1293.Decroix G, Long X, Tong J (2021) How service quality variability hurts revenue when customers learn: Implications for dynamic personalized pricing. <i>Operations Research</i> 69(3) 683-708.Long X, Nasiry J (2020) Wage transparency and social comparison in salesforce compensation. <i>Management Science</i> 66(11) 5290-5315.Long X, Nasiry J, Wu Y (2020) A behavioral study on abandonment decisions in multi-stage projects. <i>Management Science</i> 66(5) 1999-2016.Ha A, Long X, Nasiry J (2016) Quality in supply chain encroachment. <i>Manufacturing & Service Operations Management</i> 18(2) 280-298.Long X, Nasiry J (2015) Prospect theory explains newsvendor behavior: The role of reference points. <i>Management Science</i> 61(12) 3009-3012.
WORKING PAPERS	<ol style="list-style-type: none">Long X, Sun J, Dai H, Zhang D. The choice overload effect in online retailing platforms, under revision. (Major Revision at <i>Manufacturing & Service Operations Management</i>.)

10. Long X, Wu Y. Newsvendor competition with endogenous biases, under review. (Major Revision at *Production and Operations Management*.)

11. Dai H, Long X, Zhang D. Is transparency enough? The effect of historical pay information on negotiations, under revision.

TEACHING

Wisconsin School of Business

- Instructor, Operations Management (*Undergraduate*) 2018-2023
- Instructor, Procurement and Supply Management (*Undergraduate*) 2020-2023

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

Purdue Operations Conference, Daniels School of Business, Purdue University (2023), Operations, Information Technology, and Environmental Sustainability Conference, Stanford Graduate School of Business (2023), Early-career Sustainable OM Workshop (2022, 2019), INFORMS Annual Meeting (2023, 2022, 2021, 2020, 2019, 2017, 2016, 2015, 2014), M&SOM Conference (2021, 2019, 2016), POMS Conference (2023, 2022, 2021, 2018), INFORMS Marketing Science Conference (2022), Behavioral Operations Conference (2022), SJDM Annual Meeting (2022), CSAMSE International Conference (2019, 2016), INFORMS RM&P Conference (2019), POMS-HK International Conference (2015), POMS International Conference (2014)

INVITED SEMINARS

Olin Business School, Washington University in St. Louis	Sept 2022
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

<i>Management Science</i> Distinguished Service Award	2023
Christiaan Huygens Reproduction and Replication Prize	2023
Honorable Mention in the 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
<i>Management Science</i> Meritorious Service Award	2021

Management Science Meritorious Service Award 2020
 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 INFORMS BOM Section Best Working Paper Award 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

Vice-President, INFORMS Behavioral Operations Management Section (2022-2024)
 Track Chair: POMS College of Behavioral Operations Management (2021, 2024)
 Session Chair: INFORMS Annual Meeting (2016, 2017, 2018, 2021, 2022, 2023); POMS Annual Conference (2022, 2023)

 Judge: POMS College of Behavior in OM Junior Scholar Best Paper Competition (2021, 2022, 2023); POMS College of Sustainable Operations Student Paper Competition (2022, 2023); INFORMS Behavioral Operations Management Section Best Working Paper Competition (2020, 2021, 2023); MSOM Student Paper Competition (2020, 2021, 2022, 2023); POMS Product Innovation and Technology Management Student Paper Competition (2020); MSOM Sustainable Operations SIG (2020, 2022, 2023); MSOM Supply Chain Management SIG (2022); INFORMS Technology, Innovation Management, and Entrepreneurship Section (TIMES) Best Working Paper Competition (2022)

 Reviewer (*Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Information Systems Research, Naval Research Logistics, Decision Analysis, Operations Research Letters, IISE Transactions, Decision Sciences, Omega, The Journal of Law, Economics, and Organization*)

 Member (INFORMS, MSOM, POMS)

UNIVERSITY SERVICE

Undergraduate Curriculum Committee (2021-2023); OIM Research Seminar Series Coordinator (2019-now); Research Awards Committee (2021); OIM Department Strategy Task Force (2020); Lecturer Search Committee (2022).

MEDIA

“Fast Fashion Business Model May Speed Up Environmental Decline”, *WSB Faculty Insights*. October 19, 2022.

 “Lack of Environmental Awareness and Preference for Variety Leading Causes of Waste in Fast-Fashion Production”, *ScienceDaily*. June 9, 2022.

 “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: November 2023)