

CONTACT INFORMATION	Flat 817 K.K. Lueng Building University of Hong Kong Hong Kong, China	<i>Phone:</i> +852-9509 7242 <i>Email:</i> xlei@hku.hk <i>Homepage:</i> <a href="http://xiao-lei.org">http://xiao-lei.org</a>
EMPLOYMENT	<b>HKU Business School, University of Hong Kong</b> Assistant Professor in Innovation & Information Management (OM Area)	Hong Kong Sep 2022-
EDUCATION	<b>Columbia University</b> Ph.D. in Operations Research M.S. in Operations Research	New York, NY Jul 2022 Feb 2018
	<b>University of International Business and Economics</b> B.S. in Financial Engineering	Beijing, China Jun 2016
RESEARCH INTERESTS	Digital Economy, People-centric Operations, Revenue Management, Socially Responsible Operations	
INDUSTRY EXPERIENCE	Activision (video games, 2020, 2024), Beifei Technology (K12 Education, 2023-present), Beststudy Education (K12 Education, 2024-present), Boyaa (online card games, 2024), FingerTango (video games, 2023-present), Lane Crawford (luxury retailer, 2023), Tencent Marketing Solutions (advertisement, 2023-present).	
WORKING PAPERS	“Pricing and Addiction Control for Digital Services”, with Jiacheng Chang and Feng Tian. <ul style="list-style-type: none"><li>• <a href="#">Finalist for Jiacheng Chang, POMS-HK Best Student Paper Award, 2025.</a></li></ul> “Experimental Design for One-sided Matching Platforms”, with Chenran Weng and Nian Si. “Regulating Discriminatory Pricing in the Presence of Tacit Collusion”, with Zongsen Yang and Pin Gao. <ul style="list-style-type: none"><li>• Conference Version: <i>WINE 2024</i>.</li><li>• <a href="#">Finalist for Zongsen Yang, INFORMS Service Science Best Student Paper Award, 2024.</a></li></ul> “Content Rotation in the Presence of Satiation Effects”, with Beichen Wan and Shixin Wang. “Matchmaking Strategies for Maximizing Player Engagement in Video Games”, with Mingliu Chen and Adam Elmachtoub. <ul style="list-style-type: none"><li>• Conference Version: <i>EC 2022</i>.</li><li>• <a href="#">Third Place, INFORMS Service Science Best Student Paper Award, 2024.</a></li><li>• <a href="#">Honorable Mention, INFORMS George B. Dantzig Dissertation Award, 2023 (part 3 of 3).</a></li></ul> “Taste of Free Lunch: The Impact of Free Product Disclosure on Review Dynamics”, with Yimin Yin and Yipu Deng. “Herdin, Learning and Incentives for Online Reviews”, with Rajeev Kohli, Yimin Yin and Yeqing Zhou.	

PUBLISHED PAPERS “Price Discrimination with Fairness Constraints”, with Maxime Cohen and Adam Elmachtoub. *Management Science* (2022).

- Conference Version: *FAccT 2021*.
- Featured article in Management Science 2022 December Issue.
- Spotlight presentation at INFORMS RMP Conference 2021.
- **Finalist, INFORMS RMP Jeff McGill Student Paper Award, 2022.**
- **Honorable Mention, INFORMS George B. Dantzig Dissertation Award, 2023 (part 2 of 3).**

“Loot Box Pricing and Design”, with Ningyuan Chen, Adam Elmachtoub and Michael Hamilton. *Management Science* (2021).

- Conference Version: *EC 2020*.
- Invited to present at the Federal Trade Commission (FTC) Workshop on Consumer Issues Related to Loot Boxes, 2019 (one of four research papers selected).
- **First Place, INFORMS Service Science Best Student Paper Award, 2019.**
- **Honorable Mention, INFORMS George B. Dantzig Dissertation Award, 2023 (part 1 of 3).**

“Pricing of Reusable Resources under Ambiguous Distributions of Demand and Service Time with Emerging Applications”, joint with Vinh Xuan Doan and Siqian Shen. *European Journal of Operational Research* (2020).

“Dynamic Pricing and Learning with Competition: Insights from the Dynamic Pricing Challenge at the 2017 INFORMS RM & Pricing Conference”, with Ruben van de Geer, Arnoud V. den Boer, Christopher Bayliss, Christine S. M. Currie, Andria Ellina, Malte Esders, Alwin Haensel, Kyle D. S. Maclean, Antonio Martinez-Sykora, Asbjørn Nilsen Riseth, Fredrik Ødegaard and Simos Zachariades. *Journal of Revenue and Pricing Management* (2019).

“Stochastic Maximum Flow Interdiction Problems under Heterogeneous Risk Preferences”, with Siqian Shen and Yongjia Song. *Computers & Operations Research* (2018).

#### HONORS AND AWARDS

*Finalist* for Jiacheng Chang, POMS-HK Best Student Paper Award, 2025

*Finalist* for Zongsen Yang, INFORMS Service Science IBM Best Student Paper Award, 2024.

*Honorable Mention*, INFORMS George B. Dantzig Dissertation Award, 2023

*Third Place*, INFORMS Service Science IBM Best Student Paper Award, 2022.

*Finalist*, INFORMS RMP Jeff McGill Student Paper Award, 2022

*Finalist*, CSAMSE Best Paper Award, 2021

*First Place*, INFORMS Service Science IBM Best Student Paper Award, 2019

*First Place*, Dynamic Pricing Challenge of INFORMS RMP Conference, 2017

#### STUDENTS

Doctoral Collaborators:

- Mingfei Jiang, PhD at HKU (advisor, co-supervised with Max Shen), 2024-
- Yimin Yin, PhD at HKU (advisor), 2024-
- Mingqing Cai, PhD at HKU (advisor, co-supervised with Zhixi Wan), 2023-
- Zongsen Yang, PhD at CUHK-Shenzhen (coauthor), 2022-

- Jiacheng Chang, PhD at HKU (advisor), 2022-

Pre-doc Mentee:

- Beichen Wan (Columbia MS → UNC STOR PhD)
- Chenran Weng (USTC BS → Berkeley IEOR PhD)
- Yimin Yin (SJTU BS → HKU OM PhD)

TEACHING  
EXPERIENCE

### **University of Hong Kong**

*Instructor*

- MSBA7028 Deep Learning (MSc elective): Spring 2023, 2024
- IIMT2641 Introduction to Business Analytics (BSc core): Spring 2023, 2024

### **Columbia University**

*Instructor*

- Graph Theory by Example, Columbia Science Honors Program: Fall 2020, Spring 2021

ACADEMIC  
SERVICES

Ad-hoc reviewer for *Management Science*, *Operations Research*, *Manufacturing & Service Operations Management*, *Production and Operations Management*, *INFORMS Journal on Computing*, *European Journal of Operational Research*, *Operations Research Letters*.

Program committee member for *Fairness, Accountability, and Transparency (FAccT)* (2022,2023), *Conference on Web and Internet Economics (WINE)* (2023,2024), *ACM Conference on Economics and Computation (EC)* (2024,2025), *MSOM Service SIG Conference* (2024).

Competition judge for *POMS-HK Best Student Paper Award* (2023,2024), *INFORMS Service Science Best Student Paper Award* (2023), *CSAMSE Best Paper Competition* (2024).

Session Chair for *INFORMS Annual Meeting* (2021,2023,2024), *CSAMSE Conference* (2023).

INVITED TALKS

*Invited Seminar Presentations by Institution Names:*

- Nanjing University (School of Engineering Management), 2024
- Shandong University (School of Management), 2024
- Shanghai University of Finance and Economics (Research Institute for Interdisciplinary Sciences), 2023
- Zhejiang University (School of Management), 2023
- Shanghai Jiao Tong University (Antai College of Economics and Management), 2023
- University of British Columbia (Sauder School of Business), 2023
- Tsinghua University (School of Economic and Management), 2023
- Renmin University of China (RUC Business School), 2023
- Chinese University of Hong Kong (CUHK Business School), 2023
- Chinese University of Hong Kong - Shenzhen (School of Data Science), 2023
- The Hong Kong Polytechnic University (Faculty of Business), 2022
- City University of Hong Kong (College of Business), 2022
- Singapore Management University (Lee Kong Chian School of Business), 2022
- Chinese University of Hong Kong (System Engineering and Engineering Management), 2022
- University of Hong Kong (HKU Business School), 2022
- National University of Singapore (NUS Business School), 2022
- New York University (NYU Shanghai & Stern School of Business), 2022
- University of Texas - Dallas (Jindal School of Management), 2022
- University of Michigan - Ann Arbor (Ross School of Business), 2022
- Massachusetts Institute of Technology (Sloan School of Management), 2022
- University of Pennsylvania (Wharton School of Business), 2021

- Hong Kong University of Science and Technology (IEDA & HKUST Business School), 2021

*Invited Industry Presentations by Company Names:*

- Activision, 2024
- Beststudy Education, 2024
- FunTaste, 2023
- FingerTango, 2023
- Tencent Marketing Solution, 2023
- Riot Games, 2021
- Activision, 2021
- NetEase Games (Thunder Fire UX Research Center), 2021
- ByteDance (Nuverse Games), 2021

*Other Conference Presentations by Years:*

- 2024: MSOM, RMP, INFORMS
- 2023: INFORMS, RMP, MSOM, POMS-HK, CUHK-CUHKSZ joint OM Workshop
- 2022: INFORMS, RMP, EC
- 2021: INFORMS, RMP, MSOM, POM, FAccT, CSAMSE
- 2020: INFORMS, RMP, MSOM, EC, MD4SG, TADC

- COMPUTER SKILLS
- Scientific Computing: R, Python, Matlab.
  - Software and Tools: Gurobi, CPLEX.
  - Others: Latex, HTML, SQL.