

## LINGXIU DONG

Professor of Operations and Manufacturing Management  
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### RESEARCH INTERESTS

Global supply chain management; Integrated risk management in supply chains; Operational flexibility; Supply chain sustainability, Operations-marketing interface; Incentives and information in supply chains; Inventory and production planning

### EDUCATION

- 1999 Ph.D. in Industrial Engineering – Stanford University, Stanford, CA  
Advisor: Hau L. Lee  
Dissertation: Contributions to Inventory Management in Distribution Channels
- 1999 M.S. in Industrial Engineering – Stanford University, Stanford, CA
- 1995 M.S. in Applied Mathematics – Georgia Institute of Technology, Atlanta, GA
- 1993 B.E. in Computer Science – University of Science and Technology of China, Hefei, AnHui Province, China

### APPOINTMENTS & TEACHING POSITIONS

- 2016-present Professor of Operations and Manufacturing Management
- 2009-2015 Associate Professor of Operations and Manufacturing Management (with tenure)
- 2006-2009 Associate Professor of Operations and Manufacturing Management
- 1999-2006 Assistant Professor of Operations and Manufacturing Management  
Olin Business School, Washington University in Saint Louis
- 1996 Research Assistant – Manufacturing Strategy and Technology Department,  
Hewlett Packard Laboratories

### PUBLICATIONS

#### Journal Articles

- P1. Dong, L. and H. L. Lee. 2003. Optimal Policies and Approximations for a Serial Multi-echelon Inventory System with Time-correlated Demand. *Operations Research* 51(6), 969-980.
- P2. Dong, L. and N. Rudi. 2004. Who Benefits from Transshipment? Exogenous vs. Endogenous Wholesale Prices. *Management Science* 50(5), 645-657.
- P3. Dong, L. and E. Durbin. 2005. Markets for Surplus Components with a Strategic Supplier. *Naval Research Logistics* 52(8), 734-753.

- P4. Dong, L. and H. Liu. 2007. Equilibrium Forward Contracts on Nonstorable Commodities in the Presence of Market Power. *Operations Research* 55(1), 128-145.
- P5. Ding, Q., L. Dong, and P. Kouvelis. 2007. On the Integration of Production and Financial Hedging Decisions in Global Markets. *Operations Research* 55(3), 470-489.
- P6. Dong, L. and K. Zhu. 2007. Two-wholesale-price Contracts: Push, Pull, and Advance-Purchase Discount Contracts. *Manufacturing & Service Operations Management* 9(3) 291-311.
- P7. Dong, L., P. Kouvelis, and Z. Tian. 2009. Dynamic Pricing and Inventory Control of Substitute Products. *Manufacturing & Service Operations Management* 11(2) 317-339.
- P8. Dong, L., C. Narasimhan, and K. Zhu. 2009. Product Line Pricing in a Supply Chain. *Management Science* 55(10) 1704-1717.
- P9. Dong, L., P. Kouvelis, and P. Su. 2010. Global Facility Network Design with Transshipment and Responsive Pricing. *Manufacturing & Service Operations Management* 12(2) 278-298.
- P10. Eynan, A. and L. Dong. 2011. Design of Flexible Multi-Stage Processes. *Journal of Production and Operations Management*. 21(1) 194-203.
- P11. Dong, L. and B. Tomlin. 2012. Managing Disruption Risk: The Interplay between Operations and Insurance. *Management Science*. 58(10) 1898-1915.
- P12. Dong, L., P. Kouvelis, P. Su. 2013. Global Facility Network Design in the Presence of Competition. *European Journal of Operational Research* 228(2) 437-446.
- P13. Dong, L., P. Kouvelis, and P. Su. 2013. Operational Hedging Strategies and Competitive Exposure to Exchange Rates. *International Journal of Production Economics*. 153. 215-229.
- P14. Dong, L., P. Kouvelis, and X. Wu. 2014. The Value of Operational Flexibility in the Presence of Input and Output Price Uncertainties with Oil Refining Applications. *Management Science*. 60(12) 2908-2926.
- P15. Dong, L., P. Kouvelis, Z. Tian. 2017. Responsive Pricing Newsvendor Networks with Discretionary Commonality, *Journal of Production and Operations Management*. 26 (8) 1534-1552.
- P16. Dong, L., X. Guo, D. Turcic. 2017. Selling a Product Line through a Retailer When Demand is Stochastic: Analysis of Price-Only Contracts, *Manufacturing and Service Operations Management*, 21(4) 742-760.
- P17. Dong, L., S. Yu., B. Tomlin. 2017. Production Chain Disruptions: Inventory, Preparedness, and Insurance, *Journal of Production and Operations Management*, 27(7) 1251-1270.
- P18. Zhang, D., Dai, H., Dong, L., Qi, F., Zhang, N., Liu, X., Liu, Z., Yang, J. 2018. How Do Price Promotions Affect Customer Behavior on Retailing Platforms? Evidence from a Large Randomized Experiment on Alibaba. *Production and Operations Management*, 27(12), 2343-2345.
- P19. Zhang, D., D., Dai, Dong, L. 2019. The Value of Pop-up Stores on Retailing Platforms: Evidence from a Field Experiment with Alibaba. *Management Science*, 65(11) 5142-5151.
- P20. Dong, L., P. Kouvelis. 2019. Impact of Tariffs on Global Supply Chain Network Configuration: Models, Predictions, and Future Research, *Manufacturing & Service Operations Management*, Forthcoming.
- P21. Zhang, D., H. Dai, L. Dong. 2019. The Long-term and Spillover Effects of Price Promotions on Retailing Platforms: Evidence from a Large Randomized Experiment on Alibaba, *Management Science*, Forthcoming.

- P22. Dong, L., X. Geng, G. Xiao, N. Yang, 2020. Procurement Strategies with Unreliable Suppliers under Correlated Random Yields. *Manufacturing and Service Operations Management*, Forthcoming

#### **Edited Book, Book Chapters, and Conference Proceedings**

- P23. Dong, L. and H.L. Lee. 2000. Efficient Supply Chain Structures for Personal Computers. Book chapter in *Supply Chain Structures: Coordination, Information and Optimization*, edited by J. Song and D. Yao. Kluwer Academic Publisher.
- P24. Dong, L. and E. Durbin. 2002. Markets for Surplus Components with a Strategic Supplier: Implications for Channel Profits. *Proceedings of International Conference on Global Supply Chain Management*. International Academic Publishers, World Publishing Corporation.
- P25. Kouvelis, P., L. Dong, O. Boyabatli, and R. Li. 2011. Handbook of Integrated Risk Management in Global Supply Chains. John Wiley & Sons, Inc.
- P26. Kouvelis, P., L. Dong, D. Turcic. 2017. Special Issues: Supply Chain Finance.
- P27. Kouvelis, P., L. Dong, D. Turcic. 2017. Special Issues: Integrated Risk Management in Supply Chains.

#### **Submitted Manuscripts and Manuscripts under Revision**

- P28. Dong, L., G. Xiao, N. Yang. Supply Diversification under Price Dependent Demand and Random Yield, under revision.
- P29. Dong, L., Shi, D., F. Zhang. 2016. 3D Printing vs. Traditional Flexible Technology: Implication on Manufacturing Strategies, under revision.
- P30. Sundaramoorthi, D., L. Dong. 2018. Machine Learning Based Simulation and Optimization of Soybean Variety Selection, under revision.
- P31. Dong, L., L. Ren, D. Zhang. Financing Small-Business Sellers via E-Commerce Platform, under revision.

#### **Working Papers**

- W1. Dong, L., I. Rashkova, W. Zhang. Sustainable or Not? Role of Valuation Uncertainty and Operational Flexibility in Product Line Design.
- W2. Dong, L., S. Jung, Government Financing for Clean Technology Development: Environmental Effect and Bankruptcy Risk.
- W3. Dong, L., P. Jiang, F. Xu. Blockchain Adoption for Traceability in Food Supply Chain Networks
- W4. Dong, L., Y. Qiu, F. Xu. Blockchain-Driven Deep-Tier Supply Chain Finance.

#### **Work in Progress**

- W5. Dong, L., I. Rashkova, D. Shi. Food Safety Control in the Developing Economies: Centralization vs. Decentralization.

#### **INVITED SEMINARS**

### **Academic Institutions**

- Boston College, April 2019
- MIT Sloan School of Management, April 2019
- University City of London, April 2019
- Ross School of Business, University of Michigan, 2017
- McDonough School of Business, Georgetown University, 2017
- R. H. Smith School of Business, University of Maryland, 2017
- College of Business, University of Illinois at Urbana Champaign, 2017
- College of Engineering, Peking University, 2016
- UC Riverside School of Business, 2015
- Krannert School of Management, Purdue University, 2015
- Booth School of Business, University of Chicago, 2015
- School of Economics and Management, Tsinghua University, 2014
- Business School, The Chinese University of Hong Kong, 2014
- Business School, Hong Kong University of Science and Technology, 2014
- Singapore Management University, 2014
- Business School, National University of Singapore, 2014
- Naveen Jindal School of Management, University of Texas at Dallas, 2014
- London Business School, 2014
- School of Economics and Management, Tsinghua University, Beijing, 2012
- CKGSB, Beijing, 2012
- Sauder School of Business, University of British Columbia, 2011
- School of Business, University of Hong Kong, 2011.
- Fuqua School of Business, Duke University, 2011.
- The Paul Merage School of Business, University of California, Irvine, 2007.
- Business School, University of Washington, 2006
- Department of Management Science and Engineering, Stanford University, 2005
- Krannert School of Management, Purdue University, 2005
- Kellogg Graduate School of Management, Northwestern University, 2003
- Stern School of Business, New York University, 2003
- Simon School of Business, University of Rochester, 2002
- Stern School of Business, New York University, 1999
- University of Texas A&M, 1999
- Freeman School of Business, Tulane University, 1999

### **Industry**

- Women in Data Science, November 2018.
- Syngenta, August 2018.
- Cainiao, March 2018
- IBM Watson Research Center, 2003
- IBM Watson Research Center, 1999
- Manufacturing Strategy and Technology Department, HP Laboratories, 1997

### **CONFERENCE PRESENTATIONS**

- Financing Small and Medium-Size Sellers via E-commerce Platform. **INFORMS Meeting**, Houston, TX, 2017.
- Push, Pull, Trade Credit Contracts in Competitive Markets. **MSOM Conference**, INSEAD, 2013.
- Use of Trade Credit in the Absence of Budget Constraint. **INFORMS Meeting**, Phoenix, AZ, 2012.
- Managing Disruption Risk: The Interplay between Operations and Insurance. **International INFORMS Meeting**, Beijing, 2012.
- Managing Disruption Risk: The Interplay between Operations and Insurance. **INFORMS Meeting**, Charlotte, NC, 2011.
- Global Facility Network Design with Responsive Pricing. **MSOM Conference**, University of Maryland, 2008.
- Global Facility Network Design with Responsive Pricing. **INFORMS Meeting**, Seattle, WA, 2007.
- Wholesale Price Contracts under Demand Information Updates. **INFORMS Meeting**, Seattle, WA, 2007.
- Dynamic Pricing and Inventory Control of Substitute Products. **Mini-Conference on Consumer Oriented Operations Models**, St. Louis, MO, 2007.
- Operational Hedging Strategies and Competitive Exposure to Exchange Rates. **The Fourth Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management**, Saint Louis, MO, 2007.
- Operational Hedging Strategies and Competitive Exposure to Exchange Rates. **INFORMS Meeting**, Pittsburgh, 2006.
- Research Presentation: On the Interfaces of Operational & Financial Hedging Decisions in Global Supply Chains. 2006 **Supply Chain Thought Leaders Roundtable**, Saint Louis, MO
- Operational Hedging Strategies and Competitive Exposure to Exchange Rates. **INFORMS International Meeting**, Hong Kong, 2006.
- Equilibrium Forward Contract on Nonstorable Commodities in the Presence of Market Power. **MSOM Conference**, Northwestern University, 2005.
- Equilibrium Forward Contract on Nonstorable Commodities in the Presence of Market Power. **The Second Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management**, Saint Louis, MO, 2005.
- On the Integration of Production and Financial Hedging Decisions in Global Markets. **INFORMS Meeting**, Denver, CO, 2004.
- On the Integration of Production and Financial Hedging Decisions in Global Markets. **Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management**, Saint Louis, MO, 2004.
- Equilibrium Forward Contract on Nonstorable Commodities in the Presence of Market Power. **MSOM Conference**, University of Southern California, 2003.
- Equilibrium Forward Contract on Illiquid and Non-storable Commodities. **INFORMS Meeting**, San Jose, CA, 2002.
- Markets for Surplus Components with a Strategic Supplier: Implications for Channel Profits. **International Conference on Global Supply Chain Management**, Beijing China, 2002.
- Markets for Surplus Components with a Strategic Supplier: Implications for Channel Profits. **MSOM Conference**, Cornell University, 2002.

- Markets for Surplus Components with a Strategic Supplier: Implications for Channel Profits. **INFORMS Meeting**, Miami, FL, 2001.
- Optimal Policies and Approximations for a Serial Multi-echelon Inventory System with Time-correlated Demand, **Multi-echelon Inventory Conference**, Berkeley, CA 2001.
- Supply Chain Interaction under Transshipments. **INFORMS Meeting**, San Antonio, TX, 2000.
- Postponement Boundary for Global Supply Chain Performance. **INFORMS Meeting**, Salt Lake City, UT, 2000.
- Aligning Supply Chain Performance in Channel Assembly with Component Commonality. **INFORMS Meeting**, Philadelphia, PA, 1999.
- Distribution Channel Structures and Supply Chain Performance. **INFORMS Meeting**, Seattle, WA, 1998.

## HONORS AND AWARDS

- 2018 Olin Award, Olin Business School, Washington University in St. Louis.
- 2018 POM Applied Research Challenge, Finalist.
- 2017 INFORMS Data Mining Best Paper Award.
- 2017 Syngenta Crop Challenge Third Prize.
- Chair Nomination for Interface of Finance, Operations and Risk Management (iFORM) Special Interest Group (SIG), 2012
- M&SOM Meritorious Service Award, 2006, 2007, 2009.
- Research Grant, Boeing Center of Manufacturing, Information and Technology, John M. Olin School of Business, Washington University in St. Louis, 2007
- Research Grant, Boeing Center of Manufacturing, Information and Technology, John M. Olin School of Business, Washington University in St. Louis, 2002
- Kleiner Perkins, Mayfield, Sequoia Capital Fellowship, 1997-1998
- Doctoral Student Fellowship, Stanford, 1995

## PROFESSIONAL MEMBERSHIPS

- INFORMS – Institute for Operations Research and Management Science

## PROFESSIONAL SERVICE

- **Editorial Positions**
  - Associate Editor at *Management Science*, 2009-
  - Associated Editor at *Manufacturing and Service Operations Management*, 2016-
  - Senior Editor at *Journal of Production and Operations Management*, 2007-
  - Ad hoc referee for journals including *Management Science*, *Operations Research*, *Manufacturing and Service Operations Management*, *Naval Research Logistics*, *IIE Transactions*, *European Journal of Operational Research*
  - Judge for 2008 POMS SCM PhD Student Paper Competition
  - Judge for MSOM Student Paper Competition, 2010-2011, 2013- 2016

- **Administrative roles**
  - Area Co-chair of Operations and Manufacturing Management, 2015-
- **Member of INFORMS Publications Committee**, Jan. 2013-Dec. 2014
  - Publication committee's liaison to the MSOM Editor-in-Chief Search Committee, 2014
- **MSOM Society Secretary/Treasurer**, June 2011-June 2012.
- **Conference Organizations**
  - **Supply Chain Management Special Interest Group Day Conference co-chair** – MSOM Meeting, Singapore, 2019.
  - **Sponsored session chair** – INFORMS Annual Meeting, Philadelphia, 2015.
  - **Managing Risk in Operations track chair**– 26<sup>th</sup> Annual POMS Conference, Washington DC, 2015.
  - **Sponsored session chair** – INFORMS Annual Meeting, San Francisco, 2014.
  - **Inventory Management track chair**– 24<sup>th</sup> Annual POMS Conference, Denver, CO, 2013.
  - **Sponsored session chairs** – INFORMS Annual Meeting, Phoenix, AZ, 2012.
  - **Production Planning and Scheduling track chair**– 23<sup>rd</sup> Annual POMS Conference, Chicago, IL, 2012.
  - **MSOM/iFORM SIG cluster co-chair**– INFORMS Annual Meeting, Charlotte, NC, 2011.
  - **OM-Finance track co-chair**– 22<sup>nd</sup> Annual POMS Conference, Reno, NV, 2011
  - **MSOM/iFORM SIG conference co-chair**– Ann Arbor, Michigan, 2011.
  - **MSOM/iFORM SIG conference chair**– Haifa, Israel, 2010.
  - **MSOM/iFORM SIG cluster co-chair**– INFORMS Annual Meeting, San Diego, 2009
  - **Sponsored session chair** – INFORMS Annual Meeting, Austin, 2010
  - **Session co-chair**– POMS Annual Meeting, Vancouver, 2010.
  - **Sponsored session chair** – INFORMS Annual Meeting, San Diego, 2009
  - **Sponsored session chair** – INFORMS Annual Meeting, Seattle, 2007
  - **Sponsored session chair** – INFORMS Annual Meeting, Pittsburgh, 2006
  - **Sponsored session chair** – INFORMS International, Hong Kong, 2006
  - **MSOM cluster chair, sponsored session chair** – INFORMS Annual Meeting, Denver, 2004
  - **Sponsored session chair** – INFORMS Annual Meeting, San Antonio, 2001
  - **Conference co-organizer** – 2010 The Sixth Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management, Syracuse, NY
  - **Conference co-organizer** – 2008 The Fifth Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management, Singapore
  - **Conference co-organizer** – 2007 The Fourth Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management, Saint Louis, MO
  - **Conference co-organizer** – 2005 The Second Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management, Saint Louis, MO
  - **Conference co-organizer** – 2004 Mini-Conference on Integrated Risk Management in Operations and Global Supply Chain Management, Saint Louis, MO
- **External Examiner**
  - Doctoral Thesis external examiner: Sauder School of Business, University of British Columbia 2009
  - Doctoral Thesis external examiner: Department of Industrial and Systems Engineering, National University of Singapore, 2015

- External Examiner for Taught Graduate Program: Graduate School, The Chinese University of Hong Kong, 2014-2015

## **DOCTORAL STUDENTS SUPERVISION**

- **Co-chair of dissertation committee (first job placement)**
  - Duo Shi: Value Chain Innovation, Coordination and Responsibility (CUHK-Shenzhen, 2018)
  - Xiaomeng Guo: Supply Chain Challenges for Retailers in an Omni-Channel Environment (Hong Kong Polytechnic University, 2016)
  - Guang Xiao: Issues on Managing Supply Yield and Commodity Price Risks in Global Supply Chains (Hong Kong Polytechnic University, 2016)
  - Zhili Tian: Study of Phase III New Drug Development, Product Line Complexity, and Supply Chain Coordination (Towson University, 2011)
- **Co-advisor (first job placement)**
  - Xiaole Wu: Operational Flexibilities, Risk Sharing Contracts, and Sourcing Strategies (Fudan University, 2011)
  - Ping Su: Essays on Supply Chain and Technology Management Under Global Competition and Stochastically Evolving Markets (SUNY-New Paltz, 2006)
  - Zhongjun Tian (Shanghai University of Finance and Economics University, 2008)
  - Qing Ding: Essays on Global Supply Chain and Revenue Management in the Network Economy (Singapore Management University, 2004)
- **Dissertation committee member (first job placement)**
  - Fasheng Xu: Operations Management under Financial Frictions (Syracuse University, 2019)
  - Duo Shi: Value Chain Innovation, Coordination, and Responsibility (Chinese University of Hong Kong – Shenzhen, 2018)
  - Xingxing Chen: Project Supply Chains and Applied Research (University of Richmond, 2018)
  - SeungHwan Jung: Operations Issues in Managing supply Chain Partnership and Sustainability (Texas A&M- Kessingville, 2017)
  - Mike Wei: Innovative Revenue Management for Fashion Goods: Demand Learning, Strategic Consumers, and Advance Selling (SUNY-Buffalo, 2014)
  - Yueshan Yu: A Study of Upgrading in Capacity Management (Amazon, 2014)
  - Yixuan Xiao: (City University of Hong Kong, 2014)
  - Ehsan Bolandifar: Contracting and Procurement Mechanisms in Supply Chain: Applications with New Complexities (Chinese University of Hong Kong, 2011)
  - Sammi Tang: (Miami University, 2008)
  - Julie Niederhoff: (Syracuse University, 2007)
  - Dennis Yu: Essays on Product Variety and Supply Chain Management: Product Line, Pricing, Capacity and Inventory Choices (Clarkson University, 2006)