

GUANG LI

436 Goodes Hall, 143 Union St W, Kingston, ON, Canada K7L 3N6

Stephen J.R. Smith School of Business, Queen's University

☎ (1) 613. 533. 2385 | ✉ guang.li@queensu.ca

EDUCATION

Marshall School of Business, University of Southern California Ph.D. in Business Administration	2011-2016
Massachusetts Institute of Technology M.Eng. in Materials Science and Engineering	2007-2008
National University of Singapore M.Eng. in Advanced Materials for Micro and Nano-Systems	2007-2008
Nanyang Technological University B.Eng. (with highest honor) in Materials Engineering Minor in Business	2003-2007

PROFESSIONAL EXPERIENCE

Stephen J.R. Smith School of Business, Queen's University Assistant Professor Scotiabank Scholar	Kingston, ON, Canada 2016-Present 2018-Present
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RESEARCH INTERESTS

Choice modeling, revenue management, assortment planning, retail operations, supply chain management, interfaces between operations management and marketing and strategy

REFERRED PUBLICATIONS

1. "Designing Shipping Policies with Top-up Options to Qualify for Free Delivery" (with Lifei Sheng and Dongyuan Zhan), *Production and Operations Management*, Vol. 32, No. 9, 2704-2722, 2023. [[Link](#)]
2. "Optimal Pricing and Inventory Planning with Charitable Donations" (with Leon Yang Chu and Paat Rusmevichientong), *Manufacturing & Service Operations Management*, Vol. 20, No. 4, 687-703, 2018. [[Link](#)]
3. "The d -Level Nested Logit Model: Assortment and Price Optimization Problems" (with Paat Rusmevichientong and Huseyin Topaloglu), *Operations Research*, Vol. 63, No. 2, pp. 325-342, 2015. [[Link](#)]
4. "A Greedy Algorithm for the Two-Level Nested Logit Model" (with Paat Rusmevichientong), *Operations Research Letters*, Vol. 42, No. 5, pp. 319-324, 2014. [[Link](#)]

WORKING PAPERS UNDER REVIEW, REVISION, OR RESUBMISSION

1. "Disruptive Timing" (with Leon Chu, Brian Wu, and Andy Wu), *Management Science*, major revision.
2. "To Hinder or to Facilitate: Retailers' Strategy of Consumer Information Sharing and Target Segment" (with Buqing Ma and Guangwen Kong), *Production and Operations Management*, major revision. [[Link](#)]

3. “How Resilient are Warehouse Clubs in the Face of Digital Competition? Unraveling the Role of Retail Agglomeration” (with Martin Dresner, Benny Mantin, and Xiaodan Pan), *International Journal of Physical Distribution & Logistics Management*, under second-round revision.
4. “Stocking Upon Hand Sanitizer: Pandemic Lessons for Retailers and Consumers” (with Xiaodan Pan, Tina Dacin, Martin Dresner, and Benny Mantin), *International Journal of Physical Distribution & Logistics Management*, to be resubmitted.
5. “Remanufacturing Technology Portfolio Decision under a Discrete Choice Model” (with Ying Cao, Xi-anhui Peng, and Kai Meng), *Production and Operations Management*, under review. [\[Link\]](#)

WORK IN PROGRESS

1. “Bankruptcy Prediction with Machine Learning Methods: Investigation of Model Interpretability” (with Xingwei Yang*, Matthew Thompson, and Aniruddha Dutta), Target journal: *INFORMS Journal on Applied Analytics*.
2. “Psychology and Content Analysis of Users with the Signs of Depression” (with Xingwei Yang*), Target journal: *Journal of Business Research*.
3. “Discover Depression Support in Social Network” (with Xingwei Yang*), Target journal: *Journal of Business Research*.
4. “Selling and Renting Mechatronics” (with Xianfeng Meng* and Anton Ovchinnikov), manuscript in preparation. Target journal: *Manufacturing & Service Operations Management*.
5. “Operations Management Under Choice Overloading” (with Milad Mirzaee* and Elaheh Fata), manuscript in preparation. Target journal: *Manufacturing & Service Operations Management*.
6. “Operations Management Under a Multi-Item Purchase Choice Model” (with Milad Mirzaee* and Elaheh Fata), manuscript in preparation. Target journal: *Manufacturing & Service Operations Management*.
7. “Stochastic Dynamic Resource Allocation for Hotel Revenue Management with Auxiliary Revenues” (with Aliaksandr Nekrashevich*, Yuri Levin, and Mikhail Nediak), manuscript in preparation. Target journal: *Production and Operations Management*.
8. “Scalable Stochastic Sea Cargo with Empty Container Management” (with Aliaksandr Nekrashevich*, Yuri Levin, and Mikhail Nediak), manuscript in preparation. Target journal: *Operations Research*.
9. “Sensitivity to Delays and Pricing Behavior of Individual Sellers in Online Platforms” (with Mikhail Nediak, Lifei Sheng, and Shweta Singh), manuscript in preparation. Target journal: *Management Science*.
10. “Joint Assortment and Price Optimizations under an N-Pack Purchase Model” (with Ying Cao), manuscript in preparation. Target journal: *Operations Research Letters*.

INVITED RESEARCH TALKS

- Nanjing University and Southeast University (joint virtual seminar), August 2021
- Tsinghua University, November 2018
- Wilfrid Laurier University, Lazaridis School of Business, February 2016
- University of Texas at Austin, McCombs School of Business, January 2016
- University of Texas at Dallas, Naveen Jindai School of Management, January 2016

* Ph.D. student

- Queen’s University, Smith School of Business, January 2016
- Dongbei University of Finance and Economics, School of International Business, December 2015
- University of Science and Technology of China, School of Management, December 2015

INVITED CONFERENCE PRESENTATIONS

- “Is Warehouse Club Business Model Resilient to Digital Competition? The Role of Retail Agglomeration”
- INFORMS Manufacturing and Service Operations Management Conference, June 2023
- “Operations Management Under a Multi-Item Purchase Choice Model”
- INFORMS Annual Meeting, October 2023 (scheduled)
 - INFORMS Annual Meeting, October 2022
 - Productions & Operations Management Society Annual Conference, April 2022
- “Sensitivity to Delays and Pricing Behavior of Individual Sellers in Online Platforms”
- Canadian Operation Research Society Annual Conference, June 2021
 - Productions & Operations Management Society Annual Conference, May 2021
 - INFORMS Annual Meeting, October 2020
- “Designing Shipping Policies for Online Retailers”
- Productions & Operations Management Society Annual Conference, May 2019
 - INFORMS Annual Meeting, November 2018
 - Canadian Operation Research Society Annual Conference, June 2018
- “Pricing under the N-Pack Purchasing Model”
- Productions & Operations Management Society Annual Conference, May 2019
 - INFORMS Annual Meeting, November 2018
 - Productions & Operations Management Society Annual Conference, May 2018
- “Formulation, Motivation and Estimation for the d -Level Nested Logit Model”
- Cornell ORIE Young Researchers Workshop on Data-Driven Decision Making, November 2015
 - INFORMS Annual Meeting, November 2015
 - INFORMS Manufacturing and Service Operations Management Conference, June 2015
 - Southern California OR/OM Day, May 2015
- “A Greedy Algorithms for the Two-Level Nested Logit Model”
- INFORMS Manufacturing and Service Operations Management Conference, June 2014
 - INFORMS Annual Meeting, October 2013

RESEARCH GRANTS

D.I. McLeod Term Research Assistantship (Co-applied with Murray Lei), \$7,483.30	2023
Loblaw Inc. Internal Research Grant (Co-PI with Murray Lei and Elaheh Fata), \$20,000	2022
NSERC Discovery Grant (Application No. RGPIN-2020-04321), \$142,500	2020-2026
Smith School of Business General Research Grant, \$3,800	2019-2020

TEACHING EXPERIENCE

Stephen J.R. Smith School of Business, Queen’s University

Analytical Decision Making (core course in MMA, Blended MMA)	2019-Present
Analytical Decision Making (core course in MMAI, residential sessions)	2021-Present
Revenue Management in Operations Research (reading course in Ph.D.)	2022
Advanced Topics in Operations Research (core course in Ph.D.)	2019,2021
Deterministic Operations Research Models (core course in Ph.D. & M.Sc.)	2020-2021
Operation Management (third year core course in commerce)	2017-2018
Marshall School of Business , University of Southern California	
Operation Management (third year core course in commerce)	2014

TRAINING OF HIGHLY QUALIFIED PERSONNEL (HQP)

Current doctoral students

- Milad Mirzaee (co-advising with Elaheh Fata), Queen's University September 2021-Present
"Revenue Management Under Advanced Choice Models"
Recipient of Jeff McGill Graduate Fellowship in 2022 and 2023
- Aliaksandr Nekrashevich (co-advising with Mikhail Nediak), Queen's University 2020-Present

Former doctoral student

- Xingwei (Nancy) Yang (advisor), Queen's University April 2022-June 2023
"Advanced Analytical Models for Analyzing Financial and Social Data"
First placement: Asper School of Business, University of Manitoba

Former M.Sc. student

- Zahra Khanalizadeh (advisor), Queen's University September 2020-September 2021
"Efficiency and Bidder Pay-offs in One-Sided and Double-Sided Auctions"
Recipient of Jeff McGill Graduate Fellowship in 2021

Ph.D. dissertation committee

- Head delegate, Jue Wang, Queen's University September 2018

Ph.D. thesis proposal committee

- Committee member, Jeff Lui, Queen's University September 2023

Ph.D. comprehensive exam committee

- Reader of depth report, Yu Gong, Queen's University September 2022
- Chair, Kiarash Mohammad Hassani, Queen's University September 2021

ACADEMIC SERVICES

- Session Co-chair, Revenue Management & Pricing Cluster, INFORMS Annual Conference (2023)
- Session Co-chair, Emerging Topics in Operations Management, POMS Annual Conference (2023)
- Session Co-Chair, Pricing and Revenue Management, CORS Annual Conference 2022
- Track Co-Chair & Session Chair, Revenue Management & Pricing, POMS Annual Conference (2020-2021)
- Session Chair, Pricing and Revenue Management, CORS Annual Conference 2021
- Session Chair, Revenue Management & Pricing, POMS Annual Conference (2019)
- Session Chair, Retail Operations, POMS Annual Conference (2019)
- Session Co-Chair, Revenue Management, CORS Annual Conference 2018

Ad-hoc Reviewer for *Management Science*, *Operations Research*, *Manufacturing and Service Operations Management*, *Production and Operations Management*, *Operations Research Letters*, *INFORMS Journal on Computing*, *Decision Sciences*, *Naval Research Logistics*, *Omega*

Ad-hoc conference reviewer, 19th ACM Economics and Computation Conference (2018)

Ad-hoc grant reviewer, NSERC Discovery Grant (2022)

Ad-hoc referee, Elwood S. Buffa Doctoral Dissertation Award, DSI Annual Meeting (2019)

SERVICE AT QUEEN'S UNIVERSITY

Curriculum review committee, Smith's Analytics Suite	2023
Curriculum review committee, Masters in International Business	2023
Ph.D. comprehensive exam committee, Management Analytics	2020-Present
Research Committee, Smith School of Business	2022-Present
Renewal, Tenure and Promotion Committee, Smith School of Business	2020-2022
Faculty Development Fund Committee, Smith School of Business	2018-2019
Judge, Queen's International Innovation Challenge	2018

HONORS, AWARDS & FELLOWSHIPS

Chinese Government Award for Outstanding Self-Financed Students Abroad	2015
Singapore-MIT Alliance Graduate Fellowship	2007-2008
<ul style="list-style-type: none">• Full funding for a dual master's degree from MIT and NUS	
NatSteel Limited Gold Medal, Nanyang Technological University	2007
<ul style="list-style-type: none">• Best overall performance in the final year of undergraduate study	
Dean's List Commendation, Nanyang Technological University	2004-2007
<ul style="list-style-type: none">• Awarded to the top 5% of the cohort	
NTU President Research Scholarship	2004-2007
<ul style="list-style-type: none">• Awarded to students in Dean's list to fund for undergraduate research	