



## Yongbo XIAO

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Yongbo Xiao is an Associate Professor at School of Economics and Management, Tsinghua University, China. He received his Ph.D. in Management Science and Engineering in 2006 and B.E. in Management Information Systems in 2000, both from Tsinghua University. Dr. Xiao's research interests include revenue and pricing management, service management, and supply chain management. Dr. Xiao has published over 30 papers in the refereed journals and conference proceedings, such as *Production and Operations Management*, *Naval Research Logistics*, *IIE Transactions*, *Computers and Operations Research*, and *International Journal of Production Economics*. Currently Dr. Xiao serves as Director Assistant of Research Center for Contemporary Management (RCCM), Key Research Institute of Humanities and Social Sciences at Universities.

As a principal investigator (PI) or co-investigator (CI), Dr. Xiao has conducted extensive research in various projects. These include the NSFC Science Fund for Creative Research Groups "Studies on Supply Chain Management and Its Applications Based on Information Technology" (CI), NSFC/RGC Joint Research project "Pricing, Production and Delivery Decisions, and Cooperative Strategies in a Supply Chain with Products of Time-Varying Values" (CI), NSFC General Program projects "Supply Chain Optimization and Coordination of Fresh Products based on Customer Choice Behavior" (PI) and "Selling, Pricing, and Stocking Strategies of Multi-Products based on Customer Choice Behavior" (PI), and the Tsinghua University Initiative Scientific Research Program "Optimization and Coordination of Global Green Supply Chains" (CI). Dr. Xiao has won a Third-class Award for Progress in Science and Technology in 2005.

### ***Educational Background***

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- Ph. D., 2006, in Management Science and Engineering, Tsinghua University, Beijing, China
- M. A., 2006, in Management Science and Engineering, Tsinghua University, Beijing, China
- B. E., 2000, in Management Information Systems, Tsinghua University, Beijing, China

### ***Research Interests***

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- Revenue and Pricing Management
- Service Systems and Service Management
- Supply Chain Management

## ***Teaching Courses***

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- *Data, Models and Decisions*, MBA program
- *Service Management*, Graduate program
- *Operations Research* (I) and (II), Undergraduate program

## ***Professional Services***

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- August 2008 – present, Director Assistant, Research Center for Contemporary Management, Key Research Institute of Humanities and Social Sciences at Universities, Tsinghua University, Beijing 100084, China.
- Ad hoc referee for *Naval Research Logistics*, *OR Spectrum*, *Tourism Management*, *International Journal of Production Economics*, *Systems Engineering – Theory & Practice* (a Chinese Journal), and *Chinese Journal of Management Science* (a Chinese Journal).

## ***Professional History***

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- December 2011 – present, Associate Professor, Department of Management Science and Engineering, School of Economics and Management, Tsinghua University, Beijing 100084, China.
- August 2008 – November 2011, Assistant Professor, Department of Management Science and Engineering, School of Economics and Management, Tsinghua University, Beijing 100084, China.
- July 2011 – September 2011, Research Associate (hosted by Prof. *Shaohui Zheng*), Business School, The Hong Kong University of Science and Technology, Hong Kong, China.
- January 2010 – June 2010, International Faculty Fellow (hosted by Prof. *Stephen C. Graves*), Sloan School of Management, Massachusetts Institute of Technology, Cambridge, MA 02142, USA.
- January 2006 – July 2008, Postdoctoral Fellow, School of Economics and Management, Tsinghua University, Beijing 100084, China.
- February 2007 – July 2007, Visiting Postdoctoral Fellow (hosted by Prof. *Jim Dai* and Prof. *Chelsea C. White*), H. Stewart Milton School of Industrial and Systems Engineering, Georgia Institute of Technology, Atlanta, Georgia 30332, USA.
- January 2007, Research Associate (hosted by Prof. *David D. Yao*), Department of Systems Engineering and Engineering Management, The Chinese University of Hong Kong, Hong Kong, China.
- October 2006 – December 2006, Research Associate (hosted by Prof. *Chung-Yee Lee*), Department of Industrial Engineering and Logistics Management, The Hong Kong University of Science and Technology, Hong Kong, China.
- July 2006 – August 2006, Research Associate (hosted by Prof. *Frank Chen*), Department of Systems Engineering and Engineering Management, The Chinese University of Hong Kong, China.
- April 2006 – June 2006, Research Associate (hosted by Prof. *Xiaoqiang Cai*), Department of Systems Engineering and Engineering Management, The Chinese University of Hong Kong, China.
- April 2005 – June 2005: Research Assistant (hosted by Prof. *Xiaoqiang Cai*), Department of Systems Engineering and Engineering Management, The Chinese University of Hong Kong, Hong Kong, China.
- November 2004 – January 2005, Research Assistant (hosted by Prof. *Frank Chen*), Department of Systems Engineering and Engineering Management, The Chinese University of Hong Kong, China.

## ***Research Grants***

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- 2013.1 ~ 2015.12, 国家自然科学基金优秀青年基金“需求管理策略”(批准号: 71222102)
- 2013.1 ~ 2014.12, 清华大学医疗管理研究中心“基于收益管理的医疗设备共享机制与策略研究”
- 2012.3 ~ 2014.12, 教育部重点研究基地自设项目“概率销售中的最优控制策略研究”(编号: 2012 5000 058)
- 2011.01 ~ 2013.12, 国家自然科学基金“基于顾客选择行为的多产品销售、定价和库存策略研究”(批准号: 71071083), 面上项目
- 2007.01 ~ 2009.12, 国家自然科学基金“基于顾客选择行为的时鲜产品供应链协调优化”(批准号: 70601017), 青年基金项目
- 2006.01 ~ 2007.12, 中国博士后科学研究基金“时鲜产品供应链优化与协调”

## ***Honors and Awards***

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- 清华大学经济管理学院 2011 年度优秀班主任, 2012 年 1 月
- 清华大学优秀班(级)主任二等奖, 2011 年 9 月
- 清华大学经济管理学院 2010 年度先进工作者, 2011 年 1 月
- 清华大学经济管理学院 2010 年度优秀班主任, 2011 年 1 月
- Third-class Award for Progress in Science and Technology, by Beijing Government, 2005.
- Best paper prize, in 7th Annual Meeting of China Management Science, 2005.
- Best paper prize, in 3rd SEM Doctoral Forum, 2004.
- Honor Candidate Student of Bachelor degree of Tsinghua University, 2000.
- Multiple scholarships, Tsinghua University, 1995 – 2003.

## ***Publications***

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### **Referred International Journal Papers**

- [1] Xiaoqiang Cai, Jian Chen, Yongbo Xiao, and Xiaolin Xu. Fresh-Product Supply Chain Management with Logistics Outsourcing. *Omega, The International Journal of Management Science*, Accepted for publication, September 2012.
- [2] Yongbo Xiao, Jian Chen. Supply Chain Management of Fresh Products with Producer Transportation. *Decision Sciences*. Accepted for publication, December 2011.
- [3] Jian Chen, Youhua (Frank) Chen, Mahmut Parlar, and Yongbo Xiao. Optimal Inventory and Admission Policies for Drop-shipping Retailers Serving In-Store and Online Customers. *IIE Transactions*. 2011. 43(5): 332-347. (SCI/SSCI/EI)
- [4] Xiaoqiang Cai, Jian Chen, Yongbo Xiao, and Xiaolin Xu. Optimization and Coordination of Fresh Product Supply Chains with Freshness-Keeping Effort. *Production and Operations Management*. 2010. 19(3): 261-278. (SCI/SSCI)
- [5] Yongbo Xiao, Jian Chen, Chung-Yee Lee. Single-Period Multi-Product Assemble-to-Order Systems with Common Components and Uncertain Demand Patterns. *Production and Operations Management*. 2010. 19(2): 216-232. (SCI/SSCI)
- [6] Yongbo Xiao, Jian Chen, Chung-Yee Lee. Optimal Decisions for Assemble-to-Order Systems with Uncertain Assembly Capacity. *International Journal of Production Economics*. 2010. 123(1): 155-165. (SCI/SSCI/EI)
- [7] Yongbo Xiao, Frank Y. Chen, Jian Chen. Optimal Inventory and Dynamic Admission Policies for a

- Retailer of Seasonal Products with Affiliate Programs and Drop-shipping. *Naval Research Logistics*. 2009. 56(4): 300-317. (SCI/SSCI/EI)
- [8] Xiaoqiang Cai, Jian Chen, Yongbo Xiao, Xiaolin Xu. Product Selection, Machine Time Allocation, and Scheduling Decisions for Manufacturing Perishable Products Subject to a Deadline. *Computers and Operations Research*. 2008. 35(5): 1671-1683. (SCI/EI)
- [9] Frank Y. Chen, Jian Chen, Yongbo Xiao. Optimal Control of Selling Channels for an Online Retailer with Cost-Per-Click Payments and Seasonal Products. *Production and Operations Management*. 2007, 16(3): 292-305. (SCI/SSCI)
- [10] Yongbo Xiao, Frank Y. Chen, Jian Chen. On a Semi-Dynamic Pricing and Seat Inventory Allocation Problem. *OR Spectrum*. 2007. 29(1): 85-103. (SCI/SSCI)

## Referred Chinese Journal Papers

- [1] 陈剑, 肖勇波, 供应链管理研究的新发展, 上海理工大学学报, 2011年(第33卷)第6期, p. 694-700.
- [2] 竇一凡, 肖勇波, “云计算”模式下软件最优定价策略研究, 中国管理科学, 2011年(第19卷)专辑, 141-146.
- [3] 崔崑, 陈剑, 肖勇波, 行为库存管理研究综述及前景展望, 管理科学学报, 2011年(第14卷)第6期, p. 96-108.
- [4] 竇一凡, 肖勇波, 农村三级医疗体系中乡镇卫生院的困境与出路——以山东省鄄城为例, 山东大学学报(哲学社会科学版), 2011学术专辑(2011年5月), p. 22-26.
- [5] 竇一凡, 肖勇波, 供应链企业合作广告中的最优营销决策研究, 中国管理科学, 2010年(第18卷)专辑, p. 360-365.
- [6] 牟博佼, 肖勇波, 陈剑, 基于MNL选择-模型的替代产品定价和库存决策研究, 中国管理科学, 2010年(第18卷)第3期, p. 25-32. (CSSCI检索)
- [7] 竇一凡, 肖勇波, 陈剑, 我国心脏支架供应链模式的优化与设计, 管理现代化, 2010年第4期, p. 33-35. (CSSCI检索)
- [8] 肖勇波, 吴鹏, 王雅兰, 基于顾客选择行为的多质量等级时鲜产品定价策略研究, 中国管理科学, 2010年(第18卷)第1期, p. 58-63. (CSSCI检索)
- [9] 关磊, 肖勇波, 陈剑, 对我国心脏支架市场的三点思考, 中国医疗设备, 2010年(第25卷)第1期, p. 69-72.
- [10] 吴鹏, 朱岩, 肖勇波, 医疗供应链流通环节安全隐患分析——以心脏支架为例, 中国软科学, 2009年增刊(下), 225-228.
- [11] 牟博佼, 陈剑, 肖勇波, 寡头企业产品线竞争结构研究——基于顾客离散选择行为, 清华大学学报(哲学社会科学版). 2009年增1期, p. 21-26.
- [12] 肖勇波, 陈剑, 刘晓玲, 朱岩. 季节性产品销售商动态串货博弈模型研究. 系统工程理论与实践. 2008年第3期, p. 35-43. (EI检索)
- [13] 肖勇波, 陈剑, 徐小林. 到岸价格商务模式下涉及远距离运输的时鲜产品供应链协调. 系统工程理论与实践. 2008年第2期, p. 19-25. (EI检索)
- [14] 肖勇波, 陈剑, 刘晓玲. 基于乘客选择行为的双航班机票联合动态定价模型研究. 系统工程理论与实践. 2008年第1期, p. 46-55. (EI检索)
- [15] 肖勇波, 陈剑, 吴鹏. 产能和需求不确定情形下ATO系统最优库存和生产决策研究. 中国管理科学. 2007年第10期, p. 56-64. (CSSCI检索)
- [16] 陈剑, 肖勇波, 刘晓玲, 陈友华, 基于乘客选择行为的航空机票控制模型研究, 系统工程理论与实践, 2006年第1期, p. 65-75. (EI检索)
- [17] 陈剑, 肖勇波, 刘晓玲, 销售不定期客票背景下双航班的联合机票控制研究, 中国管理科学, 2005年专刊, p. 148-152.
- [18] 陈剑, 肖勇波, 刘晓玲, 航空公司与旅行社的协作机制研究, 中国管理科学, 2004年第3期, p. 107-114. (CSSCI检索)

## Book Chapters

- [1] Xiaoqiang Cai, Jian Chen, Yongbo Xiao, Xiaolin Xu, and Gang Yu. Optimal Decisions of the Manufacturer and Distributor in a Fresh Product Supply Chain Involving Long Distance Transportation. In *Handbook on Newsvendor Problems: Models, Extensions and Applications*. June 2012. Springer. pp. 315-340.
- [2] 肖勇波, 高皓, 《神华能源成功之道》第8章“神东煤炭信息化管理”, 机械工业出版社, 2011年1月, pp. 114-145.
- [3] 肖勇波, 温源, 《神华能源成功之道》第9章“神东生产运作与供应链管理”, 机械工业出版社, 2011年1月, pp. 146-170.
- [4] 陈剑, 肖勇波, 《中国高校哲学社会科学发展报告 1978-2008》第9章“管理科学与工程”, 广西师范大学出版社, 2008年11月, pp. 301-325

## Technical Report

- [1] Jian Chen, Yongbo Xiao, Lei Guan. Case Study on IBM Global Procurement Centers. School of Economics and Management, Tsinghua University, Beijing 100084, China.

## Conference Proceedings

- [1] 肖勇波, 竇一凡, 朱岩, 关于我国新农合管理体系的几点思考——以山东鄄城为例, 清华医疗管理国际学术会议论文集, 2011年10月, p. 372-380.
- [2] Lei Jin, Bocheng Chen, Yongbo Xiao. Research on inventory and pricing strategy between on-line and physical channels. Proceedings of 8th International Conference on Service Systems and Service Management (ICSSSM'11). Tianjin, China. June 25-27, 2011. p.202-206 (EI)
- [3] Yifan Dou, Yongbo Xiao, Jian Chen. A Partial Backorder Inventory System with Quoted Service Time. *Proceedings of The 2010 International Conference on E-Business Intelligence (ICEBI2010)*. Kunming, Yunnan, China. December 19-21, 2010. p. 21-26. (ISTP)
- [4] Yongbo Xiao. Asymptotic Optimal Solutions for Airline Revenue Management with Cancellation and No-shows. *Proceedings of 6<sup>th</sup> International Conference on Service Systems and Service Management (ICSSSM'09)*. Xiamen, China. June 8 -10, 2009. (EI)
- [5] Yifan Dou, Yongbo Xiao, Jian Chen. Asymmetric Pricing Game in Two-sided Platforms. Proceedings of 6<sup>th</sup> International Conference on Service Systems and Service Management (ICSSSM'09). Xiamen, China. June 8 -10, 2009. (EI)
- [6] David D. Yao, Yongbo Xiao. Asymptotically Optimal Decisions for Replenishment and Transshipment. *Proceedings of MS&OM 2007 Conference*. Beijing, China. June 19-20, 2007.
- [7] Yongbo Xiao, Jian Chen, Chung-Yee Lee. Single-Period Multi-Product Assemble-to-Order Systems with Common Components and Uncertain Demand Patterns. *Proceedings of MS&OM 2007 Conference*. Beijing, China. June 19-20, 2007.
- [8] Youhua Chen, Jian Chen, and Yongbo Xiao, Optimal Admission Policies for a Retailer of Seasonal Products with Drop-Shipping. *Proceedings of 2007 IEEE International Conference on Robotics and Automation (ICRA'07)*. April 10-14, 2007, Roma, Italy. (EI)
- [9] Youhua Chen, Jian Chen and Yongbo Xiao, A Competitive Inventory Rationing Game Under the Drop-Shipping E-Business Model. *Proceedings of M&SOM 2006 Conference (CD)*. Atlanta, Georgia. June 19-20, 2006.
- [10] Yongbo Xiao and Jian Chen, The Impact of Passenger Diversion between Flights on the Optimal Protection Levels, *Proceedings of International Conference on Service Systems and Service Management (ICSSSM' 04)*, July 2004, Beijing, China. P. 216-220.

- [11]Yongbo Xiao and Jian Chen, A Systematic Framework for the Dynamic Airline Seat Booking Problem, *Proceedings of International Conference on System Science and System Engineering (ICSSSE' 03)*, November 2003, Hong Kong, China. P. 109-114.
- [12]Xiaoling Liu and Yongbo Xiao, A Cooperation Alliance between Airline and Travel Agency, *Proceedings of International Conference on Systems, Development and Self-organization (ICSDS' 02)*, November 2002, Beijing, China. P. 121-125.
- [13]Yongbo Xiao and Xiaoling Liu, A Dynamic Pricing Model Based on Market Segmentation, *Proceedings of International Conference on Systems, Development and Self-organization (ICSDS' 02)*, November 2002, Beijing, China. P. 269-274.
- [14]Chunjun Zhao, Jian Chen and Yongbo Xiao, An Area worth Re-noticing: Revenue Management, *Proceedings of Scientist Conference*, May 2002, Nanjing University, Nanjing, China.

### ***Students Supervised***

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- 2011.2-2011.6, 陈祺禛 (本科生), “中国资本市场套利模型研究”
- 2011.2-2011.6, 金哲熙 (MBA), “国内银行服务质量、顾客满意度及顾客忠诚度研究——以北京海淀区内大学生为调查对象”
- 2012.2-2012.6, 吴 晶 (本科生), “概率销售中的渠道选择研究”