

EDUCATION

- **Tianjin University** 2020.09 - 2025.12 (Expected)
College of Management and Economics Ph.D. in Management Science and Engineering
–*Advisor*: Jianxiong Zhang
- **University of Pittsburgh** 2024.01 - 2025.01
Katz Graduate School of Business Visiting Student in Business Analytics & Operations
–*Host*: Michael L. Hamilton
- **Shandong University of Technology** 2018.09 - 2020.06 (Graduated one year early)
Business School M.S. in Management Science and Engineering
–*Advisor*: Chengdong Shi
- **Shandong University of Technology** 2014.09 - 2018.06
Business School B.S. in Business Administration.

RESEARCH INTERESTS

Application: Revenue management, pricing, customer behavior.

Methodology: Game theory, optimization, mechanism design, mathematical analysis.

PUBLICATIONS

Note: * denotes the corresponding author.

1. Guowei Zhu, Jianxiong Zhang, **Enfeng Xing***. Pricing and Quality Decisions with Conspicuous Consumers, *Transportation Research Part E: Logistics and Transportation Review*, 2022, 156, 102857. (ABS 3/ SCI/ SSCI/ JCR Q1)
2. **Enfeng Xing**, et al.. Double Third-party Recycling Closed-loop Supply Chain Decision under the Perspective of Carbon Trading, *Journal of Cleaner Production*, 2020, 259, 120651. (ABS 1/SCIE/ JCR Q1)
3. **Enfeng Xing**, et al.. Research on Enterprise Collaborative Low Carbon Emission Reduction under Three-dimensional Trading Mode (in Chinese), *Chinese Journal of Management Science*, 2020, 28(3), 174-181. (CSSCI)

WORKING PAPERS AND WORK IN PROGRESS

Note: (A) denotes that the author order is alphabetical.

4. **Enfeng Xing**, Jianxiong Zhang, Xiaojie Sun. Behavior-based Pricing with Exclusivity-seeking and Strategic Consumers. Under 2nd of review in *Omega*. (ABS 3/ SCI/ SSCI/ JCR Q1)
5. **Enfeng Xing**, Jianxiong Zhang, Jennifer Shang, Guowei Liu*. Navigating Social Comparison: Optimizing Product Offerings through Balancing Exclusivity and Conformity. Major revision in *European Journal of Operational Research*. (ABS 4/ SCI/ SSCI/ JCR Q1)
6. (A) Arian Aflaki, Esther Gal-Or, Mike M. Gordon, Jennifer Shang*, **Enfeng Xing**. Are All Cause Contributions Created Equal? Reject & Resubmit in *Production and Operations Management*. (UTD24)
7. (A) Max Biggs, Titing Cui, Michael Hamilton, **Enfeng Xing***. Can Price Discrimination be Progressive? Submitted to *Operations Research*. (UTD24)

8. (A) Arian Aflaki, Kasra Ganjizadeh, Michael Hamilton, **Enfeng Xing**. Pricing the Roses in Online Matching Platforms. In progress.
9. **Enfeng Xing**, Jianxiong Zhang, Guowei Liu*. Subsidy Scheme and Product Line Design with Limited Budget. In progress.

PRESENTATIONS

Notes: (C) symbol indicates the talk was given by a coauthor, (O) indicates the talk was given online.

1. *Can Personalized Pricing be Progressive?*
 - CSAMSE Annual Conference (2025C), POMS International Conference in China (2025), RMP Section Conference (2025C), MSOM Annual Conference (2025C), Dartmouth Seminar (2025C), INFORMS Annual Conference (2024), YinzOR (2024).
2. *Subsidy Scheme and Product Line Design with Limited Budget*.
 - POMS International Conference in China (2025).
3. *Navigating Social Comparison: Optimizing Product Offerings through Balancing Exclusivity and Conformity*.
 - CSAMSE Annual Conference (2023), POMS International Conference in China (2023).
4. *Behavior-based Pricing with Exclusive Consumers*.
 - POMS Annual Conference (2022O).

TEACHING

Teaching Assistant at Tianjin University
Applied Statistics

Spring 2022

AWARDS AND SCHOLARSHIPS

Awards

Outstanding Graduation Thesis	Provincial Department of Education, 2021
Outstanding Student	Shandong University of Technology, 2019
Outstanding Achievement Award	Shandong University of Technology, 2019

Scholarships

Second Prize Scholarship	Tianjin University, 2020-2023
First Prize Scholarship	Shandong University of Technology, 2019
Second Prize Scholarship	Shandong University of Technology, 2018

SKILLS AND OTHERS

Programming Language: Mathematica, Matlab, Python, SQL, L^AT_EX

Language: Mandarin (native), English (fluent).

References are available upon request.