

XINLEI (JACK) CHEN

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Shanghai Jiao Tong University
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EDUCATION

Ph.D. (2005)	Business Administration (Marketing) University of Minnesota Minneapolis, MN, U.S.A.
B.E. (1994)	Turbomachinery Tsinghua University Beijing, P.R. China

PROFESSIONAL AND ACADEMIC EXPERIENCE

2016 - Present	<i>Professor, Shanghai Advanced Institute of Finance</i>
2013 - 2016	<i>Professor, Cheung Kong Graduate School of Business</i>
2011 - 2012	<i>Visiting Associate Professor, Cheung Kong Graduate School of Business</i>
2010 - 2013	<i>Associate Professor, Finning Junior Professorship in Marketing, University of British Columbia, Sauder School of Business</i>
2005 - 2010	<i>Assistant Professor, University of British Columbia, Sauder School of Business</i>
2004 - 2005	<i>Instructor, University of Minnesota, Carlson School of Management</i>
1999 - 2004	<i>Research Assistant, University of Minnesota, Carlson School of Management</i>
1997 - 1999	<i>Project Manager, Power Generation Division, ABB China Ltd. Beijing, P. R. China</i>
1994 - 1997	<i>Project Manager, China Machine-Building International Co. Beijing, P. R. China</i>

HONORS AND AWARDS

Finalist, Long Term Impact Award, Society for Marketing Science, 2018
MSI 2009 Young Scholar
AMA-Sheth Foundation Doctoral Consortium Fellow, 2004.
Carlson School of Management Dissertation Award, University of Minnesota, 2003-2004.
INFORMS Marketing Science Doctoral Consortium Fellow 2003
Albert J. Haring Symposium Representative, Indiana University, March 2003.
Carlson School of Management Graduate Fellowship, University of Minnesota, 1999- 2003.

RESEARCH INTERESTS

New Empirical Industry Organization; Learning Models; Structural modeling of consumer choice and firm strategies (pricing, advertising and promotion); Channel Choice; Entertainment Industry (Movie, video game); Social Network

REFEREED JOURNAL PUBLICATIONS

1. Xiao, Ping, Ruli Xiao, Sky Liang, Xinlei Chen, Wei Lu “Effect of the Government’s Subsidy Program: Accessibility Beyond Affordability” *Management Science*, forthcoming
2. Chen, Xinlei, Yitian Liang. “A Review And Reflection On The Analysis of China Questions In Marketing” *Journal of Marketing Science*, 2017, 13(4): 124-131
3. Chen, Xinlei (Jack), Yuxin Chen and Charles B. Weinberg (2013), “Learning About Movies: The Impact of Movie Release Types on the Nationwide Box Office” *Journal of Culture Economics*, 37, 359-386
4. Chen, Xinlei (Jack), Yuxin Chen and Ping Xiao, “The Impact of Sampling and Network Topology on the Estimation of Social Inter-correlations” *Journal of Marketing Research*, Vol. 50, No. 1, pp. 95-110
5. Rui Zhu, Utpal Dholakia, Xinlei (Jack) Chen and Rene Algesheimer (2012), “Does Online Community Participation Foster Risky Financial Behavior?” *Journal of Marketing Research*, Vol 49, No. 3 (June), 394-407
6. Hai Che, Xinlei (Jack) Chen and Yuxin Chen (2012), “Investigating Effects of Out-of-Stock on Consumer SKU Choice” *Journal of Marketing Research*, Vol. 49, No. 4 (August), pp. 502-513
7. Lan Luo, Xinlei (Jack) Chen, Jeanie Han, and C. W. Park, “Dilution and Enhancement of Celebrity Brands through Sequential Movie Releases” *Journal of Marketing Research*, Vol 47, Issue 6, 1114-1128
8. Chen, Xinlei (Jack), Om Narasimhan, George John, and Tirtha Dhar, “An Empirical Investigation of Private Label Supply by National Label Producers” *Marketing Science*, July-August, Vol. 29, 738-755
9. Nitin Mehta, Xinlei (Jack) Chen and Om Narasimhan (2010) “Examining Demand Elasticities in Hanemann’s Framework: A Theoretical and Empirical Analysis,” *Marketing Science*, May-June, Vol. 29, 422-437
10. Chen, Xinlei (Jack), George John, Julie M. Hays, Arthur V. Hill, and Susan E. Geurs (2009), “Learning from A Service Guarantee Quasi-Experiment” *Journal of Marketing Research*, Vol. 46, Issue 5, 584-596
11. Zhu, Rui (Juliet), Xinlei (Jack) Chen, and Srabana Dasgupta (2008), “Exploring the Effect of Trade-In Value on Consumers’ Willingness to Pay for the New Product” *Journal of Marketing Research*, Vol. 45, Issue 2, 159-170
12. Mehta, Nitin, Xinlei (Jack) Chen and Om Narasimhan (2008), “The Role of Informative and Transformative Effects of Advertising on Brand Choice Decisions” *Marketing Science*, Vol 27, Issue 3, 334-355
13. Chen, Xinlei (Jack), George John and Om Narasimhan (2008), “Assessing the Consequences of A Channel Switch”, *Marketing Science*, Vol 27, Issue 3, 398-416

WORKING PAPERS

Liang, Sky, Xinlei (Jack) Chen, Charles Weinberg, Xiaohua Zeng, Cheng Zhang, “Economic Design in the Virtual World: the Fee Structure in the Player to Player (P2P) Trading Market in Online Video Games” *Management Science*, Reject and Resubmit

Liang, Sky, Xinlei Chen, Rui Zhu, Jianbin Cai, Xiao Liu, "Individual Fundraising in Online Charitable Giving"
Under Review at *Journal of Marketing*

Liang, Sky, Xinlei Chen, Yuxin Chen, Ping Xiao, "Ad Fraud Under Vertical Contract Structure" Under Review at
Journal of Marketing

INVITED TALKS

- 2017 "Thoughts on Research in China Question"
Keynote, Journal of Marketing Science Conference
- 2014 "The Compliance Problem in Vertical Restraint: An Empirical Test in the Case of
Minimum Retail Price Maintenance"
Shanghai University of Finance and Economics
- 2013 "Manufacturer Collusion or Service Provision: An Empirical Test of the Mechanism of Minimum Retail
Price Maintenance through Retail Price Deviation"
HKUST Marketing Camp (December)
- "There's no 'I' in 'Team:' Estimating NBA Players' Offensive Production"
University of Iowa Marketing Symposium (May)
- "Manufacturer Collusion or Service Provision: An Empirical Test of the Mechanism of Minimum Retail
Price Maintenance through Retail Price Deviation"
HKUST Marketing Camp (December)
- 2012 "Empirical Test of Gender Stereotype in the Competitive Environment"
Renmin University (April)
Tsinghua University (May)
- 2011 "Empirical Test of Gender Stereotype in the Competitive Environment"
Peking University (November)
Fudan University (November)
- 2010 "An Empirical Model of Team Competition: the German Soccer League"
Fuqua School of Business, Duke University (March)
- "An Empirical Investigation of Private Label Supply by National Label Producers"
Kellogg School of Management, Northwestern University (February)
- 2009 Discussant (Invited), SICS conference, Berkeley (July)
- "Investigating Effects of Out-of-Stock on Consumer SKU Choice"
Operation and Logistic Department, UBC (March)
- 2008 "An Empirical Investigation of Private Label Supply by National Label Producers"
Booth School of Business, University of Chicago (May)
- "Learning About Movies: The Impact of Movie Release Types on the Nationwide Box Office"
Washington University in St. Louis (March)

- 2007 “Learning About Movies: The Impact of Movie Release Types on the Nationwide Box Office” Peking University
- 2004 “Assessing the Effects of a Channel Switch”
University of Texas at Dallas
University of Houston
University of Utah
University of British Columbia

TEACHING

UBC:

- Modeling Seminar (PHD)
- Marketing Management (Undergraduate, MBA, average rating 4.7)
- Pricing (Undergraduate, MBA, average rating 4.7)

CKGSB

- Distribution Channel (Executive Education)
- Branding (MBA, rating 4.9)
- Strategic Marketing in China (MBA)
- Marketing Management (EMBA, average rating 4.6)

SAIF

- Marketing Management (MBA, EMBA, EE)

PROFESSIONAL SERVICE

2016-	Deputy Dean in Operation, SAIF
2016-2016	Director, CKGSB-IMD Dual EMBA Degree Program
2013-2016	Co-Director, Branding Center, CKGSB
2013-2016	Academic Director, MBA program, CKGSB
2011-2012	Academic Director for UBC-SJTU International MBA program

ACADEMIC SERVICE

- Editorial Board, Marketing Science since 2017
- Reviewer for *Marketing Science*, *Management Science*, and *Journal of Marketing Research*