

## **Gangshu (George) Cai, Ph.D.**

Professor and Department Chair/Co-Chair  
Dept of Information Systems and Analytics  
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### **Biography**

Professor Cai is a full professor and the Department Chair of the Department of Information Systems and Analytics at the Leavey School of Business, Santa Clara University. He previously held the role of Faculty Director of the Graduate Business Program and founded the undergraduate Minor in Business Analytics. Additionally, he established and directs the Institute of Supply Chain and Operations Management (ISCOM), an international academic association designed to foster collaboration between academia and industry. Professor Cai is an Associate Editor for the *Decision Sciences* Journal and a Senior Editor for the *Production and Operations Management* Journal. He has also provided consulting services to a few companies and chaired numerous international conferences in his fields of expertise. He is the founder of [ISCAI](#), a consulting business on supply chain analytics and intelligence.

His research interests encompass supply chain finance, competitive channel and supply chain management, the interface between operations management and marketing, e-commerce, and business analytics. Over his career, Professor Cai has published about 60 peer-reviewed papers in esteemed academic journals and proceedings, including *Production and Operations Management*, *Marketing Science*, *Manufacturing & Service Operations Management*, *Management Science*, and *PNAS*.

His textbooks “[Supply Chain Finance: Mechanisms, Risk Analytics, and Technology](#)” (in both English and Chinese) offer an in-depth exploration into the intricate and constantly evolving realm of supply chain finance.

Emerald Publishing ranked Professor Cai as the #4 Prominent Retailing Author worldwide from 2009-2015, based on the final influence index. Several of his works have earned the distinction of “Highly Cited Paper” in the Web of Science, positioning them within the top 1% in Economics & Business based on citation counts. His list of accolades is extensive and includes the 2024 Outstanding Achievement Awards for Scientific Research in Colleges and Universities (Humanities and Social Sciences) (Second Prize and two Third Prizes), the 2022 and 2023 ISCOM Best Paper Awards (Second Prize and Third Prize), the 2020 MSOM iFORM SIG Best Paper Award (Top 3), the Best Paper Award from the Fifth International Conference on Electronic Commerce, and many more. He is also the unique recipient of the University Award for Recent Achievement in Scholarship (2018).

In recognition of his service, Professor Cai has been honored with numerous awards. These include the Outstanding Associate Editor Award from the *Decision Sciences* Journal, the Outstanding Service as Chair, the Leaders in Practice, accolade from the Production & Operations Management Society, and several Dean's Awards for Outstanding Service from Santa Clara University. Additionally, he received the Leavey Impact Award for Service from the Leavey School of Business at Santa Clara University.

A devoted educator, Professor Cai has garnered a multitude of teaching accolades from both public and private institutions. He has been honored with the Ralph Reitz Outstanding Teaching Award at Kansas State University, the Dean's Award for Outstanding Teaching at Santa Clara University, and the Leavey Impact Award for Teaching. Furthermore, he was bestowed the university-level Brutocao Award

for Curriculum Innovation in 2019 and stood as the singular recipient of the 2018 Wickham Skinner Award for Teaching Innovation from the Production & Operations Management Society (POMS).

## EDUCATION

**Ph.D., Operations Research and Computer Science** (a multidiscipline joint program of industrial engineering, computer science, business, and so on), May 2005, North Carolina State University, Raleigh, NC (Advisor: Peter R. Wurman, co-founder of Kiva Systems)

**M.S., Business Statistics and Economics**, July 1999, Guanghua School of Management, Peking University, Beijing, China

**B.S., Physics**, July 1996, Department of Physics, Peking University, Beijing, China

## WORK EXPERIENCE

**Leavey School of Business, Santa Clara University**, Santa Clara, California

Full Professor 2018-present

Associate Professor (Tenured, again, in 2014) 2012-2018

**Department Chair/Co-Chair, Department of IS and Analytics** 2020.1-present

- Proposing an undergraduate Major in Business Analytics, which has been approved by the department.
- Managing daily administrative services for the largest department in the business school, which includes approximately 50 faculty members (21 tenure-track, 10 lecturers, and about 20 adjunct lecturers).
  - This department is the largest contributor (in terms of credits) to the MBA and Online MBA curriculum and hosts highly ranked graduate programs: MS in Information Systems and MS in Business Analytics (both on campus and online).
- Hired 8 tenure-track faculty members, 3 lecturers, and several adjunct lecturers.
- Secured the department's first significant donation, totaling \$40,000, with \$20,000 already obtained and an additional \$20,000 forthcoming.
- Overseeing the curricula for an undergraduate Major in Information Systems, Minor in Information Systems, Minor in Business Analytics, and a joint program in Accounting Information Systems.
- Scheduling more than 255 course sessions every year and coordinated over 20 industry-based capstone and practicum courses.
- Mentoring junior faculty members.
- Supporting faculty development.
- Restructuring the MS program in Supply Chain Management & Analytics.

**Faculty Director, Graduate Business Programs**, Leavey School of Business 2014-2016

- Advised the Dean on all graduate programs, including EMBA, MBA, and MS programs, regarding curriculum design, student recruitment, and graduate program policies in the Leavey School of Business.
- Served as the Chair of the Graduate Policy Committee and coordinated with the AACSB Director on course evaluations and continuous improvement.
- Supervised the establishment of new graduate programs, including the MS in Business Analytics and other MS programs.
- Chaired the Business School Teaching Evaluation Task Force to reform teaching evaluation standards.

**Kansas State University, Manhattan, Kansas**

2007-2012

Associate Professor (2011-2012, Tenured in 2011), Assistant Professor (2007-2011), Department of Management, College of Business Administration

**Texas A&M International University**, Laredo, Texas 2005-2007  
Assistant Professor, MIS & Decision Sciences, College of Business Administration

**IBM, T. J. Watson Research Center**, New York 2004 May - August  
Summer Intern in E-Commerce Architecture Department

**North Carolina State University**, Raleigh, North Carolina 2000-2005  
Teaching and Research Assistant, Program of Operations Research and Computer Science

**The Chinese University of Hong Kong**, Hong Kong, China 1999-2000  
Research Assistant in Decision Sciences and Consumer Preference, Ph.D. Program in Marketing

## OTHER ACADEMIA & PROFESSIONAL POSITIONS AND SERVICES

- **Founder and Director of Institute of Supply Chain and Operations Management** (an international academia association), 2018-present
  - Presided over annual meetings. The first annual meeting was held in 2019 with about 450 onsite attendees, while the second, organized entirely online in 2021, attracted about 2,000 attendees and featured over 100 presenters, including keynote speakers from Stanford University, among others. The 2022 meeting saw approximately 3,200 online attendees, and the 2023 meeting had about 1,000 onsite attendees.
  - Fundraised 500,000 Yuan to initiate the first-ever Supply Chain Simulation Game Competition in the Asian region for 5 years, 2024-2028.
  - Fundraised 200,000 Yuan to initiate the first-ever ISCOM Short-Video Teaching Competition in the Asian region. The competition concluded at the 2021 ISCOM Annual Meeting with 136 competitors from 37 universities.
  - Fundraised 50,000 Yuan to start the first-ever ISCOM Supply Chain Data Modeling Competition for 2022-2023.
  - Created 10 sub-committees to provide additional professional services to its members.
  - Organized annual nationwide best paper awards, best Ph.D. dissertation awards, and the best teaching award.
  - Supervised two special ISCOM columns in *Supply Chain Management Magazine*.
- **Senior Editor, *Production and Operations Management (POM)***, 2015-Present
  - POM is the flagship journal of the international society POMS founded in 1989, a journal listed in Business Weekly Top 20 Business Journal, UT Dallas Top 24 Business Journals, Finance Times Top 50 Business Journals.
- **Associate Editor, *Decision Sciences* Journal**, 2013-Present
  - *Decision Sciences* is the flagship journal of the international society Decision Sciences Institute founded in 1968.
  - Awarded the “*Outstanding Associate Editor Award*” in 2016.
- Technical Advisory Board Member, *Datamorph, Inc.*, 2023-Present
- Co-Founder, CFO, and Board Director, Asian American Art Association, Non-profit, 2023
- Advisory Board Member, *Supply Chain Management Magazine*, 2022-Present
- Associate Editor, *Modern Supply Chain Research and Applications Journal*, 2019-Present
- Guest Senior Editor, *Decision Sciences Journal*, 2015
- Editorial Board Member, *China Management Science*, 2021-Present
- Associate Editor, *Journal of Industrial and Production Engineering*, 2015-Present
- Editorial Board Member, *International Journal of Revenue Management*, 2007-Present
- Associate Editor, *Modern Supply Chain Research and Applications*, 2019-present

- Guest Editor, *Discrete Dynamics in Nature and Society*, Special Issue on “Discrete Dynamic Gaming Models in Supply Chain Management and Project Management,” 2013-2015

## HONORS AND AWARDS

1. The *Outstanding Achievement Award for Scientific Research in Colleges and Universities (Humanities and Social Sciences)* (Second Prize) for paper entitled “Financing Multiple Heterogeneous Suppliers in Assembly Systems,” a national-wide award assessed by the Ministry of Education of China, representing “the highest level of achievements in the humanities and social sciences in China and is selected every three years.” 2024.
2. The *Outstanding Achievement Award for Scientific Research in Colleges and Universities (Humanities and Social Sciences)* (Third Prize) for paper entitled “Guarantor Financing in a Four-party Supply Chain with Leadership Influence.” 2024.
3. The *Outstanding Achievement Award for Scientific Research in Colleges and Universities (Humanities and Social Sciences)* (Third Prize) for paper entitled “Push, Pull, and Supply Chain Risk Attitude.” 2024.
4. *2023 Best Paper Award (Third Prize)* for paper entitled “Price-cut Commitment or not under Retailer Dominance,” Institute of Supply Chain and Operations Management (ISCOM) Annual Meeting, 2023.
5. *SCU Faculty Scholarship for Course Release*, Santa Clara University, 2023
6. *Outstanding Service as Chair, Leaders in Practice*, Production & Operations Management Society, 2023
7. *Faculty Summer Stipend Award*, Santa Clara University, 2022
8. *2022 Best Paper Award (Second Prize)* for paper entitled “Curtailling Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance,” Institute of Supply Chain and Operations Management (ISCOM) Annual Meeting, 2022.
9. *ISCOM Best Organization Service Award 2019, 2021, 2022, 2023.*
10. *Guangdong Best Paper Award in Social Science, Second Prize*, for paper entitled “Push, Pull, and Supply Chain Risk-Averse Attitude,” 2021
11. *MSOM iFORM SIG Best Paper Award (Top 3)* of the past three years’ publications in MSOM, “Financing multiple heterogeneous suppliers in assembly systems: Buyer finance vs. bank finance,” 2020
12. *Dean's Award for Scholarship Excellence/Outstanding Scholarship*, Leavey School of Business, Santa Clara University, 2012-2013, 2014-2015, 2015-2016, 2016-2017, 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022-2023
13. *Dean's Award for Teaching Excellence/Outstanding Teaching*, Leavey School of Business, Santa Clara University, 2012-2013, 2013-2014, 2014-2015, 2015-2016, 2016-2017, 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022-2023
14. *Dean's Award for Service Excellence/Outstanding Service*, Leavey School of Business, Santa Clara University, 2014-2015, 2015-2016, 2016-2017, 2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022-2023
15. *SCU Faculty Scholarship for Course Release*, Santa Clara University, 2020
16. *The Brutocao Award for Curriculum Innovation*, Santa Clara University, recognizes faculty who have improved the quality of education at Santa Clara University through significant innovations in pedagogy or curriculum development, one per university per year, 2019.
17. The sole winner of the *2018 Wickham Skinner Award for Teaching Innovation of the Production & Operations Management Society (POMS)*. POMS is the premier international professional society for the study and practice of Operations Management, with more than 2,500 members in 50 countries.

18. *The University Award for Recent Achievement in Scholarship*, Santa Clara University, recognizes scholarly or creative work over the previous five years by a faculty member that represents a major contribution to a field of knowledge or to the arts, one per university per year, 2018.
19. *Faculty Course Release Initiative Grant Scholarship*, Santa Clara University, 2018
20. *Rank #4 Prominent retailing authors (final influence index): 2009-2015*, published by Emerald Publishing Limited
21. *Outstanding Associate Editor Award, Decision Sciences Journal*, 2016
22. *Shanghai outstanding paper award in social science* for paper entitled “Advertising in Asymmetric Competing Supply Chains,” 2016
23. *Winner of Distinguished Overseas Youth Research Fund (Project Continuation) of the National Natural Science Foundation of China* (only one winner per year in all Business areas nationwide in China), 2016
24. *Leavey Impact Award for Service*, Leavey School of Business, Santa Clara University, 2016 (*at most one such award is given schoolwide each year for contributions*)
25. *Leavey Impact Award for Teaching*, Leavey School of Business, Santa Clara University, 2015 (*at most one such award is given schoolwide each year for contributions over the preceding five years*)
26. *SCU Faculty Scholarship for Course Release*, Santa Clara University, 2015
27. *CBA Fellow*, College of Business Administration, Kansas State University, 2011-2012
28. *Ralph Reitz Outstanding Teaching Award*, College of Business Administration, Kansas State University, 2011 (only one per year college-wide)
29. *President’s Faculty Development Award*, Kansas State University, 2011
30. *Outstanding Contributions in Research Award*, College of Business Administration, Kansas State University, 2010 (only one schoolwide per year)
31. *Omega Rho*, International Honor Society of INFORMS, 2005
32. *Scholarship of SIGART/AAAI Doctoral Consortium*, 2004
33. *Best Paper Award of the Fifth International Conference on Electronic Commerce (ICEC)*, 2003
34. *AAAI Student Scholarship*, 2002
35. *May Fourth Fellowship*, Peking University, 1997-1998
36. *Top 10 Outstanding Youth of Zhangzhou City*, 1991
37. *Third-Prize Winner of The Seventh China's National Olympic Physics Contest*, 1991
38. *First-Prize Winner of Olympic Physics Experiment and Theory Contest of Fujian Province*, 1990

**RESEARCH GRANTS AWARDED (\$1.5M+ in total from NSF, NSFC, SCU, and other agencies)**

1. Gangshu Cai (PI). Faculty Course Release Initiative Grant, Santa Clara University, \$2,000, 2023
2. Gangshu Cai (PI). Supply Chain Digitalization. Key project. *National Natural Science Foundation of China*. CNY1,900,000 (Approx. \$270,000), # 72232001, 2023/1-2027/12.
3. Gangshu Cai (PI). University Faculty Summer Stipend, \$8,000. Santa Clara University, 2022
4. Gangshu Cai (PI). Price Matching Wholesale Price Negotiation in Competitive Channels. Competitive School Grant, Leavey School of Business, Santa Clara University, \$5,000. 2021
5. Gangshu Cai (PI). Zero-Interest Early Payment or Positive-Interest In-House Factoring in Pull Supply Chains? Competitive School Grant, Leavey School of Business, Santa Clara University, \$3000. 2020
6. Gangshu Cai (PI). Early Payment Financing, Competitive School Grant, Leavey School of Business, Santa Clara University, \$7,500. 2019
7. Gangshu Cai (PI). Supply Chain Finance with Guarantors, Competitive University Grant, Santa Clara University, \$5,000. 2019
8. Gangshu Cai (PI). Faculty Course Release Initiative Grant, Santa Clara University, \$2,000, 2018
9. Gangshu Cai (PI). Guarantor Financing in a Supply Chain with Leadership Influence, Leavey School of Business, \$5,000

10. Gangshu Cai (PI). Channel Competition and Sustainability in Supply Chain Finance. Overseas Scholar Cooperation Research Fund -- Project Continuation. *National Natural Science Foundation of China* (NSFC, only one winner per year in the entire field of Business nationwide in China given to international outstanding Chinese scholars), CNY2,000,000 (Approx. \$ 300,000), #71629001, 2017/1-2020/12.
11. Gangshu Cai (Co-PI). Research of Supply Chain Disruption Management under Large-scale return and Capital Constraints, *National Natural Science Foundation of China*. CNY170,000 (Approx. \$ 25,084). (PI: Xueping Zhen.) Grant No. 71602115, 2017/01-2019/12.
12. Gangshu Cai (PI). Price Matching Negotiation in Competitive Channels. *Santa Clara University Competitive Research Grant (#DPROV175)*, \$5,000, 2015.
13. Gangshu Cai (PI). The Supply Chain Finance Role of 3PL's Procurement Service. *Course Release Initiative Grant (#DPROV183)*, Santa Clara University, \$2,000, 2015.
14. Gangshu Cai (Co-PI). The Impact of Payment Schemes on Supply Chain Management. (PI: Xiangfeng Chen.) *National Natural Science Foundation of China (NSFC#71472049)*, RMB620,000 (Approx. \$ 99,903), 2015-2018.
15. Gangshu Cai (Co-PI). Strategic Financing in Retailing with Presale. Beijing Foreign Studies University Grant#2015JT005, RMB430,000 (Approx. \$ 68,600), 2015-2018.
16. Gangshu Cai (Co-PI). Research on Product Warranty and Quality Disclosure in Supply Chains. (PI: Jihong Zhang.) *National Natural Science Foundation of China (NSFC#71371032)*, RMB580,000 (Approx. \$95,600), 2013-2017.
17. Gangshu Cai (Co-PI). Opaque sales and Coordinating Dual Channel. (PI: Zhang Rong.) *National Natural Science Foundation of China (NSFC#71301045)*, RMB190,000 (Approx. \$30,650), 2014-2016.
18. Gangshu Cai (PI). Vertical Information Sharing and Exchange in Competing Supply Chains. *Santa Clara University Competitive Research Grant*, \$5,000, 2014.
19. Gangshu Cai (PI). Procurement with Reverse Auction and Flexible Noncompetitive Contracts. *Leavey Research Grant*, \$4,000, 2014-2015.
20. Gangshu Cai (PI). Channel Selection and Competition in Supply Chain Financing. *National Natural Science Foundation of China (NSFC#71228202)*, RMB200,000 (Approx. \$31,470), 2013-2015.
21. Gangshu Cai (PI). On the Supply Chain Finance Role of 3PL's Procurement Service. *Leavey Research Grant*, \$4,000, 2013-2014.
22. Gangshu Cai (PI). A study on jointly pricing product and maintenance services and design of warranty. *The State Key Laboratory for Manufacturing Systems Engineering*, China, RMB100,000 (Approx. \$15,735), 2012-2014.
23. Gangshu Cai (Co-PI). Multichannel Analysis. (PI: Bin Liu.) *National Natural Science Foundation of China (NSFC#71171074)*, RMB420,000 (Approx. \$65,400), 2012-2015.
24. Gangshu Cai (Co-PI). Finance Equilibrium and Decisions in the Supply Chain with Capital Constraints. (PI: Xiangfeng Chen.) *National Natural Science Foundation of China (NSFC#71172039)*, RMB410,000 (Approx. \$63,900), 2012-2015.
25. Gangshu Cai (PI). Multichannel Supply Chain Management. Kansas State University FDA competitive grant, \$3,000, 2011.
26. Gangshu Cai (PI). In-Store Referral on the Internet. College of Business Administration Competitive Summer Research Grant, \$7,500, Kansas State University, 2011.
27. Gangshu Cai (PI). Market Expansion Effort in Asymmetric Channels. Kansas State University USRG competitive grant, \$1,750, 2010.
28. Gangshu Cai (Co-PI). Decisions Making of Trade Credit in Supply Chain with Budget Constraints. (PI: Xiangfeng Chen.) *National Natural Science Foundation of China (NSFC#70972046)*, RMB250,000 (Approx. \$36,700), 2010-2012.
29. Gangshu Cai (Co-PI). The Value of Trade Credit to Budget-Constrained Supply Chain. (PI: Xiangfeng Chen.) Shanghai Pujian Program, RMB100,000 (Approx. \$14,600), 2009-2011.

30. Gangshu Cai (PI). Manufacturer Internet Referral. Kansas State University USRG competitive grant, \$1,500, 2009.
31. Gangshu Cai (sole PI). Studies of Multichannel Opaque Service Enterprise. *National Science Foundation (NSF)* (CMMI-0927591; CMMI-1318157), \$225,000, 2009-2014.
32. Gangshu Cai (PI). The Impact of iPhone on the Wireless Market. Kansas State University USRG competitive grant, \$500, 2008.
33. Gangshu Cai (PI). Texas A&M International University competitive mini-grant, \$450, 2007.

## PUBLICATIONS AND RESEARCH PAPERS

Google Scholar Citation Counts: 4,300+, 27 h-index, 38 i10-index as of April 23, 2024. Multiple publications have earned “Highly Cited Paper” in Web of Science (Hi Top 1% based on the number of citations received in Economics & Business).

### Books

1. Gangshu (George) Cai. 2024. *Supply Chain Finance: Mechanisms, Risk Analytics, and Technology*. Palgrave Macmillan, New York. 518 pages. eBook ISBN 978-3-031-56125-2 & softcover ISBN 978-3-031-56124-5. <https://doi.org/10.1007/978-3-031-56125-2>.
2. Gangshu (George) Cai. 2025. *供应链金融: 机制原理、风险分析与技术创新 (in Chinese)*. China Machine Press. 469 pages. Forthcoming in March, 2025.

### Book Chapters

3. Tiantian Lin, Weihua Zhou and Gangshu (George) Cai (2020), “Guarantor Financing Selection Under Influence of Supply Chain Leadership and Economies of Scale,” *Foundations and Trends® in Technology, Information and Operations Management*: Vol. 14: No. 1–2, pp 23-43.
4. Gangshu Cai, Yue Dai, and Wenzhu Zhang. 2019. Multichannel Supply Chain Management with Marketing Mixes: A Survey. *Handbook of Research on Distribution Channels*, Edited by Charles A. Ingene, James R. Brown and Rajiv P. Dant, Northampton, MA: Edward Elgar Publishing. Pages 165-199.

### Refereed Journal Publications (\* indicates a journal in UT Dallas Top 24 Business Journals)

5. Jun Li, Wenjing Shen, Yi Liao, Gangshu Cai, and Xiangfeng Chen. 2024. The Fulfillment Service in Online Marketplaces. *European Journal of Operational Research*. Forthcoming.
6. Chu Zhang, Bin Liu, Gangshu Cai, and Tao Huang. 2024. When ignorance is bliss: The retailer’s intelligence hazard under information sharing and exchanging. *Transportation Research Part E*. Forthcoming.
7. Arcan Nalca and Gangshu Cai. 2023. Interaction Between Manufacturer's Wholesale Pricing and Retailers’ Price-Matching Guarantees. *Production and Operations Management*. Forthcoming. \*
8. Wenli Wang and Gangshu Cai. 2023. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance. *Management Science*. Forthcoming. Lead article. \*
9. Jin Li, Xiaodong Yang, Victor Shi, Gangshu Cai. 2023. Partial Centralization in a Durable-Good Supply Chain. *Production and Operations Management*. Forthcoming. \*
10. Wei Wang, Lipan Feng, Yongjian Li, Gangshu Cai, and Wubo Zhang. 2023. Managing Demand Slowdown: The Interplay Between Trade-ins and Quality Improvement. *Naval Research Logistics*. Forthcoming.
11. Yu Zhang, Min Huang, LinTian, Gangshu (George) Cai, Delong Jin. 2023. Manufacturer’s Product Line Selling Strategy and Add-on Policy in Product Sharing, *European Journal of Operational Research*, Forthcoming.
12. Zhen Xu, Fuping Pan Mengqi Sun, Jianjun Xu, Nuwayo Eric Munyaneza, Zacary L. Croft, Gangshu Cai, and Guoliang Liu. 2022. Cascade Degradation and Upcycling of Polystyrene Waste to High-Value Chemicals. *PNAS* (The Proceedings of the National Academy of Sciences, one of the top 3 journals in general science together with *Nature* and *Science*). 19(34) e2203346119.

13. Weixin Shang and Gangshu Cai. 2022. Implications of Price Matching in Supply Chain Negotiation. *Manufacturing & Service Operations Management*. 24(2), 1074-1090. Corresponding author. \*
14. Hong Guo, Xuying Zhao, Gangshu Cai, and Subhajyoti Bandyopadhyay. 2021. The Role of Expectation-Reality Discrepancy in Mobile Service Contracts. *Production and Operations Management*. 30(11), 4160-4175. \*
15. Xiangfeng Chen, Qihui Lu, and Gangshu Cai. 2020. Buyer Financing in Pull Supply Chains: Zero-Interest Early Payment or In-House Factoring? *Production and Operations Management*. 29(10), 2307-2325. Corresponding author. \*
16. Weihua Zhou, Tiantian Li, and Gangshu Cai. 2020. Guarantor Financing in a Four-party Supply Chain with Leadership Influence. *Production and Operations Management*. 29(9), 2035-2056. Corresponding author. Equal contribution: authors are listed in reverse alphabetical order. \*
17. Xiaodong Yang, Gangshu Cai, Charles Ingene, and Jihong Zhang. 2020. Manufacturer Strategy on Service Provision in Competitive Channels. *Production and Operations Management*. 29(1), 72-89. Corresponding author. \*
18. Yu Zhang, Min Huang, Lin Tian, Delong Jin, Gangshu Cai. 2021. Build or Join a Sharing Platform? The Choice of Manufacturer's Sharing Mode, *International Journal of Production Economics*. Volume 231.
19. Jianjun Xu, Shaoxiang Chen, and Gangshu Cai. 2019. Optimal Policy for Production Systems with Two Flexible Resources and Two Products. *IIE Transactions*. 52(2), 199-215.
20. Yingjue Zhou, Tieming Liu, and Gangshu Cai. 2019. Impact of In-store Promotion and Spillover Effect on Private Label Introduction. *Service Science*. 11(2).
21. Xueping Zhen, Gangshu Cai, Reo Song, and Sung Ha Jang. 2019. The Effects of Herding and Word of Mouth in a Two-Period Advertising Signaling Model. *European Journal of Operational Research*. 275(1), 361-373.
22. Xiangfeng Chen, Gangshu Cai, and Jeanette Song. 2019. The Cash Flow Advantages of 3PLs as Supply Chain Orchestrators. *Manufacturing & Service Operations Management*. 22(2), 154-171. Lead article. \*
23. Lei Yang, Gangshu Cai, and Jian Chen. 2018. Push, Pull, and Supply Chain Risk Attitude. *Production and Operations Management*. 27(8), 1534-1552. Corresponding author. \*
24. Shiming Deng, Chaocheng Gu, Gangshu Cai, and Yanhai Li. 2018. Financing Multiple Heterogeneous Suppliers in Assembly Systems. *Manufacturing & Service Operations Management*. 20(1), 53-69. 2020 iFORM SIG Best Paper Award Top 3 Finalist of the past three years' publications in MSOM. \*
25. Lan Wang, Gangshu Cai, Andy Tsay, and Asoo Vakharia. 2017. Design of the reverse channel for remanufacturing: Must profit-maximization harm the environment? *Production and Operations Management*. 26(8), 1585-1603. \*
26. Xiaodong Yang, Gangshu Cai, Ying-ju Chen, and Sunny Yang. 2017. Competitive Retailer Strategies for New Market Research, Entry and Positioning Decisions. *Journal of Retailing*. 93(2), 172-186. Corresponding author.
27. Xueping Zhen, Yongjian Li, Gangshu Cai, Dan Shi. 2016. Transportation Disruption Risk Management: Business Interruption Insurance and Backup Transportation, *Transportation Research Part E*. 90, 51-68.
28. Yongjian Li, Xueping Zhen, Xiangtong Qi, Gangshu Cai. 2016. Penalty and financing assistance between supply chain partners under a supply disruption. *Omega, The International Journal of Management Science*. 61, 167-181.
29. Reo Song, Sung Ha Jang, Gangshu Cai. 2016. Does advertising indicate product quality? Evidence from prelaunch and postlaunch advertising in the movie industry. *Marketing Letter*. 27(4), 791-804.



30. Sean X. Zhou, Zhijie Tao, Nianbing Zhang, and Gangshu Cai. 2015. Procurement with Reverse Auction and Ex Ante Flexible Noncompetitive Contracts. *Decision Sciences*. 47(3), 554–581. Corresponding author.
31. Hao Wu, Gangshu Cai, Jian Chen, and Chwen Sheu. 2015. Manufacturer Internet Referral with Heterogeneous Retailers. *Production and Operations Management*. 24(11), 1768–1782. \*
32. Bin Liu, Gangshu Cai, and Andy Tsay. 2014. Advertising in Asymmetric Competing Supply Chains. *Production and Operations Management*. 23(11), 1845-1858. \*
33. Gangshu Cai, Xiangfeng Chen, and Zhiguo Xiao. 2014. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. *Production and Operations Management*. 23(4), 583-598. Lead article. \*
34. Gangshu Cai, Ying-Ju Chen, Chi-Cheng Wu, and Lu Hsiao. 2013. Probabilistic Selling, Channel Structure, and Supplier Competition. *Decision Sciences*. 44(2), 267-296. Corresponding author.
35. Zhe George Zhang, Ilhyung Kim, Mark Springer, Gangshu Cai, and Yu Yugang. 2013. Dynamic Pooling of Make-to-Stock and Make-to-Order Operations. *International Journal of Production Economics*. 144(1), 44-56.
36. Wen-Chyuan Chiang, Gangshu Cai, Xiaojing Xu, and Xiangfeng Chen. 2013. Service Guarantee and the Optimal Payout Model. *International Journal of Production Economics*. 141(2), 519-528.
37. Bing Jing, Xiangfeng Chen, and Gangshu Cai. 2012. Equilibrium Financing in a Distribution Channel with Capital Constraint. *Production and Operations Management*. 21(6), 1090-1101. (Authors are listed in reverse alphabetical order.) \*
38. Gangshu Cai, Yue Dai, and Sean X. Zhou. 2012. Exclusive Channels and Revenue Sharing in a Complementary Goods Market. *Marketing Science*. 31(1), 172-187. Lead article. \*
39. Gangshu Cai, Ying-Ju Chen, and Xiting Gong. 2012. Design of Online Auctions: Proxy versus Non-Proxy Settings. *Decision Support Systems*. 52(2), 384-394. Corresponding author.
40. Chwen Sheu, Lee J. Krajewski, and Gangshu Cai. 2012. A Heuristic for Designing Manufacturing Focus Units with Resource Considerations. *International Journal of Production Research*. 50(6), 1608-1623. Corresponding author.
41. Gangshu Cai and Ying-Ju Chen. 2011. In-Store Referral on the Internet. *Journal of Retailing*. 87(4), 563-578.
42. Xiangfeng Chen and Gangshu Cai. 2011. Joint logistics and financial services by a 3PL firm. *European Journal of Operational Research*. 214(3), 579-587. Corresponding author.
43. Gangshu Cai, Wen-Chyuan Chiang, and Xiangfeng Chen. 2011. Game Theoretic Pricing and Ordering Decisions with Partial Lost Sales for Two-Stage Supply Chains. *International Journal of Production Economics*. 130(2), 175-185.
44. Gangshu Cai. 2010. Channel Selection and Coordination in Dual-Channel Supply Chains. *Journal of Retailing*, 86 (1) 22–36.
45. Michael Zhang, Peter Bell, Gangshu Cai, and Xiangfeng Chen. 2010. Optimal Fences and Joint Price and Inventory Decisions in Distinct Markets with Demand Leakage. *European Journal of Operational Research*, 204(3), 589-596.
46. Moutaz Khouja, Sungjune Park, and Gangshu Cai. 2010. Channel Selection and Pricing in the Presence of Retail-Captive Consumers. *International Journal of Production Economics*, 125(1), 84-95.
47. Gangshu Cai, Peter R. Wurman, and Xiting Gong. 2010. A Note on Discrete Bid First-Price Auction with General Value Distribution. *International Game Theory Review*, 12(1) 75–81.
48. Gangshu Cai, Xiuli Chao, and Jianbin Li. 2009. Optimal Reserve Prices in the Name-Your-Own-Price Auctions with Bidding and Channel Options. *Production and Operations Management*, 18 (6), 653-671. \*
49. Gangshu Cai and Ned Kock. 2009. An Evolutionary Game Theoretic Perspective on E-Collaboration: The Collaboration Effort and Media Relativeness. *European Journal of Operational Research*, 194(3), 821-833.

50. Gangshu Cai, Zhe George Zhang, and Michael Zhang. 2009. Game Theoretical Perspectives on Dual-Channel Supply Chain Competition with Price Discounts and Pricing Schemes. *International Journal of Production Economics*, 117(1), 80-96.
51. Gangshu Cai, Peter R. Wurman, and Xiuli Chao. 2007. The Non-Existence of Equilibrium in Sequential Auctions When Bids Are Revealed. *Journal of Electronic Commerce Research* 8(2), 141-156.
52. Gangshu Cai, Jie Zhong, and Peter R. Wurman. 2007. The Constraints of the Valuation Distribution for Solving a Class of Games by Using a Best Response Algorithm. *International Journal of Manufacturing Technology and Management* 12(4), 327-341.
53. Gangshu Cai and Peter R. Wurman. 2005. Monte Carlo Approximation in Incomplete-Information, Sequential-Auction Games. *Decision Support Systems* 39(2), 153-168.
54. Peter R. Wurman, Jie Zhong, and Gangshu Cai. 2004. Computing Price Trajectories in Combinatorial Auctions with Proxy Bidding. *Electronic Commerce Research and Applications* 3(4), 329-340.

**Refereed/Invited Conference Proceedings (acceptance rates are provided if available.)**

55. Mobed-Miremadi, M., & Shaghaghi, N., & Cai, G., & Asuri, P. (2021, July), WIP: Student Training in Data Analytics Approaches for Bioprocessing Through Co-Curricular Activities Paper presented at 2021 ASEE Virtual Annual Conference Content Access, Virtual Conference. 10.18260/1-2—38098
56. Wang, L., G. Cai, A. Tsay, and A.J. Vakharia, “Reverse Channel Design: Profitability vs Environmental Benefits,” in Sustainability in Logistics and Supply Chain Management (eds. W. Kersten, T. Blecker, and C.M. Ringle), *Proceedings of the Hamburg International Conference on Logistics (HICL)*, Hamburg, Germany, September 2015, pp. 153-181.
57. Wen-Chyuan Chiang, Gangshu Cai, Xiaojing Xu, Ganesh Mudunuri and Weihang Zhu. 2011. Hybrid Tabu - Particle Swarm Algorithms for the Facility Layout Problem with Size Constraints. *Proceeding of the 2011 IEEE Congress on Evolutionary Computation*.
58. Gangshu Cai and Xiuli Chao. 2011. Optimal Bidding and Pricing Strategies in a Multi-Channel Opaque Service Enterprise, *Proceedings of 2011 NSF Engineering Research and Innovation Conference*, Atlanta, Georgia.
59. Sean X. Zhou, Zhijie Tao, Nianbing Zhang, Gangshu Cai. 2008. Reverse Auction Procurement with Flexible Noncompetitive Contracts. *Proceeding of INFORMS/MSOM Conference*.
60. Gangshu Cai. 2004. Flexible Decision-Making in Sequential Auctions. In *Proceedings of the Nineteenth National Conference on Artificial Intelligence (AAAI 2004 Doctoral Consortium)*. (27% acceptance rate).
61. Peter R. Wurman, Gangshu Cai, Jie Zhong, and Ashish Sureka, 2003. An Algorithm for Computing the Outcome of Combinatorial Auctions with Proxy Bidding. *Fifth International Conference on Electronic Commerce (ICEC2003)*, Pittsburgh, Pennsylvania, USA, pages 1-8. (Best Paper Award)
62. Peter R. Wurman, Gangshu Cai, and Ashish Sureka, 2003. An Algorithm for Computing the Outcome of Combinatorial Auctions with Proxy Bidding. A poster version appeared in the ACM EC-03 conference. (19% acceptance rate)

**Encyclopedia**

63. Ned Kock and Gangshu Cai. 2007. A Web-Enabled Course Partnership. *Encyclopedia of Information Science and Technology (2nd Edition)*, Khosrowpour, M. (Ed), Idea Group Publishing, Hershey, PA, pp. W1-W6. [ISBN-13: 978-1-59140-553-5]

## Editorial

64. Jun Zhuang, Xiaolin Xu, and Gangshu (George) Cai. 2014. Discrete Dynamic Gaming Models in Supply Chain Management and Project Management, *Discrete Dynamics in Nature and Society*. Volume 2014, Article ID 960239, 2 pages. Invited Special-issue Editor.

## Patents

65. Peter R. Wurman, Gangshu Cai, Jie Zhong, and Ashish Sureka. 2004. Title of Invention: “A Proxy Algorithm for Combinatorial Auctions.” NCSU File Number 04-S03.

## Selected Working Papers

66. Lin Zhiping, Ruixia Shi, Di Xu, Gangshu Cai. Financing a Quality-uncertain Supplier under Procurement Decentralization. Under the second-round review at *Production and Operations Management*.
67. Qi Zhang, Jie Gao, Gangshu Cai. Strategic Joint Signaling via Warranty and Price under Competition. Under revision (Reject and Resubmit) to be resubmitted to *Production and Operations Management*.
68. Erbao Cao, Gangshu Cai. Incumbent’s Strategic Information Sharing in a Supply Chain with Competing Retailers. Under revision (Reject and Resubmit) to be resubmitted to *Production and Operations Management*.
69. Bin Yao, Xiangfeng Chen, Xun Xu, and Gangshu Cai. Blockchain-Enabled Digital Voucher Financing and Transfer in a Three-Level Supply Chain. Under revision (Reject and Resubmit) to be resubmitted to *Manufacturing & Service Operations Management*.
70. Kun Zhang, Yue Dai, and Gangshu Cai. Price-cut Commitment or not under Retailer Dominance. Under *Revise and Resubmit* to be resubmitted to *Journal of Retailing*.
71. Zhiqiao Wu, Xueping Zhen, Gangshu Cai, and Jiafu Tang. The Internal Decentralization Effects in Off-sourcing Procurement. Under *Revise and Resubmit* to be resubmitted to *Naval Research Logistics*.
72. Feng Lipan and Gangshu Cai. The Impact of P2P Resale Market on New-Product Sellers. Under revision.
73. Nina Yan, Tingting Tong, Gangshu Cai. Modelling Consumer Stickiness in Online Platform Pricing. Under review at *Journal of Management Information System*.
74. Jiguang Chen and Gangshu Cai. Price-cut Commitment and Retailer Dominance under Strategic Inventory. Under revision to be submitted to *Manufacturing & Service Operations Management*.
75. Gangshu Cai, Jianbin Li, Qifei Wang, and Stuart X. Zhu. Opaque Recycling. Under revision.
76. Qi Zhang, Wubo Zhang, and Gangshu Cai. The Impact of National Protection on Market and Technology Innovation. To be submitted to *Management Science*.
77. Wubo Zhang, Qi Zhang, and Gangshu Cai. The Effect of Operational Factors on the Commodity Future Market. To be submitted to *Journal of Finance*.

## Keynote Speeches

1. Supply Chain Finance Theory and Application, ISCOM Annual Meeting 2023, Shanghai, December 3, keynote speech.
2. Application of Blockchain in Supply Chain Finance, the 12th International Conference on Business Intelligence and Financial Engineering (Beijing), June 8-10, 2023, keynote speech.
3. Blockchain and Supply Chain Finance, the 17th International Conference on Service Systems and Service Management conference (Shenyang), November 27-29, 2022, keynote speech.
4. Logistics Supply Chain Financing, the Third China Distribution Summit Forum and the Second China Distribution Academic Forum, Dalian, November 25-27, 2022, keynote speech.
5. Guarantor Financing in Supply Chains, Online Internet Conference, Shenyang, December 2019, keynote speech.

6. Supply Chain Finance Applications and Innovations, CSUPOM 2019 The 31st Annual Conference, keynote speech.
7. Supply Chain Finance, Ma An Shang, Management Science Frontier Conference, September 14, 2019, keynote speech.
8. Supply Chain Finance Introduction, Beijing Behavioral Operations Management Conference, December 2019, keynote speech.

#### **Invited Seminars at Universities**

9. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Peking University, September 20, 2024.
10. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, South China University of Technology, June 25, 2024.
11. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Jinan University, June 24, 2024.
12. Blockchain and Supply Chain Finance: A Tutorial. Beijing Foreign Language University, June 27, 2024.
13. Supply Chain Finance Risk Mitigation and Regulation. Beijing University of Technology, June 26, 2024.
14. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Nanchang University, June 16, 2024.
15. Studies on Supply Chain Finance, Lehigh University, February 14, 2024.
16. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Xiamen University, September 11, 2023
17. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Zhejiang University of Finance and Economics, September 1st, 2023
18. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Zhejiang University, September 1st, 2023
19. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Nanjing University, June 15, 2023
20. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Southeastern University, June 15, 2023
21. Curtailing Bank Loan and Loan Insurance Under Risk Regulations in Supply Chain Finance, Tsinghua University, June 11, 2023
22. Risk flow in supply chain finance, Nanjing University, August 20, 2022
23. Platform Disruption, Shanghai Maritime University, September 30, 2021
24. Pros and Cons of Supply Chain Digitalization, Fudan Supply Chain Digitalization Workshop, September 2021, Shanghai, invited panelist.
25. Platform with competing new-product firms, Dalian Maritime University, September 16, 2021
26. Platform disruption with competing new-product firms, University of Science and Technology of China, July, 2021
27. Supply Chain Finance Tutorial, Peking University, July 2020
28. Introduction to Supply Chain Finance, Xiamen University, June 2020
29. Implications of Retailer Price Matching for Wholesale Price Discrimination. Lanzhou University, July, 2019.
30. Price Matching in Supply Chains, Syracuse University, January 22, 2019.
31. How to be a NICE researcher, Beijing University of Technology, September 14, 2018.
32. Value of Insurance in a Capital-Constrained Supply Chain. Nankai University, July 19, 2018.
33. Banning Discriminatory Wholesale Pricing When Retailers Can Price Match? Dalian University of Technology, June 15, 2018.
34. Value of Insurance in a Capital-Constrained Supply Chain. Beijing Foreign Language University, July, 2018.

35. Value of Insurance in a Capital-Constrained Supply Chain. Lanzhou University, July, 2018.
36. Value of Insurance in a Capital-Constrained Supply Chain. Fudan University, June, 2018.
37. The Cash Flow Advantages of 3PLs as Supply Chain Orchestrators, University of Oklahoma, March 26, 2018.
38. Guarantor Financing in a Four-party Supply Chain with Leadership Influence, Lanzhou University, July 10, 2017.
39. The Cash Flow Advantages of 3PLs as Supply Chain Orchestrators, Nanjing University, July 7, 2017.
40. Guarantor Financing in a Four-party Supply Chain with Leadership Influence, Southeastern University, July 7, 2017.
41. The Cash Flow Advantages of Supply Chain Orchestrators, Queen's University, Canada, March 24, 2017.
42. How to be a nice researcher, Beijing Foreign Studies University, September 14, 2016.
43. Smart Selfishness, Dongbei University of Finance and Economics, September 5, 2016.
44. Online Manufacturer Referral to Heterogeneous Retailers, Beijing University of Science and Technology, September 10, 2016.
45. Online Manufacturer Referral to Heterogeneous Retailers, Dalian University of Technology, September 2, 2016.
46. How to be a nice researcher, Dongbei University of Finance and Economics, July 9, 2016.
47. How to be a nice researcher, Dongbei University, July 5, 2016.
48. Online Manufacturer Referral to Heterogeneous Retailers, Southwest University of Finance and Economics, June 22, 2016.
49. The Cash Flow Advantages of Supply Chain Orchestrators. University of Florida, February 26, 2016.
50. How to be a Nice Researcher, Dongbei University of Finance and Economics, September 9, 2015.
51. Online Manufacturer Referral to Heterogeneous Retailers, Beijing Foreign Study University, July 15, 2015.
52. Game Theoretic Research Methodology, Xiamen University, July 6-8, 2015.
53. Multichannel Supply Chain Management with Marketing Mixes, Taiwan Jiaotong University, June 28, 2015.
54. The Supply Chain Finance Role of 3PL's Procurement Service, Shanghai Jiaotong University, June 24, 2015.
55. The Supply Chain Finance Role of 3PL's Procurement Service, University of Science and Technology of China, June 21, 2015.
56. Online Manufacturer Referral to Heterogeneous Retailers, Shanghai Maritime University, June 18, 2015.
57. Introduction to Game and Auction Theories, Dongbei University of Finance and Economics, June 15, 2015.
58. The Supply Chain Finance Role of 3PL's Procurement Service, Washington University at St. Louis, May 3, 2015.
59. Pricing Matching Negotiation in Competing Channels, University of California at Irvine, 2015, January, 2015.
60. Issues on Multi-channel Supply Chain Management, Xiamen University, July 3-4, 2014.
61. Supply Chain Finance Seminars, Zhejiang University, Shanghai Maritime University, Beijing Foreign Study University, June-July, 2014.
62. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. Tsinghua University, June 19, 2013.
63. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. Peking University, June 20, 2013.
64. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. Beijing Foreign Studies University, June 24, 2013.

65. Exclusive Channel and Revenue Sharing in a Complementary Goods Market. Nankai University, 2013 June 28.
66. How to Find a Research Problem. Henan Agricultural University, 2013 June 30.
67. Exclusive Channel and Revenue Sharing in a Complementary Goods Market. Xiamen University, 2013 July, 8.
68. Price Matching Negotiations versus Simultaneous Negotiation. East China University of Science and Technology, 2012 July 4.
69. Exclusive Channel and Revenue Sharing in a Complementary Goods Market. Xi'an Jiaotong University, 2012 July 1.
70. Exclusive Channel and Revenue Sharing in a Complementary Goods Market. Peking University, 2012 June 27.
71. Exclusive Channel and Revenue Sharing, University of Missouri at Kansa City, May, 2012.
72. Equilibrium Financing. University of Waterloo, January 2012.
73. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. Department of Industrial and Manufacturing Systems Engineering, Kansas State University, November, 2011.
74. Equilibrium Financing in a Distribution Channel with Capital Constraint. University of Kansas. 2011.
75. My Research and the iPhone Introduction. Department of Industrial and Manufacturing Systems Engineering, Kansas State University, February 3, 2010.
76. The iPhone Introduction. Invited talk at the OM Club of College of Business Administration, Kansas State University, March 2, 2010.
77. Price Matching Negotiations versus Simultaneous Negotiation. Beijing Foreign Studies University, 2012 June 20.
78. Exclusive Channel: The iPhone Introduction. Beijing Foreign Studies University 2008.
79. Exclusive Channel: The iPhone Introduction. Fudan University, June 2008.
80. Channel Coordination in Dual-Channel Supply Chains. China Academy of Science, June 2007.
81. Channel Coordination in Dual-Channel Supply Chains. Drexel University, January 2007.
82. Is It Always Optimal to Bid at the Last Minute? University of North Carolina at Charlotte, January 2006.

#### **Invited/Contributed Conference Presentations**

83. Implications of Retailer Price Matching for Wholesale Price Discrimination. Shanghai Supply Chain Management Workshop, June 2018.
84. Guarantor Financing in a Four-party Supply Chain with Leadership Influence, October, INFORMS, 2017, Houston. (Invited)
85. The Internal Decentralization Effects in Off-sourcing Procurement, October, INFORMS, 2017, Houston. (Invited)
86. The Cash Flow Advantages of Supply Chain Orchestrators. Supply Chain and Internet Finance (SCIF), June 18, 2016. (Invited)
87. Online Manufacturer Referral to Heterogeneous Retailers, November 1, 2015, Philadelphia, INFORMS 2015. (Invited)
88. Using OM Methodology for OM Teaching, National MBA OM Teaching Conference, July 17, 2015. (Invited)
89. Price Matching Negotiation in Competing Channels, International Workshop on Supply Chain Management, Shanghai, June 20, 2015. (Invited)
90. On the Supply Chain Finance Role of 3PL's Procurement Service, INFORMS 2014 San Francisco. (Invited)
91. On the Supply Chain Finance Role of 3PL's Procurement Service. POMS Atlanta 2014. (Invited)
92. Orchestrating Procurement Service in Third-Party Logistics, Informs 2013 Minneapolis. (Invited)
93. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence, INFORMS 2013 Minneapolis. (Invited)

94. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. POMS Denver, 2013. *(Invited)*
95. Advertising in Competing Supply Chains: Who Should Perform It? Who Should Pay? POMS Denver, 2013. *(Invited)*
96. Price Matching Negotiations versus Simultaneous Negotiation. INFORMS Phoenix, 2012. *(Invited)*
97. Wenjing Shen and Gangshu Cai. Impact of Promotions on Location-based Services: Evidence from Foursquare, INFORMS Phoenix, 2012.
98. Price Matching Negotiations versus Simultaneous Negotiation. INFORMS Beijing, 2012. *(Invited)*
99. Advertising in competing supply chains: Who should perform it and who should pay? INFORMS Beijing, 2012. *(Invited)*
100. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. INFORMS Beijing, 2012. *(Invited)*
101. The Roles of Bank and Trade Credits: Theoretical Analysis and Empirical Evidence. POM Chicago, 2012. *(Invited)*
102. Price Matching Negotiations versus Simultaneous Negotiation. POM Chicago, 2012. *(Invited)*
103. Gangshu Cai, Bin Liu, and Zhijiang Pei. 2011. Efficacy of Advertising Structures and Cost Sharing Formats in a Competing Channel. 32nd INFORMS Marketing Science Conference, Houston, TX.
104. Gangshu Cai. 2011. Multi-Channel Opaque Service Enterprise, NSF CMMI Engineering Research and Innovation Conference, Atlanta, Georgia. Poster.
105. Bin Liu and Gangshu Cai. Market Expansion Effort in a Dual Exclusive Channel. INFORMS 2010, Austin, November. *(Invited)*
106. Gangshu Cai, Yue Dai, and Sean Zhou. Exclusive Channel and Revenue Sharing: The iPhone Introduction. POMS 2010 Vancouver. *(Invited)*
107. Sean X. Zhou, Zhijie Tao, Nianbing Zhang, Gangshu Cai. Reverse Auction Procurement with Flexible Noncompetitive Contracts. INFORMS 2009, San Diego. *(Invited)*
108. Gangshu Cai, Ilhyung Kim, Yu Yugang, and Zhe George Zhang. Capacity Allocation Between Make-to-stock and Make-to-order operations. INFORMS 2009, San Diego.
109. Zhe George Zhang, Gangshu Cai, Ilhyung Kim, Modeling Make-to-Stock and Make-to-Order Systems with Multi-Server Queues. INFORMS 2008 Washington DC.
110. Xiangfeng Chen and Gangshu Cai, Value of 3PL to the budget-constrained supply chain, The Fifth Mini-conference on Integrated Risk Management, Singapore 2008.
111. Sean X. Zhou, Zhijie Tao, Nianbing Zhang, Gangshu Cai. Reverse Auction Procurement with Flexible Noncompetitive Contracts. MSOM 2008.
112. Gangshu Cai. Exclusive Channel: The iPhone Introduction. INFORMS 2008 Washington DC.
113. Sean X. Zhou, Zhijie Tao, Nianbing Zhang, Gangshu Cai. Reverse Auction Procurement with Flexible Noncompetitive Contracts. INFORMS 2008 Washington DC.
114. Sean X. Zhou, Zhijie Tao, Nianbing Zhang, Gangshu Cai. Reverse Auction Procurement with Flexible Noncompetitive Contracts. OCSAMSE Shanghai 08.
115. Gangshu Cai. Channel Selection and Coordination in a Dual-Channel Supply Chain. INFORMS 2007 Seattle.
116. Gangshu Cai and Xiuli Chao. Optimal Reserve Prices in the Name-Your-Own-Price Channel of a Dual-Channel Market. DSI 2007 Phoenix.
117. Gangshu Cai, Wen-Chyuan Chiang, Xiaojing Xu, Jason C.H. Chen. Service Guarantee Level and Economic Payout Optimization. 17th ACME Annual Meeting 2007.
118. Gangshu Cai. Last-Minute Bidding in Online Auctions with Proxy and Non-Proxy Settings. DSI 2006 San Antonio.

119. Gangshu Cai, Wen-Chyuan Chiang and Xiaojing Xu. Service Guarantee and the Optimal Payout Model. DSI 2006 San Antonio.
120. Gangshu Cai, Moutaz Khouja, and Sungjune Park. How Should A Supplier Price Dynamically and Leverage Its Marketing Effort When Entering A Direct Market? INFORMS 2006 Pittsburgh.
121. Gangshu Cai. Is It Always Optimal to Bid at the Last Minute? INFORMS 2005 San Francisco.
122. Gangshu Cai, Peter R. Wurman, and Xiuli Chao. Non-Existence of Equilibrium in a Model of Sequential Auctions. INFORMS 2004 Denver.
123. Gangshu Cai. Flexible Decision-Making in Sequential Auctions. American Association of Artificial Intelligence (AAAI) 2004 Doctoral Consortium.

### **Dissertation and Thesis**

1. Ph.D. Dissertation: *Flexible Decision-Making in Sequential Auctions*. North Carolina State University. Advisor: Dr. Peter Wurman.
2. M.S. Thesis: *The Multivariate Statistical Analysis of Regional Differences in China's Real Estate Market*. Peking University. Advisor: Professor Jianguying Hu

## **TEACHING**

### **Teaching Performance and Awards**

1. *The Brutocao Award for Curriculum Innovation*, Santa Clara University, recognizes faculty who have improved the quality of education at Santa Clara University through significant innovations in pedagogy or curriculum development, one per university per year, 2019.
2. The sole winner of the *2018 Wickham Skinner Award for Teaching Innovation of the Production & Operations Management Society* (POMS). POMS is the premier international professional society for the study and practice of Operations Management, with more than 2,500 members in 50 countries.
3. Weighted average teaching evaluation scores have been consistently well over 4.5 (out of 5) in the past twelve years.
4. *Leavey Impact Award for Teaching*, 2015, the highest teaching award in Leavey School of Business, at most one such award is given schoolwide each year for contributions over the preceding five years.
5. *Dean's Award for Teaching Excellence/Outstanding Teaching*, SCU, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022.
6. *Ralph Reitz Outstanding Teaching Award*, the highest student-nominated teaching award in the College of Business Administration, Kansas State University, 2011.

### **Courses Taught**

**Graduates:** Supply Chain Finance (in preparation), Big Data Analytics, Descriptive Analytics and Statistics, Business Analytics, Analytical Decision-making, Operations Management, Decision Making & Analysis II, Computer Based Decision Models, Supply Chain Management, Supply Chain Planning and Control, Procurement, Logistics and Global Supply Chain Management, Research Methodology (Ph.D.)

**Undergraduates:** Quantitative Management, Management Science, Electronic Commerce, Business Statistics, Quantitative Methods, Introduction to Management Information Systems, Management Information Systems, Business Research Methodology

## **SERVICE ACTIVITIES**

### **Service Awards**

1. *Outstanding Service as Chair, Leaders in Practice*, Production & Operations Management Society, 2023



2. *Leavey Impact Award for Service*, Leavey School of Business, Santa Clara University, 2016 (at most one such award is given schoolwide each year).
3. *Outstanding Associate Editor Award*, *Decision Sciences Journal*, 2016.
4. *Dean's Award for Service Excellence/Outstanding Service*, Leavey School of Business, Santa Clara University, 2014-2015, 2015-2016, 2016-2017, 2018-2019, 2019-2020, 2020-2021
5. *Best ISCOM Conference Organization Award*, ISCOM2019, ISCOM2021, ISCOM2022, ISCOM2023

### **Visiting/Post-Doctoral Scholars/Students Supervised**

1. Wubo Zhang, 2021, September – present
2. Xue Duan, 2023, September – present
3. Qi Zhang, 2023, September – present
4. Lizhi Xing 2024, February – 2024, August
5. Zhaotong Wang, 2024, January – 2025, January
6. Jun Chu, 2023, October – 2024, October
7. Xueqin Hu, 2023, September – 2024, September
8. Shuangshuang Xu, 2023, September – 2024, September
9. Lipan Feng, 2020, September – 2022, September (current position, South China University of Technology)
10. Zhiping Lin, 2020, September – 2022, September (current position, Nanchang University)
11. Wenbo Teng, 2018, September – 2019, September, (current position, Dongbei University of Finance and Economics, Associate Professor)
12. Tao Li, 2018, September – 2019, September, (current position, Shanghai Maritime University, doctoral student)
13. Shenghao Zhang, 2017, September – 2018, January, (current position, Xi'An Jiaotong University, Associate Professor)
14. Wenli Wang, 2017, September – 2018, September, (current position, Taiyuan University of Technology, Associate Professor)
15. Qi Zhang, Ph.D. Candidate, 2017, September – 2018, September, Xi'An Jiaotong University
16. Tiantian Lin, Ph.D. Candidate, 2016, September – 2017, September, Zhejiang University
17. Xinhao Xu, Ph.D. Candidate, 2016, September – 2017, September, Fudan University
18. Zhiqiao Wu, September 2016 – 2017 February, (current position, Dongbei University of Finance and Economics, Professor)
19. Chu Zhang, Ph.D. Candidate, 2014, September – 2015, September, Peking University
20. Dr. Yongjian Li, 2015, January – March, (current position: Nankai University, Professor)
21. Xueping Zhen, Ph.D. Candidate, 2013, September – 2014, September, Nankai University (current position: Shanghai Maritime University, Assistant Professor)
22. Dr. Lei Yang, 2012, September—2013, August (current position: South China University of Technology, Professor)
23. Dr. Jie Gao, 2012, September—2013, August (current position: Xi'An JiaoTong University, Professor)
24. Dr. Bin Liu, 2010, January – 2011, August (current position: Shanghai Maritime University, Professor, Dean, School of Economics & Management)
25. Dr. Xiangfeng Chen, 2010, June – October (current position: Fudan University, Professor)
26. Dr. Xiaodong Yang, 2010, October – 2011, August (current position: New York University at Shanghai, Assistant Professor)

### **Chair/President of International Conferences/Workshops**

1. President, Annual Meeting of Institute of Supply Chain and Operations Management (ISCOM), December 1 – December 4, 2023, Shanghai (about 1,000 onsite attendees)

2. President, Annual Meeting of Institute of Supply Chain and Operations Management (ISCOM), December 9 – December 12, 2022, Changsha (about 3,200 online attendees)
3. President, Annual Meeting of Institute of Supply Chain and Operations Management (ISCOM), November 27 – 28, 2021, Online co-hosted by Zhejiang University (about 2,000 online attendees)
4. Founder and Chair of ISCOM Teaching Video Competition, with 136 competitors from 37 universities, 2020-2021
5. President, Annual Meeting of Institute of Supply Chain and Operations Management (ISCOM), July 23 – July 25, 2019, Dalian
6. Chair, International Conference on Supply Chain and Internet Finance (SCIF), July 22 – July 23, 2018, Dalian
  - a. Invited keynote speakers
  - b. Organized the workshop and led discussion
  - c. Hosted speakers
7. Chair, International Workshop on Supply Chain Management (WISCM), June 23 – June 25, 2018, Shanghai
  - a. Invited keynote speakers
  - b. Organized the workshop and led discussion
  - c. Hosted speakers
8. Chair, International Conference on Supply Chain and Internet Finance (SCIF), June 18 – June 19, 2017, Dalian
9. Chair, International Workshop on Supply Chain Management (WISCM), June 24 – June 25, 2017, Shanghai
10. Chair, International Conference on Supply Chain and Internet Finance (SCIF), June 18 – June 19, 2016, Dalian
11. Chair, International Workshop on Supply Chain Management (WISCM), June 24 – June 25, 2016, Shanghai
12. Chair, International Workshop on Supply Chain Management (WISCM), June 19 – June 20, 2015, Shanghai
13. Chair, International Workshop on Supply Chain Management (WISCM), June 20 – June 21, 2014, Shanghai

#### **External Committees and Other Conference Leadership Roles**

- INFORMS Mentor, 2024-present
- Teaching Panelist, POMS 2024 for Emerging Scholars
- Session Chair in Supply Chain Management at POMS 2024 (three sessions)
- Session Chair in Supply Chain Management at INFORMS 2023
- POMS 2023 Wickham Skinner Teaching Innovation Award Evaluation Committee Member, 2023
- POMS 2023 Program Committee, Industry Practices Panels Chair. Orlando, May 21-25, 2023
- International Program Committee (IPC), 2022 POMS International Conference in China, Xi'an city, China, June 24-27, 2022
- Track Chair of Business Analytics, DSI Annual Meeting, San Francisco, 2020, November
- Steering Committee Member, POMS China, Xi'An, 2020 June 19-22
- Session Chair in POMS Annual Meeting 2020, April 22-26
- International Program Committee, POMS China 2019, Tianjin, China, 2019
- Session Chair in INFORMS Annual Meeting 2019, November
- 2019 INFORMS Conference on Service Science in Nanjing, June 26-29, 2019, Program Committee member
- Session Chair in Supply Chain Finance at POMS 2019
- Session Chair in Supply Chain Finance at POMS 2018

- Editor Panel Moderator, The 14th International Conference on Service Systems and Service Management, Dalian, China, June 17, 2017
- Scientific Committee for Special Session on Supply Chain Management and Finance at the 24th International Conference on Production Research (30 July–3 August 2017, Poznań, Poland)
- Session Chair in Service Science at the INFORMS Annual Meeting 2016
- Session Chair in Retail Supply Chain and OM Marketing Interface at POMS 2016
- Panel Moderator, Supply Chain Director Conference 2015 at Santa Clara
- Session Chair in Marketing and OM Interface at the INFORMS Annual Meeting 2015
- Session Chair for Sessions of Marketing and OM Interface and Retail OM at POMS Annual Meeting at Washington DC 2015
- Conference Academic Steering Committee for the 2014 China Marketing International Conference, July 11 – July 14, Wuhan, Hubei, China
- Technical Program Committee, 2011 WASE International Conference on Information Engineering, Xi'An China, 13-14 August 2011
- Session chair for Advertising Strategy at INFORMS Marketing Science Conference 2011
- Session chair for Forecasting and Lead Time at *DSI* 2006
- Session chair for E-Business Auctions and Contracts at INFORMS 2004

### **Internal Committees/Advisory Boards**

- Department Chair/Co-Chair, Department of IS and Analytics, 2020-2026
- Business Analytics Undergraduate Major Task Force, Chair, Leavey School of Business, 2022-present
- Department Tenure-Track Recruiting Committee Chair (co-chair), 2022 Fall
- Department Tenure-Track Recruiting Committee Chair (co-chair), 2021 Fall
- Department Lecturer Recruiting Committee Chair (co-chair), 2021 Fall
- Department Tenure-Track Recruiting Committee Co-Chair, 2021 Fall-Winter
- University Faculty Judicial Board Member (elected), 2020 – 2023, SCU
- University Tenure Petition Session (invited by Associate Provost), 2019, 2021
- Marketing Departmental Recruiting Committee, Marketing Dept. 2020-2021, SCU
- Business School Rank and Tenure Committee, Chair, 2018-2020, Leavey School of Business, SCU
- Departmental Lecture Evaluation Committee, 2020 Winter, SCU
- Marketing Departmental Recruiting Committee, Marketing Dept. 2019-2020, SCU
- Business Analytics Major Task Force, Chair, 2019, fall--, SCU
- Marketing Departmental Recruiting Committee, Marketing Dept. 2018, SCU
- Business School Rank and Tenure Committee, 2017--2020, SCU
- Business Analytics Minor Curriculum Syllabus Design Committee, Chair, 2018, SCU
- Departmental lecturer reappointment review committee, SCU, 2018
- Departmental tenure review committee, SCU, 2018
- Business Analytics Minor Task Force, Chair, 2017, SCU
  - Collected student feedback and data from peer universities and industry.
  - Led in writing the entire proposal.
  - Proposed to the Department, ULT, Dean, University Academic Affair Committee, and other related people a launch of the minor.
- OMIS Tenure Evaluation Committee, 2016, SCU
- LSB Strategic Planning Committee, Leavey School of Business, 2016 Winter-Spring, SCU
- Senior Assistant Dean Search Committee, Leavey School of Business, 2015, SCU
- Business School Teaching Evaluation Task Force (Co-chair), 2015, SCU
  - Together with another co-chair, designed the criteria for evaluating new SET scores, initiated meetings with committee members and faculty at large, and presented recommendations to the Executive Committee.

- Faculty Director of Graduate Business Programs, MBA and MS programs, 2014 – 2016, SCU
- The Graduate Policy Committee (GPC, Chair), 2014 – 2016, SCU
  - Set curriculum policy for all aspects of the graduate business programs, including the articulation of learning goals and the procedures for the assurance of learning.
  - Reviewed, provided feedback, and eventually approved new graduate programs, new curricula, and new courses.
  - Served as the standing assessment body for continuous improvement on core curriculum.
- Business School Rank and Tenure Committee, 2015--2016, SCU
- MBA student Independent Study, 2015, SCU
- Course Coordinator for OMIS 3352, 2013-present, SCU
- Summer 2015 MSF Admissions Committee, 2015, SCU
- OMIS Mid-Tenure Evaluation Committee, 2015, SCU
- Leavey Seminar Series Committee, 2013, SCU
- Operations Management Group Coordinator, 2012, KSU
- College Research Committee, 2011-2012, KSU
- College Recognition/Awards Committee, 2011-2012, KSU
- Department Promotion & Tenure Policy Committee, 2011, KSU
- Department Business Strategy Assistant Professor Search Committee, 2011, KSU
- Post-Doctoral Scholars Search Committees (Committee Chair), 2009, 2010, KSU
- Search Committee of the Interim Head of Department of Management, 2010, KSU
- Search Committee of the Interim Head of Department of Management, 2009, KSU
- K-State Badminton Club Faculty Advisor, 2007, KSU
- University IT Advisory Committee, 2006-2007, TAMIU
- University Life Award Committee, 2006-2007, TAMIU
- Division Curriculum Committee, 2006-2007, TAMIU
- Department Personnel Committee (2005-2006, TAMIU)
- Department Instructor Search Committee (2005-2006, TAMIU)

#### **Academic/Professional Memberships**

- INFORMS, POMS, DSI, AAAI, ACM

#### **Ad Hoc Grant Review Panelist**

- NSF Review Panel
- NSF-China Review Panel
- Been invited more than ten times as a review panelist, including research grants for Distinguished Youth Scholars, Excellent Youth Scholars, Key Program, Major Program, The Innovative Research Group Project, Joint Research Fund for Overseas Chinese, Hong Kong and Macao Young Scholars, and Science Center.

**Ad Hoc Reviewer** (*more than 200 reviews, average more than 10 per year in recent years*)

Grant Agencies: *NSERC-Canada, Research Grants Council – Hong Kong*

Journals: *Production and Operations Management, Marketing Science, Management Science, Operations Research, Manufacturing and Service Operations Management, Journal of Marketing Research, Journal of Retailing, Decision Sciences, Naval Research Logistics, IIE Transactions, ACM Transactions, IEEE Transactions, European Journal of Operational Research, Decision Support Systems, Information Systems Research*

#### **OTHER LEADERSHIP ACTIVITIES**

1. Founding President of Badminton Club, North Carolina State University (NCSU), 2002-2003

- Successfully fundraised \$4,800 during the inaugural year, enabling the provision of six free weekly badminton courts and complimentary shuttles for club members.
- 2. Graduate Student Minister of PE Department, Peking University, 1997-1998
  - Orchestrated and chaired three university-wide graduate student tournaments in basketball, football, and volleyball.
- 3. President of Young Inventors Association, Peking University, 1993-1994
  - Expanded a fledgling 10-member association to boast over 100 members, and secured sponsorships from two corporate entities.
  - Spearheaded a collaborative effort involving seven student associations to launch the inaugural student-led Festival of Technology and Culture at Peking University.

## REFERENCES

- Xiuli Chao*                      Ralph L. Disney Professor, Department of IOE, University of Michigan, Ann Arbor, MI 48109, Tel: 734.615.8888, Email: xchao@umich.edu
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- Burak Kazaz*                      The Steven R. Becker Professor, Martin J. Whitman School of Management, Syracuse University, 721 University Avenue, Syracuse, New York 13244. Tel: 315.443.7381, Email: bkazaz@syr.edu
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