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EXPERIENCE

- 2011-Present **Associate Professor**, Department of Supply Chain Management and Marketing Sciences, Rutgers, The State University of New Jersey, Newark, New Jersey.
- 2008-Present **co-Director**, Undergraduate Program in Supply Chain and Marketing Science, Rutgers, The State University of New Jersey, New Brunswick, New Jersey.
- 2008-2011 **Assistant Professor**, Department of Supply Chain Management and Marketing Sciences, Rutgers, The State University of New Jersey, Newark, New Jersey.
- 2005-2008 **Assistant Professor**, Department of Management Science and Information System, Rutgers, The State University of New Jersey, Newark, New Jersey.

EDUATION

- 2001-2005 **Northwestern University**
Ph.D. in Industrial Engineering and Management Sciences
Dissertation, "Strategic Product Line Selection and Pricing" (Advisor: Wallace Hopp)
- 1999-2001 **Michigan State University**
M.S. in Statistics
- 1993-1999 **Tsinghua University**
B.S. and M.S. in Applied Mathematics

AWARDS AND HONORS

- 2010 **Junior Faculty Research Excellence Award**, Rutgers Business School
- 2010 **Management Science Meritorious Service Award**
- 2001-2005 **Walter P. Murphy, Royal E. Cabell, and Henderson Dissertation Year Fellowships**, Northwestern University

2002 **Arthur P. Hurter Outstanding Academic Excellence Award**,
Department of Industrial Engineering and Management Sciences,
Northwestern University

GRANTS

2010-2013 **National Science Foundation Grant CMMI-MES 1030196**,
“Collaborative Research: Optimal Sampling Plans in Supply Chains with
Endogenous Product Quality” (\$96,954, PI)

2006-2009 **Research Resources Committee Grants**, Rutgers Business School

RESEARCH INTERESTS

OM-Marketing-Finance Interface; Price Theory; Supply Chain Management

SELECTED JOURNAL ARTICLES

X. Xu, “Optimal Price and Product Quality Decisions in a Distribution Channel,”
Management Science Vol. 55 (8), 2009, 1347-1352.

X. Xu, W.J. Hopp, “Note: Price Trends in a Dynamic Pricing Model with Heterogeneous
Customers: A Martingale Perspective,” **Operations Research** Vol. 57(5), 2009, 1298-
1302.

W.J. Hopp, X. Xu, “A Static Approximation for Dynamic Demand Substitution with
Applications in a Competitive Market,” **Operations Research** Vol. 56 (3), 2008, 630-
645.

X. Xu, W.J. Hopp, “A Monopolistic and Oligopolistic Stochastic Flow Revenue
Management Model,” **Operations Research** Vol. 54 (6), 2006, 1098-1109.

PROFESSIONAL ACTIVITIES AND SERVICE

NSF Panel Reviewer, 2010

Judge, M&SOM Student Paper Competition, 2006-2011