XINXIN LI

School of Business, University of Connecticut 2100A Hillside Road U1041, Storrs, CT 06269-1041

Email: xinxin.li@uconn.edu

EMPLOYMENT

Treibick Family Chair School of Business, University of Connecticut, 2022 -

Professor Operations and Information Management, 2020 -

School of Business, University of Connecticut

Academic Director MS in Business Analytics and Project Management, 2019 -

School of Business, University of Connecticut

Associate Professor Operations and Information Management, 2013 - 2020

School of Business, University of Connecticut

Assistant Professor Operations and Information Management, 2005 - 2013

School of Business, University of Connecticut

EDUCATION

Ph.D. Operations and Information Management, 2005 The Wharton School, University of Pennsylvania

B.E. Management Information Systems, 2000
The School of Economics and Management, Tsinghua University

RESEARCH

Research Interests

Online Word of Mouth; Social Media; Digital Platforms; Economics of Information Systems; Information Systems and Marketing; Pricing and Competitive Strategies

Refereed Journal Publications

- [1]. Jane Gu and Xinxin Li, "Social Sharing, Public Perception, and Brand Competition in a Horizontally Differentiated Market," Forthcoming at *Information Systems Research*
- [2]. Hongfei Li, Jing Peng, Xinxin Li and Jan Stallaert, "When More Can Be Less: The Effect of Addon Insurance on the Consumption of Professional Services," Forthcoming at *Information Systems Research*
- [3]. Feng Zhu, Xinxin Li, Ehsan Valavi and Marco Iansiti, "Network Interconnectivity and Entry into Platform Markets," *Information Systems Research*, 32(3), 2021, pp.1009-1024.
- [4]. Sulin Ba, Yuan Jin, Xinxin Li and Xianghua Lu, "One Size Fits All? The Differential Impact of Online Reviews and Coupons," *Production and Operations Management*, 29(10), 2020, pp.2403-2424.
- [5]. Roch Guerin, Kartik Hosanagar, Xinxin Li and Soumya Sen, "Shared or Dedicated Infrastructures? On the Impact of Reprovisioning Ability," *MIS Quarterly*, 43(4), 2019, pp.1059-1079.
- [6]. Brian Lee and Xinxin Li, "The Impact of Online Word of Mouth on Channel Disintermediation for Information Goods," *Journal of Management Information Systems*, 35(3), 2018, pp.964-993.
- [7]. Brian Lee, Sulin Ba, Xinxin Li and Jan Stallaert, "Salience Bias in Crowdsourcing Contests," *Information Systems Research*, 29(2), 2018, pp.401-418.

- [8]. Bin Li, Xinxin Li, and Hongju Liu, "Consumer Preferences, Cannibalization and Competition: Evidence from the Personal Computer Industry," *MIS Quarterly*, 42(2), 2018, pp.661-678.
- [9]. Xinxin Li, "Revealing or Non-Revealing: The Impact of Review Disclosure Policy on Firm Profitability," *MIS Quarterly*, 41(4), 2017, pp.1335-1345.
- [10]. Yuxin Chen, Xinxin Li, and Monic Sun, "Competitive Mobile Geo Targeting," *Marketing Science*, 36(5), 2017, pp.666-682.
- [11]. Harpreet Singh, David Kryscynski, Xinxin Li, and Ram Gopal, "Pipes, Pools and Filters: How Collaboration Networks Affect Innovative Performance," *Strategic Management Journal*, 37(8), 2016, pp.1649-1666.
- [12]. Xinxin Li, Bin Gu and Hongju Liu, "Price Dispersion and Loss Leader Pricing: Evidence from the Online Book Industry," *Management Science*, 59(6), 2013, pp.1290-1308.
- [13]. Yuxin Chen and Xinxin Li, "Group Buying Commitment and Sellers' Competitive Advantages," *Journal of Economics & Management Strategy*, 22(1), 2013, pp. 215-241.
- [14]. Xinxin Li and Yuxin Chen, "Corporate IT Standardization: Product Compatibility, Exclusive Purchase Commitment and Competition Effects," *Information Systems Research*, 23(4), 2012, pp. 1158-1174.
- [15]. Xinxin Li "Group Buying, Buyer Heterogeneity and Seller's Bargaining Power," *Decision Sciences Journal*, 43(5), 2012, pp. 761-783.
- [16]. Xinxin Li, Lorin M. Hitt and Z. John Zhang, "Consumer Reviews and Competition in Markets for Repeat Purchase Products," *Journal of Management Information Systems*, 27(4), 2011, pp. 9-42.
- [17]. Ye Hu and Xinxin Li, "Context Dependent Product Evaluations: An Empirical Analysis of Internet Book Reviews," *Journal of Interactive Marketing*, 25(3), 2011, pp. 123-133.
- [18]. Ram Gopal, Xinxin Li and Ramesh Sankaranarayanan, "Keyword Based Advertising: Channel Conflict between Search-based and Content-based Advertising," *Decision Support Systems*, 52(1), 2011, pp. 1-8.
- [19]. Xinxin Li and Lorin M. Hitt, "Price Effects in Online Product Reviews: An Analytical Model and Empirical Analysis," *MIS Quarterly*, 34(4), 2010, pp. 809-831.
- [20]. Xinxin Li and Lorin M. Hitt, "Self Selection and Information Role of Online Product Reviews," *Information Systems Research*, 19(4), 2008, pp. 456-474.

Research Mentioned in Media

- New Tech, Consumer Behavior Intrigues OPIM Professor Xinxin Li, UCONN School of Business Dean's Report 2022
- Why Some Platforms Thrive and Others Don't, Harvard Business Review, January-February 2019 Issue
- If Not Well Managed, Crowdsourcing Contests Produce Undesirable Results, UCONN School of Business Dean's Report 2018
- 'Mobile Geo-Targeting' Can Be a Powerful Tool for Business Growth, UCONN School of Business Dean's Report 2017
- Consumers On the Move: Mobile Geo-Targeting, *UConn Today* (Mar 9, 2017)
- Consumers On the Move, *UConn School of Business Research News* (Mar 1, 2017)
- Subtle Bias Can Derail Results, UConn School of Business Research News (Nov 15, 2016)
- A Network of Pipes, Pools and Filters, *UConn School of Business Research News* (Apr 18, 2016)

 Online Reviewers React to Early Postings by Saying the Opposite, Harvard Business Review Blog Network (Dec 13, 2011)

Research Presented at Conferences and Workshops

- "Shooting Itself in the Foot or Fighting Fire with Fire? An Economic Analysis of Built-in Ad Blockers," (with Z. Liu and D. Liu), Workshop on Information Systems Economics (WISE) 2022, December 14-16, Copenhagen, Denmark
- "The Coin of AI Has Two Sides: Matching Enhancement and Information Revelation Effects of AI on Gig-Economy Platforms," (with Y. Liu, X. Zhao, and B. Lou), *Platform Strategy Research Symposium 2022, July 19, Boston, MA*.
- "Ride-to-Health: The Impact of Ridesharing on Patients' Emergency Care Access," (with A. Sengupta, S. He, and M. Bai), *Platform Strategy Research Symposium 2022, July 19, Boston, MA*.
- "The Role of Monitoring Effect in Risk Classification for Personalization Strategies: Evidence from Telematics Adoption," (with B. Lee and S. Liu), Symposium on Statistical Challenges in Electronic Commerce Research (SCECR) 2022, June 21-22, Madrid, Spain.
- "The Coin of AI Has Two Sides: Matching Enhancement and Information Revelation Effects of AI on Gig-Economy Platforms," (with Y. Liu, X. Zhao, and B. Lou), *The Marketplace Innovations Workshop 2022, May 23-26, Virtual.*
- "Matching Enhancement and Information Revelation Effects of AI on Gig-Economy Platforms," (with Y. Liu, X. Zhao, and B. Lou), *POMS Annual Conference 2022, April 21-25, Virtual.* (invited)
- "Ride-to-Health: The Impact of Ridesharing on Patients' Emergency Care Access," (with A. Sengupta, S. He, and M. Bai), Conference on Health IT and Analytics (CHITA) 2022, March 4-5, Washington, D.C.
- "The Coin of AI has Two Sides: Matching Enhancement and Information Revelation Effects of AI on Gig-Economy Platforms," (with Y. Liu, X. Zhao, and B. Lou), Workshop on Information Systems Economics (WISE) 2021, December 15-17, Austin, Texas.
- "Unveiling the Myth of Behavioral Tracking using Internet-of-Things (IoT): A Case of Insurance Telematics," (with B. Lee and S. Liu), *INFORMS Annual Meeting 2021, October 24-27, Anaheim, California.* (invited)
- "The Impact of Ridesharing on Patients' Healthcare Access," (with A. Sengupta, S. He, and M. Bai), INFORMS Annual Meeting 2021, October 24-27, Anaheim, California. (invited)
- "Location Sponsorship in Location-based Augmented Reality Gaming: A Game-Theoretic Model," (with M. Gu, Z. Wang, and D. Liu), Conference on Information Systems and Technology (CIST) 2021, October 23-24, Newport Beach, California.
- "The Coin of AI has Two Sides: Matching Enhancement and Information Revelation Effects of AI on Gig-Economy Platforms," (with Y. Liu, X. Zhao, and B. Lou), Conference on Information Systems and Technology (CIST) 2021, October 23-24, Newport Beach, California.
- "Ride to Health: The Impact of Ridesharing on Patients' Healthcare Access," (with A. Sengupta, S. He, and M. Bai), Conference on Information Systems and Technology (CIST) 2021, October 23-24, Newport Beach, California.
- "Network Structure and Entry into Platform Markets," (with F. Zhu, E. Valavi and M. Iansiti), *POMS Annual Conference 2021, April 30-May 5, Virtual.*
- "Unveiling the Myth of Behavioral Tracking using Internet-of-Things (IoT): A Case of Insurance Telematics," (with B. Lee and S. Liu), Workshop on Information Systems and Economics (WISE) 2020, Virtual.

- "Book-or-Drive: The impact of Ridesharing on the Automobile Industry," (with A. Sengupta and S. He), Conference on Information Systems and Technology (CIST) 2020, November 7-8, Virtual.
- "Do 'Likes' in a Brand Community Make You Buy Less?" (with C. Liang and J. Wu), Conference on Information Systems and Technology (CIST) 2020, November 7-8, Virtual.
- "Book-or-Drive: The impact of Ride-Sharing on the Automobile Industry," (with A. Sengupta and S. He), *INFORMS Annual Meeting 2020, November 8-11, Virtual.* (invited)
- "Can Search Remedy the Curse of Experience in Crowdsourcing Performance?" (with B. Lee), *INFORMS Annual Meeting 2020, November 8-11, Virtual.* (invited)
- "When More is Less: The Effect of Add-on Insurance on the Consumption of Professional Services," (with H. Li, J. Peng and J. Stallaert), Workshop on Information Technologies and Systems (WITS) 2019, December 18-19, Munich, Germany.
- "Network Structure and Entry into Platform Markets," (with F. Zhu, E. Valavi and M. Iansiti), Conference on Information Systems and Technology (CIST) 2019, October 19-20, Seattle, WA.
- "Network Structure and Entry into Platform Markets," (with F. Zhu, E. Valavi and M. Iansiti), *Platform Strategy Research Symposium 2019, July 17, Boston, MA*.
- "The Impact of Ex Post Risk-Reduction Mechanism on Online Sales: Evidence from Complications Insurance for Cosmetic Surgeries," (with H. Li, J. Peng and J. Stallaert), Symposium on Statistical Challenges in Electronic Commerce Research (SCECR) 2019, June 11-12, Hong Kong, China.
- "A Model of Smart Technologies," (with Y. Chen and M. Sun), *INFORMS Annual Meeting 2018, November 4-7, Phoenix, AZ.* (invited)
- "A Model of Smart Technologies," (with Y. Chen and M. Sun), Conference on Information Systems and Technology (CIST) 2018, November 3-4, Phoenix, AZ.
- "Consumer Social Sharing and Brand Competition," (with J. Gu), *INFORMS Marketing Science Conference 2018, June 13-16, Philadelphia, PA.*
- "Consumer Social Sharing and Brand Competition," (with J. Gu), Conference on Information Systems and Technology (CIST) 2017, October 21-22, Houston, TX.
- "A Model of Smart Products," (with Y. Chen and M. Sun), *INFORMS Marketing Science Conference 2017, June 7-10, Los Angeles, CA.*
- "Salience Effect in Crowdsourcing Contests," (with B. Lee, S. Ba and J. Stallaert), *ISR Special Issue Workshop 2017, April 7-8, Warwick Business School, UK.* (invited)
- "Salience Effect in Crowdsourcing Contests," (with B. Lee, S. Ba and J. Stallaert), Workshop on Information Technologies and Systems (WITS) 2016, December 15-16, Dublin, Ireland.
- "Salience Effect in Crowdsourcing Contests," (with B. Lee, S. Ba and J. Stallaert), Conference on Information Systems and Technology (CIST) 2016, November 12-13, Nashville, TN.
- "Competitive Mobile Targeting," (with Y. Chen and M. Sun), Conference on Information Systems and Technology (CIST) 2015, October 31-November 1, Philadelphia, PA.
- "The impact of Online Word of Month on Channel Disintermediation for Information Goods," (with B. Lee), *INFORMS Annual Meeting 2015, November 1-4, Philadelphia, PA.* (invited)
- "One Size Does Not Fit All: The Differential Impact of Online Reviews," (with S. Ba and X. Lu), Americas Conference on Information Systems (AMCIS) 2015, August 13-15, Puerto Rico.
- "Competitive Mobile Targeting," (with Y. Chen and M. Sun), Summer Institute In Competitive Strategy (SICS) 2015, July 21-24, Berkeley, CA.

- "Competitive Mobile Targeting," (with Y. Chen and M. Sun), *INFORMS Marketing Science Conference 2015, June 18-20, Baltimore, MD.*
- "When Online Word of Mouth Meets Disintermediation," (with B. Lee), *Joint CORS-INFORMS International Meeting 2015, June 14-17, Montreal, Canada.*
- "One Size Does Not Fit All: The Differential Impact of Online Reviews," (with S. Ba and X. Lu), Workshop on Information Systems and Economics (WISE) 2014, December 17-19, Auckland, New Zealand.
- "Consumer Shopping Behavior and Product Cannibalization," (with B. Li and H. Liu), *INFORMS Marketing Science Conference 2012, June 7-9, Boston, MA*.
- "Corporate IT Standardization: Product Compatibility, Exclusive Purchase Commitment and Competition Effects," (with Y. Chen), Workshop on Information Systems and Economics (WISE) 2011, December 7-9, Shanghai, China.
- "Price Dispersion and Loss Leader Pricing: Evidence from the Online Book Industry," (with B. Gu and H. Liu), *INFORMS Annual Meeting 2011, November 13-16, Charlotte, NC.* (invited)
- "Online Keyword Based Advertising: Impact of Ad Impressions on Own-Channel and Cross-Channel Click-Through Rates," (with R. Gopal and R. Sankaranarayanan), *International Symposium of Information Systems 2010, December 18-19, Hyderabad, India.*
- "Risk and Return of Investments in Online Peer-to-Peer Lending," (with R. Gopal and H. Singh), Workshop on Information Systems and Economics (WISE) 2010, December 11-12, St. Louis, MO.
- "Price Dispersion and Loss Leader Pricing: Evidence from the Online Book Industry," (with B. Gu and H. Liu), *INFORMS Marketing Science Conference 2010, June 17-19, Cologne, Germany.*
- "Online Keyword Based Advertising: Impact of Ad Impressions on Own-Channel and Cross-Channel Click-Through Rates," (with R. Gopal and R. Sankaranarayanan), Workshop on Information Systems and Economics (WISE) 2009, December 14-15, Phoenix, AZ.
- "Risk and Return of Investments in Online Peer-to-Peer Lending," (with R. Gopal and H. Singh), Workshop on Information Technologies and Systems (WITS) 2009, December 14-15, Phoenix, AZ.
- "Value of Software Innovations: The Influence of Social Capital," (with R. Gopal and H. Singh), *Joint CORS-INFORMS International Meeting 2009, June 14-19, Toronto, Canada.*
- "Value of Software Innovations: The Influence of Social Capital," (with R. Gopal and H. Singh), *International Conference on Information Systems (ICIS) 2008, December 15-17, Paris, France.*
- "Network Effects: The Influence of Quality and Diversity of Ties on Value of Software Innovation," (with R. Gopal and H. Singh), *INFORMS Annual Meeting 2008, October 12-15, D.C.* (invited)
- "Price Effects in Online Product Reviews: An Analytical Model and Empirical Analysis," (with L. Hitt), *INFORMS Annual Meeting 2008, October 12-15, D.C.* (invited)
- "Drivers for Consumer Reviews: An Empirical Approach," (with L.M. Hitt), *Statistical Challenges in Ecommerce Research 2007, May 19-20, Stamford, CT.*
- "Self-Selection and Information Roles of Online Product Reviews," (with L. Hitt), *ISR Special Issue Workshop 2007, April 13-14, D.C.* (invited)
- "Consumer Reviews and Competition," (with L. Hitt and Z. Zhang), *INFORMS Marketing Science Conference 2006, June 8-10, Pittsburgh, PA*.
- "Self-Selection and Information Roles of Online Product Reviews," (with L. Hitt), Workshop on Information Systems and Economics 2004, December 11-12, D.C.

"The Impacts of Online Review Systems and Cross-selling on Quality and Marketing Strategies," (with L. Hitt), Workshop on Information Systems and Economics 2003, December 13-14, Seattle, WA.

HONORS, GRANTS AND AWARDS

- Best Student Paper Award Runner Up, Workshop on Information Systems Economics (WISE) 2022 Shooting Itself in the Foot or Fighting Fire with Fire? An Economic Analysis of Built-in Ad Blockers," (with Z. Liu and D. Liu)
- Nominee of *Antitrust Writing Awards* 2022 "Network Structure and Entry into Platform Markets," (with F. Zhu, E. Valavi and M. Iansiti)
- *Best Paper Award*, Conference on Information Systems and Technology (CIST) 2019 "Network Structure and Entry into Platform Markets," (with F. Zhu, E. Valavi and M. Iansiti)
- 5-year Research Excellence Award, UConn School of Business, 2019
- Best Paper Award, UConn School of Business, 2018 "Salience Bias in Crowdsourcing Contests," (with B. Lee, S. Ba and J. Stallaert)
- Nominee of *Best Paper Award*, Conference on Information Systems and Technology (CIST) 2017 "Consumer Social Sharing and Brand Competition," (with J. Gu)
- Connecticut Information Technology Institute (CITI) Research Grant, 2013 2016
- Best Reviewer Award, Information Systems Research, 2013
- Ackerman Scholar Award, UConn School of Business, 2013 2015
- Connecticut Center for Entrepreneurship & Innovation (CCEI) Research Grant, 2012
- Connecticut Information Technology Institute (CITI) Research Grant, 2009 2011
- **Best Paper Award**, UConn School of Business, 2011 "Price Effects in Online Product Reviews: An Analytical Model and Empirical Analysis," (with L. Hitt)
- Nominee of *Best Paper Award*, Workshop on Information Technologies and Systems (WITS) 2009
 "Risk and Return of Investments in Online Peer-to-Peer Lending," (with H. Singh and R. Gopal)
- Wharton e-Business Initiative (WeBI) Research Grant, 2005
- Distinguished Undergraduates Awards, Tsinghua University, 1996 2000

PROFESSIONAL ACTIVITIES

Editorial and Professional Service

- Senior Editor, *MIS Quarterly*, 2020 2023
- Special Issue Associate Editor, *Information Systems Research*, 2020 2022
- Associate Editor, MIS Quarterly, 2016 2019
- Conference Co-Chair, Conference on Information Systems and Technology (CIST) 2018
- Conference Track Co-Chair, International Conference on Information Systems (ICIS) 2021
- Conference Associate Editor, *International Conference on Information Systems (ICIS) 2011 2014*, 2017 2018, 2020
- Panelist, China Workshop on Economics of Information Systems Theory (CWEIST) 2022
- Award Committee
 - INFORMS Information Systems Society Gordon B. Davis Young Scholar Award 2022
 - Workshop on Information Systems and Economics (WISE) Best Paper Award 2020

Invited Discussant

- Platform Strategy Research Symposium 2018
- Workshop on Information Systems and Economics (WISE) 2016, 2021
- International Conference on Information Systems (ICIS) 2007

Program Committee

- Conference on Information Systems and Technology (CIST) 2013 2017, 2019
- China Summer Workshop on Information Management (CSWIM) 2016 2018
- International Conference on Electronic Commerce (ICEC) 2007

Reviewer for Grant Agencies

- National Science Foundation
- Research Grants Council of Hong Kong

Reviewer for Journals

Information Systems Research, Management Science, MIS Quarterly, Journal of Management Information Systems, Stochastic Systems, Decision Sciences Journal, Decision Support Systems, Journal of Interactive Marketing, Electronic Commerce Research and Applications, Journal of Electronic Commerce Research, Information Technology and Management, International Journal of Electronic Commerce

Reviewer for Conferences

International Conference on Information Systems (ICIS), International Conference on Electronic Commerce (ICEC), Hawaii International Conference on System Sciences (HICSS)

Invited Presentations

- Boston University, Questrom School of Business, 2022
- Harvard University, Harvard Business School, 2022
- Baruch College, Zicklin School of Business, 2021
- Lehigh University, College of Business, 2021
- George Mason University, School of Business, 2021
- Michigan State University, Broad College of Business, 2021
- Arizona State University, W.P. Carey School of Business, 2020
- Emory University, Goizueta Business School, 2019
- University of Maryland, Robert H. Smith School of Business, 2019
- University of Florida, Warrington College of Business, 2019
- University of Texas at Dallas, Naveen Jindal School of Management, 2018
- George Washington University, School of Business, 2018
- Pennsylvania State University, Smeal College of Business, 2017
- University of Washington, Foster School of Business, 2017
- Tsinghua University, School of Economics and Management, 2012
- University of Minnesota, Carlson School of Management, 2011
- University of Connecticut, School of Business, 2005
- Fordham University, Graduate School of Business Administration, 2005

Ph.D. Advising

- Ayush Sengupta, advisor
- Hongfei Li, dissertation committee
- Brian Lee, dissertation committee
- Harpreet Singh, co-advisor

TEACHING

- Ph.D. MIS Seminar
- Web Analytics (graduate level)
- Business Process Modeling and Data Management (graduate level)
- Business Software Development (undergraduate level)
- Business Information Systems (undergraduate level)

UNIVERSITY SERVICE

- UConn Crandall Fellowship Review Committee (2021 2023)
- UConn Research Advisory Council to the Vice President for Research (2018 2019)
- Academic Advisor, MS in Business Analytics and Project Management (2019 2025)
- School of Business Dean's Advisory Council on Promotion, Tenure and Reappointment (2018 2019, 2022 2024)
- School of Business Teaching and Research Excellence Committee (2022 2023)
- School of Business Graduate Assessment Sub-Committee MSBAPM (2019 2022)
- School of Business Honors Advisor for MIS (2015 2018)
- School of Business Undergraduate Committee (2012 2013)
- Chair, OPIM Faculty Recruiting Committee (2018 2019)
- Chair, OPIM MSBAPM Committee (2022 2023)
- Chair, OPIM MSBAPM Scholarship Committee (2022 2023)
- Chair, OPIM MSBAPM Curriculum Committee (2019 2023)
- Chair, OPIM MSBAPM Alumni and Corporate Outreach Committee (2019 2022)
- Chair, OPIM MSBAPM Online Program Committee (2020 2022)
- OPIM Faculty Recruiting Committee (2013 2014, 2016 2017, 2022 2023)
- OPIM Merit Policy Committee (2022 2023)
- OPIM Merit Committee (2021–2022)
- OPIM Promotion, Tenure and Reappointment Committee (2014, 2017, 2020)
- OPIM Journal Evaluation Committee (2017 2018, 2020 2023)
- OPIM Ph.D. Committee (2016 2017, 2018 2019, 2022 2023)
- OPIM Qualifying Exam Area Coordinator (2017, 2019, 2022, 2023)
- OPIM Qualifying Paper Committee (2016 2017, 2018 2019)
- OPIM Ph.D. Recruiting Committee (2008 2013)

- OPIM MSBAPM Admissions Committee (2011 2015)
- OPIM Empirical Tutorial Workshop Organizer (2011 2013, 2018)
- OPIM MIS Restructuring Committee (2022 2023)
- OPIM MIS Program Committee (2006 2015)
- OPIM MIS Certificate Committee (2007 2008)
- OPIM MIS Core Course Coordinator (2007 2009, 2011 2013)