

# WEN ZHANG

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## ACADEMIC APPOINTMENT

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**Baylor University, Hankamer School of Business** 2020 - present  
Assistant Professor

## EDUCATION

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**The University of Texas at Dallas, Richardson, TX** 2015 - 2020  
Ph.D. in Management Science

**The University of Texas at Dallas, Richardson, TX** 2013 - 2015  
M.S. in Supply Chain Management

**Nanchang University, Jiangxi, China** 2003 - 2007  
B.E. in Polymer Materials Science and Engineering

## RESEARCH INTERESTS

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Behavioral Operations Management, Pricing and Revenue Management, Strategic Sourcing

## PUBLICATIONS

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- Zhang, W., Chen, Q., & Katok, E. (2021). “Now or Later?”: When to Deploy Qualification Screening in Open-Bid Auction for Re-Sourcing. *Operations Research*, 69(6), 1715-1733.
- Pavlov, V., Katok, E., & Zhang, W. (2022). Optimal Contract Under Asymmetric Information About Fairness. *Manufacturing & Service Operations Management*, 24(1), 305-314.

## WORKING PAPERS

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- Does the Seller’s Response Time Affect the Buyer’s Concession? Evidence from eBay Online Bargaining. With Guihua Wang. *Under Review*.

## CONFERENCE PAPERS

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**Dynamic Pricing for Crowdfunding.**

- POMS Annual Conference, 2022, virtual.

**“Now or Later?”: When to Deploy Qualification Screening in Open-Bid Auction for Re-Sourcing.**

- INFORMS Annual Meeting, 2019, Seattle, WA
- POMS Annual Conference, 2019, Washington, D.C.
- INFORMS Annual Meeting, 2018, Phoenix, AZ

**“To Stop or Not, That Is the Question”: When Should a Buyer Hit the Brakes For Supply Base Rationalization?**

- POMS Annual Conference, 2021, virtual.
- INFORMS Annual Meeting, 2020, virtual.

**TEACHING EXPERIENCE**

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**Baylor University**

- MGT 3333 Procurement and Materials Management

**The University of Texas at Dallas**

- OPRE 3360 Managerial Methods in Decision Making Under Uncertainty
- OPRE 3310 Operations Management

**INDUSTRY EXPERIENCE**

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**Senior Operational Risk Manager**, China Huadian Group, China 2010 - 2013

**Risk Analyst**, Beijing Huada, China 2009 - 2010

**Marketing Specialist**, Science Press, China 2007 - 2009