

Fasheng Xu

Address: 1 University Place (Unit 389), Stamford, CT 06901
Website: www.fashengxu.com | Email: fasheng.xu@uconn.edu
(CV Updated: December, 2024)

Academic Position

University of Connecticut, School of Business	Stamford, CT
• Assistant Professor of Operations and Information Management	08/2023 - Present
Syracuse University, Whitman School of Management	Syracuse, NY
• Assistant Professor of Supply Chain Management	08/2019 - 08/2023

Education

Washington University in St. Louis, Olin Business School	St. Louis, MO
• Ph.D. in Operations Management	08/2013 - 08/2019
Shanghai Jiao Tong University	Shanghai, China
• B.S. in Industrial Engineering and Operations Research	09/2010 - 07/2013

Research Interests

Generative AI: Economics of Foundation Models, GenAI on Workforce, AI supply chain
Blockchain: Smart Contracts, Asset Tokenization, Crypto Markets, Web3, DAOs, DeFi
Supply Chain Finance: Reverse Factoring, Trade Finance, Deep-Tier SCF, Sustainable SCF
FinTech: Market Microstructure, FinTech Lending, Open Banking, Social Trading
Digital Platforms: Crowdfunding, Livestream Commerce, Online Influencer, Creator Economy
Data Economics: GDPR, Consumer Privacy, Differential Privacy, Data Markets

Journal Publications

Note: Author names are presented in alphabetical order unless otherwise noted. * indicates student coauthors at the time of the research.

8. **Retailing Strategies of Imperfect Produce and the Battle Against Food Waste**
 - with Burak Kazaz, Haoran Yu*
 - **Manufacturing & Service Operations Management** (Conditional Accept)
7. **Consumer Privacy in Online Retail Supply Chains**
 - with Xiaoyu Wang*, Fuqiang Zhang
 - **Management Science** (Forthcoming)
6. **Token Sales Design under Network Effect**
 - with Zhao Liu*, Xiaoqiang Cai, Lianmin Zhang
 - **Naval Research Logistics** (2024)
5. **The Value of Smart Contract in Trade Finance**
 - with Xiaoyu Wang*
 - **Manufacturing & Service Operations Management** (2023)
 - Honorable Mention, 2022 POMS College of SCM Best Student Paper Competition (Xiaoyu Wang)
 - Finalist, 2021 INFORMS Junior Faculty Interest Group (JFIG) Paper Competition
 - Accepted for 2021 MSOM iFORM SIG Conference

4. **Blockchain-Enabled Deep-Tier Supply Chain Finance**
 - with Lingxiu Dong, Yunzhe Qiu*
 - **Manufacturing & Service Operations Management** (2023)
 - Finalist in 2021 INFORMS Section on Finance Best Student Paper Competition (Yunzhe Qiu)
 - Accepted for 2021 MSOM iFORM SIG Conference
3. **Impact of Traceability Technology Adoption in Food Supply Chain Networks**
 - with Lingxiu Dong, Puping (Phil) Jiang*
 - **Management Science** (2023)
 - Winner, 2020 POMS PITM Best Student Paper Competition (Puping Jiang)
2. **A Supply Chain Theory of Factoring and Reverse Factoring**
 - with Panos Kouvelis
 - **Management Science** (2021)
 - Finalist, 2022 MSOM iFORM SIG Best Paper Award Competition
1. **Development of a Multi-scale Model for Customer Perceived Value of Electric Vehicles**
 - with Rui Miao, Kai Zhang, Zhibin Jiang
 - **International Journal of Production Research** (2014)

Book Chapters

3. Empowering Economic Growth: Government Loans for Supply Chains in Emerging Markets
 - with Jing Hou
 - *Foundations and Trends in Technology, Information and Operations Management* (2024)
2. Blockchain-Based Digital Payment Obligations for Trade Finance
 - with Jing Hou, Burak Kazaz
 - *Foundations and Trends in Technology, Information and Operations Management* (2023)
1. Crowdfunding Adoption in the Presence of Word-of-Mouth Communication
 - with Xiaomeng Guo, Guang Xiao, Fuqiang Zhang
 - *Foundations and Trends in Technology, Information and Operations Management* (2022)

Papers under Review/Revision

The Economics of AI Foundation Models: Openness, Competition, and Governance

- with Wei Chen, Xiaoyu Wang, Karen Xie
- Major Revision, **Management Science**

Innovation Against Imitation: How to Compete with Crowdfunding Copycats?

- with Zepeng Chen, Xiaomeng Guo, Guang Xiao
- Major Revision, **Manufacturing & Service Operations Management**
 - Accepted for 2023 MSOM iFORM SIG Conference

Generative AI and Organizational Structure in the Knowledge Economy

- with Jing Hou, Wei Chen, Karen Xie
- Under Review, **Management Science**

Invoice Tokenization for Deep-Tier Payables Finance

- with Jing Hou, Burak Kazaz
- Under Review, **Manufacturing & Service Operations Management**
 - Accepted for 2022 MSOM iFORM SIG Conference

FinTech Lending, Open Banking, and Data Manipulation

- with Yangguang Wang, Zhengping Wu
- Under Review, **Management Science**

Crowdfunding under Social Learning and Network Externalities

- with Fuqiang Zhang
- Reject and Resubmit, **Management Science**

Selected Working Papers

Persuasion is All You Need: Generative AI-powered Content, Consumer Search, and Product Sales

- with Xiaofei Zhang, Karen Xie, Wei Chen, Kai Li

Impact of GenAI on Knowledge Scoping in Organizational Hierarchy: Large-scale Field Study with Sam's Club

- with Jianwei Liu, Karen Xie, Wei Chen, Xianneng Li

On the Path to Net Zero: Sustainable Investing in Voluntary Carbon Offsets

- with Jing Hou, Puping Jiang, Chengzhang Li
- In Preparation for Submission, **Manufacturing & Service Operations Management**

The Promise and Perils of Sustainable Supply Chain Finance

- with Lingxiu Dong, Xiaoyu Wang
- In Preparation for Submission, **Manufacturing & Service Operations Management**

Government Loan Design for Cash-Constrained Supply Chains

- with Jing Hou, Srinagesh Gavirneni, Omkar Palsule-Desai
- In Preparation for Submission, **Manufacturing & Service Operations Management**

Livestream Commerce with Online Influencers

- with Jing Hou, Houcai Shen
- In Preparation for Submission, **Information Systems Research**

Blitzscaling Startup with Venture Capitalist

- with Yishen Cai, Lingxiu Dong

Crowdfunding vs. Bank Financing: Effects of Market Uncertainty and Awareness Expansion

- with Xiaomeng Guo, Guang Xiao, Fuqiang Zhang
- Accepted for 2019 MSOM iFORM SIG Conference

Crowdfunding Strategy in the Presence of Social Interactions

- with Xiaomeng Guo, Guang Xiao, Fuqiang Zhang

Honors and Awards

2023 M&SOM Meritorious Service Award	2024
2023 Management Science Meritorious Service Award	2023
2022 M&SOM Meritorious Service Award	2023
Finalist, 2022 MSOM iFORM SIG Best Paper Award Competition	2022
2022 Gutttag Junior Faculty Award (\$20,000), Whitman School of Management, Syracuse University	2022
2022 Management Science Meritorious Service Award	2022
2021 M&SOM Meritorious Service Award	2022
Honorable Mention, 2022 POMS College of SCM Best Student Paper Competition	2022
Top 10% of Authors on SSRN by both All-time and New Downloads	2021-2023
Finalist, 2021 INFORMS Section on Finance Best Student Paper Competition	2021
Finalist, 2021 INFORMS Junior Faculty Interest Group (JFIG) Paper Competition	2021
Winner, 2020 POMS PITM Best Student Paper Competition	2020
Fellowship, The Boeing Center for Supply Chain Innovation, Washington University in St. Louis	2018-2019

Moog Scholar, Olin Business School, Washington University in St. Louis	2018
2nd Place, Regional Final of Global Student Challenge, Supply Chain Finance Community	2017
Doctoral Fellowship, Olin Business School, Washington University in St. Louis	2013-2018
Scholarship for Academic Excellence (Top 5%), Shanghai Jiao Tong University	2010, 2011

Media Coverage

1. “Could blockchain help track outbreaks like e. coli in spinach?”
 - *World Economic Forum/Futurity* (Sep 9, 2022)

Research Presentations

Invited Seminars and Talks

- Research Roundtable on Platform Dynamics, USC Gould School of Law 01/2025
- University of Connecticut, School of Business (OPIM Seminar) 10/2024
- 2024 Supply Chain Finance & Risk Management Workshop, WashU Olin Business School 05/2024
- University of Toronto, Rotman School of Management (Rotman Young Scholar Seminar) 03/2024
- CUHK-Shenzhen, School of Management and Economics 12/2023
- Fudan University, School of Management 12/2023
- Nanjing University, School of Business 12/2023
- Southeast University, School of Economics and Management 12/2023
- 2023 Supply Chain Finance & Risk Management Workshop, WashU Olin Business School 05/2023
- Rensselaer Polytechnic Institute, Lally School of Management 03/2023
- New York University, Stern, MOILS (Operations Management Lunch Seminar) 11/2022
- University of Connecticut, School of Business 11/2022
- 2022 Supply Chain Finance & Risk Management Workshop (Virtual) 05/2022
- Donghua University, Glorious Sun School of Business and Management (Virtual) 03/2022
- Peking University, School of Engineering (Virtual) 12/2021
- Beijing Institute of Technology, School of Management and Economics (Virtual) 12/2021
- Purdue University, Krannert School of Management (Virtual) 12/2021
- Western University, Ivey Business School (Virtual) 10/2021
- 2021 Supply Chain Finance & Risk Management Workshop (Virtual) 05/2021
- City, University of London, Cass Business School (Virtual) 11/2020
- 1st Online Doctoral Workshop on Supply Chain Analytics, Rutgers Business School (Virtual) 06/2020
- Nanjing University, School of Management and Engineering (Virtual) 05/2020
- Hong Kong Polytechnic University, Faculty of Business 01/2020
- Simon Fraser University, Beedie School of Business 12/2018
- Syracuse University, Whitman School of Management 12/2018
- 2018 Supply Chain Finance & Risk Management Workshop, WashU Olin Business School 05/2018
- Nanjing University, School of Management and Engineering 07/2016

Conference Presentations

- 2024 INFORMS Annual Meeting, Seattle, WA 10/2024
- 2024 CIST Conference, Seattle, WA 10/2024
- 2024 MSOM Main Conference, Minneapolis, MN 07/2024
- 2024 MSOM iFORMS SIG Conference, Minneapolis, MN 06/2024
- 2024 POMS Annual Conference, Minneapolis, MN 04/2024
- 2023 INFORMS Annual Meeting, Phoenix, AZ 10/2023
- 2023 POMS Annual Conference, Orlando, FL 05/2023
- 2022 INFORMS Annual Meeting, Indianapolis, IN 10/2022

• 2022 MSOM iFORMS SIG Conference, Munich, Germany	06/2022
• 2022 POMS Annual Conference (Virtual)	04/2022
• 2021 INFORMS Annual Meeting, Anaheim, CA	10/2021
• 2021 INFORMS Conference On Service Science (Virtual)	08/2021
• 13th International Annual Conference of CSAMSE, Shanghai, China (Virtual)	07/2021
• 2021 MSOM iFORMS SIG Conference (Virtual)	06/2021
• 2021 POMS Annual Conference (Virtual)	05/2021
• 2020 INFORMS Annual Meeting (Virtual)	11/2020
• 2020 POMS Hong Kong, Hong Kong	01/2020
• 2019 INFORMS Annual Meeting, Seattle, WA	10/2019
• 2019 POMS Annual Conference, Washington D.C.	05/2019
• 2018 INFORMS Annual Meeting, Phoenix, AZ	11/2018
• 2018 MSOM Main Conference, Dallas, TX	07/2018
• 2018 POMS Annual Conference, Houston, TX	05/2018
• 2017 INFORMS Annual Meeting, Houston, TX	11/2017
• 10th International Annual Conference of CSAMSE, Guangzhou, China	07/2017
• 2017 MSOM Main Conference, Chapel Hill, NC	06/2017
• 2017 POMS Annual Conference, Seattle, WA	05/2017
• 2016 INFORMS Annual Meeting, Nashville, TN	11/2016
• 2016 MSOM Main Conference, Auckland, New Zealand	06/2016

Professional Services

Conference Session Chair/Organizer

- 2025 POMS Annual Conference: Generative AI for Business
- 2025 POMS Annual Conference: Interface of Finance, Operations and Risk Management (iFORM)
- 2024 POMS Annual Conference: Sustainable Operations and ESG Risks
- 2024 POMS Annual Conference: FinTech and Supply Chain Finance
- 2023 INFORMS Annual Meeting: Crypto and Blockchain Economics
- 2023 INFORMS Annual Meeting: FinTech and Blockchain
- 2023 POMS Annual Conference: Agricultural Innovations and Operations
- 2023 POMS Annual Conference: Emerging Topics in Behavioral and Retail Operations Management
- 2022 POMS Annual Conference: FinTech Innovations
- 2021 INFORMS Annual Meeting: FinTech and Supply Chain Risks
- 2021 INFORMS Annual Meeting: SME Financing
- 2021 INFORMS Conference On Service Science: Tech Innovations in Supply Chains
- 2021 POMS Annual Conference: Blockchain-Driven Operations and Finance
- 2020 INFORMS Annual Meeting: Innovations in Supply Chain Financing
- 2020 INFORMS Annual Meeting: Emerging Topics in OM-Finance Interface
- 2019 POMS Annual Conference: Blockchain-Driven Operations Management
- 2018 INFORMS Annual Meeting: Emerging Topics in Supply Chain Finance
- 2018 INFORMS Annual Meeting: Marketplace Innovation
- 2018 POMS Annual Conference: OM and Crowdfunding
- 2018 POMS Annual Conference: Economic Models in Supply Chain Management

Ad-hoc Referee for Academic Journals

- Management Science
- Operations Research
- Manufacturing & Service Operations Management
- Information Systems Research

- MIS Quarterly
- Production and Operations Management
- Journal of Operations Management
- Naval Research Logistics
- European Journal of Operational Research

University Services

- OPIM PhD Recruiting Committee, UConn (2023 -)
- BDA (Business Data Analytics) Committee, UConn (2023 -)
- Preparing and Grading PhD Qualifying Exam, UConn (2023 -)
- Organizer, Whitman Webinar: “Blockchain/Crypto/Web3: Implications for Supply Chain and Finance” (2022)
- Organizer, Whitman SCM Research Seminars, Syracuse University (Spring 2021, 2022)
- Faculty Advisor for the Chinese Students and Scholars Association, Syracuse University (2022, 2023)

External Services

- iFORM SIG Track Co-Chair for INFORMS Annual Conference (2025)
- iFORM SIG Track Co-Chair for INFORMS Annual Conference (2024)
- Honored Alumni Judge for Job Market Paper Competition at Olin Business School, WashU (2023)
- Referee for MSOM SIG Conferences (iFORM: 2020, 2021, 2022, 2023)
- External Reviewer for the Research Grants Council (RGC) of Hong Kong (2022, 2023, 2024)
- External Reviewer for the Israel Science Foundation (ISF) (2023)
- Judge for POMS HK 2023 Best Student Paper Competition (2022)
- iFORM SIG Track Co-Chair for INFORMS Annual Conference (2022)
- Judge for Poster Competition at INFORMS Annual Meeting (2022, 2023)

Doctoral Student Supervision

Dissertation Committee Member (First Job Placement)

- Xiaoyu Wang, PhD at Washington University in St. Louis (Hong Kong Polytechnic University) 2023
- Haoran Yu, PhD candidate at Syracuse University
- Yangguang Wang, PhD candidate at Syracuse University

Teaching Interests

Generative AI for Business (Level: Undergraduate | Master)

Blockchain/Crypto/Web3: Implications for Business (Level: Undergraduate | Master)

Supply Chain Finance (Level: Master | PhD)

Operations Management | Supply Chain Management (Level: Undergraduate | Master)

Business Analytics | Supply Chain Analytics (Level: Undergraduate | Master)

Teaching Experience

Instructor | Supply Chain Finance and Risk Management Spring, 2025 –

- School of Business, University of Connecticut
- MBA, MSBAPM, and MS in FinTech, 3 Credits
- Developed and launched this entirely new course

Instructor | Operations Management Fall, 2023 –

- School of Business, University of Connecticut
- MBA and MSBAPM, 3 Credits

<i>Instructor</i> Introduction to Supply Chain Management	Fall, 2019-2022
<ul style="list-style-type: none"> Whitman School of Management, Syracuse University Undergraduate Core, 3 Credits, 3 Sections, 150+ Total Enrollment/Year 	
<i>Guest Lecturer</i> Ph.D. Seminar in Supply Chain Management	Spring, 2021
<ul style="list-style-type: none"> Whitman School of Management, Syracuse University Lecture Topic: Blockchain Economics and its Applications in OM 	
<i>Co-Designer</i> Blockchain Innovation Strategies: Early Lessons from an Emerging Technology	Spring, 2018
<ul style="list-style-type: none"> Two-day Executive Program offered by Olin Business School, Washington University in St. Louis Initiated and designed this completely new course with Prof. Panos Kouvelis 	
<i>Co-Designer</i> Supply Chain Finance	Spring, 2019
<ul style="list-style-type: none"> MBA & MS in Supply Chain Management, Olin Business School, Washington University in St. Louis Initiated and designed this completely new course with Prof. Panos Kouvelis 	
<i>Instructor</i> Introduction to Management Sciences and Operations Management	Fall, 2017
<ul style="list-style-type: none"> Richard A. Chaifetz School of Business, Saint Louis University Undergraduate Core, 3 Credits, 48 Total Enrollment 	
<i>Guest Lecturer</i> Global Supply Chain Management	Summer, 2017
<ul style="list-style-type: none"> Washington University-Fudan University Executive MBA Program, Shanghai, China Lecture Topic: Supply Chain Finance in China 	
<i>Guest Lecturer</i> Stochastic Models for Production and Service Systems	Spring, 2018
<ul style="list-style-type: none"> PhD Course, Olin Business School Lecture Topic: Newsvendor Networks, Capacity Investment and Hedging, Information Sharing and Bullwhip Effect, Inventory Pooling, Introduction to Stochastic Processes and Queueing Systems 	

Industry Consulting

<i>West Pharmaceutical Services</i> Carrier Management & Payment against Proof of Delivery Initiative	Spring, 2019
<i>MilliporeSigma</i> Leveraging EPQ Model to Package Planning at Biologics Production Site	Fall, 2018
<i>MilliporeSigma</i> Identifying Investment Opportunities through Online Customer Analytics	Fall, 2018
<i>Belden</i> Global Offload Playbook	Spring, 2018
<i>Belden</i> East/West Stocking and Distribution Optimization	Fall, 2017
<i>Belden</i> Multi-Item Inventory Modeling	Spring, 2017
<i>MilliporeSigma</i> Packaging Materials and Components Kanban	Fall, 2016
<i>Alpha Wire</i> Carson Facility PQPR Analysis	Spring, 2016
<i>Belden</i> Sales Forecast Accuracy Improvement	Fall, 2015
<i>Sigma-Aldrich</i> Analysis and Recommendations for On-Time-In-Full KPI of Global Inventory	Spring, 2015

Miscellaneous

Computer: Python, R, Mathematica, Matlab, AMPL, SPSS, Minitab, Arena, LaTeX

Languages: Mandarin (Native), English (Fluent), Japanese (Basic)

Hobbies: Photography, Motorsports, Skiing, Tennis, CrossFit, Texas Hold'em Poker, Trader (Stocks/Options/Cryptos)