

Xiang (Sean) Wan

R.H. Smith School of Business
University of Maryland
3354 Van Munching Hall
College Park, MD 20742

Cell: (301) 275-5873
Office : (301) 405-3784
Email: xwan@rhsmith.umd.edu
Web: <http://www.rhsmith.umd.edu/faculty/phd/xiangwan>

EDUCATION

University of Maryland, R.H. Smith School of Business, College Park, MD

Ph.D. Candidate in Supply Chain Management

Advisors: Martin Dresner and Philip Evers

Dissertation Proposal Passed: June 2010

Dissertation Defense: April 2011

Xi'an Jiaotong University, School of Economics and Finance, China June 2005

MS in Economics, June 2005

Nanchang University, Information Engineering School, China

BS in Computer Science, July 2001

RESEARCH INTERESTS

Product and Service Variety in Supply Chains, Inventory Management, Product Quality Control, and Transportation Management and Policy

DISSERTATION

Title: Product Variety, Service Variety, and Their Impacts on Distributors: A Longitudinal Study of the Distribution Network in a Soft Drink Bottling Company (*George and Marion Plossl Research Fellowship awarded by the APICS Education and Research Foundation*)

Abstract: Despite considerable research relating to product variety, few papers have analyzed the impact of product and service variety on performance outcomes of distributors. Using weekly data over 3 years from the nationwide distribution network of a major soft drink bottler, this dissertation study the influence of product and service variety in three essays: *Essay One* examines the direct effect of product variety on sales and its indirect effect on sales through stockouts. *Essay Two* investigates how stockouts and sales are affected by service variety and the moderating role of service variety on the product variety-stockouts relationship. *Essay Three* analyzes a dynamic system, including product and service variety, costs, and revenues, to determine the impact of product and service variety on costs and revenues, and the influence of costs and revenues on future variety decisions.

REFEREED PUBLICATIONS

Xiang Wan and Philip Evers. 2011. Supply Chains Networks with Multiple Retailers: A Test of Emerging Theory on Inventories, Stockouts, and Bullwhips. *Journal of Business Logistics* Vol.32 (1), 27-39.

Xiang Wan, Li Zou, and Martin Dresner. 2009. Assessing the Price Effects of Airline Alliances on Parallel Routes. *Transportation Research, Part E: Logistics and Transportation Review* Vol. 45(4), 627-641. (Research award from the Transportation Research Forum (TRF) Foundation)

Xiang Wan, 2004. Comparative Analysis of Supermarkets and Convenience Shops in China, *China Market Modern Business* Vol. 2, 57-60.

Xiang Wan, 2004. Consumption, Fashion and Brand, *Business Research* Vol. 13, 31-42.

MANUSCRIPTS UNDER REVIEW

Xiang Wan, Philip Evers, and Martin Dresner. The Impact of Product Variety on Operational and Sales Performance: The Roles of SKUs, Brands and Pack Sizes in the Soft Drink Bottling industry. Invited to revise and resubmit to *Journal of Operations Management*.

Xiang Wan, Kefeng Xu, Yan Dong, and Philip Evers. Quality Management in a Multi-Level Supply Chain. submit to *Journal of Business Logistics*.

RESEARCH IN PROGRESS

Contracting Quality Management along the Supply Chain. manuscript in preparation for submission to *Management Science* (with Yan Dong, Kefeng Xu, and Yi Xu).

Mediating Effects of Logistics Performance on the Relationship between Variety and Customer Satisfaction: A Bayesian Analysis of Online Retailers. model estimation and data analysis in progress.

Managing Quality in a Multi-Level Supply Chain: An Exploratory Study into the Roles of Quality Management Methods and Costs. manuscript in preparation for submission to *Journal of Business Logistics* (with Kefeng Xu, Yan Dong, and Philip Evers).

Quality Management with Opportunistic Behavior in the Buyer-Supplier Relationship. experimental design and model setup (with Dina Ribbink).

BOOK CHAPTER

Xiang Wan, 2010. Volatility as a Supply Chain Constant. L. H. Harrington, S. Boyson, T. Corsi, ed. *X-SCM: The New Science of X-treme Supply Chain Management*. Routledge, New York, 14-20.

Xiang Wan, 2004. Analysis of Several Approaches Used in Promoting Logistics in China. S. Liu, ed. *China's Modernization of Circulation in New Times*. Chinese Market Press, Beijing, 290-297.

TEACHING EXPERIENCE

University of Maryland, R.H. Smith School of Business, College Park, MD

Instructor with full authority

BMGT476: Technology Applications in Supply Chain Management, Fall 2009

- Learning objective is to understand the tactical and operational management of supply chains using advanced software systems built on an ERP (enterprise resource planning) framework and provide hands-on experience with major ERP software (SAP).
- Course Evaluation Rating: **4.72** out of **5**.
- **Top 15% Teaching Award for Teaching Excellence in 2010**, R. H. Smith School of Business
- **Krowe Award for Teaching Excellence in 2010**, R. H. Smith School of Business

BMGT372: Introduction to Logistics and Supply Chain Management, Spring 2009

- Learning objective is to understand the complexities associated with logistics activities and how they affect the strategies and operations of firms and supply chains.
- Course Evaluation Rating: **4.78** out of **5**.
- **Top 15% Teaching Award for Teaching Excellence in 2009**, R. H. Smith School of Business

WORK EXPERIENCE

Manufacturing Manager at Letop International Limited: I was in charge of production orders from U.S. companies, such as Wal-Mart, Nike, and Nautica, 2001 – 2002

Consulting project with Pepsi Beverages Company: Product variety and demand planning, 2009-present

Collaborative research project between SAIC and the Supply Chain Management Center, R. H. Smith School of Business: Building A Cyber Supply Chain Assurance Reference Model, 2009

Project with Social and Scientific Fund of Xi'an Jiaotong University, China: Asymmetric information in the financing of Chinese private enterprises, 2002

CONFERENCE PRESENTATIONS

Service Variety, Service Quality, and Market Performance

Production and Operations Management Society (POMS) Conference, Reno, NV, May 2011

Product Variety, Operations, and Sales

Academy of Management (AOM) conference, Montreal, QC, Canada, August 2010

Production and Operations Management Society (POMS) Conference, Vancouver, BC, Canada, May 2010

Contracting Quality Management along the Supply Chain

Institute for Operations Research and the Management Sciences (Informs) Conference, San Diego, CA, October 2009 (invited)

Production and Operations Management Society (POMS) Conference, Orlando, FL, May 2009

Decision Sciences Institute (DSI) conference, Baltimore, MD, November 2008

Assessing the Price Effects of Airline Alliances on Parallel Routes

Transportation Research Forum (TRF) Conference, Fort Worth, TX, March 2008

DOCTORAL CONSORTIA ATTENDED

DSI, San Diego, CA, 2010; AOM OM Division, Montreal, Canada, 2010; POMS, Vancouver, Canada, 2010; CSCMP, Chicago, IL, 2009; MSU, East Lansing, MI, 2009; UMD, College Park, MD, 2007

SERVICE

Reviewer: Journal of Business Logistics; International Journal of Logistics Management

Presenter of R. H. Smith School of Business, Special Plenary Session at the Graduate Research Interaction Day (GRID), University of Maryland, College Park, 2011

Session Chair, Annual DSI Conference, San Diego, CA, 2010

Reviewer, European Journal of Operational Research (EJOR)

University of Maryland Team Mentor, Michigan State University Undergraduate Supply Chain Challenge, February 2010 (Trip was cancelled due to snow storm)

Seminar Coordinator, Department of Logistics, Business, and Public Policy, R. H. Smith School of Business, 2007-2009

Session Chair, Annual POMS Conference, Orlando, FL, 2009

Chair, Student Association of Nanchang University, 1998 – 2001

Director of Project Division, Reporter Group, Nanchang University, 1997 – 1999

PROFESSIONAL AFFILIATIONS

Institute for Operations Research and the Management Sciences (INFORMS), Production and Operations Management Society (POMS), Decision Sciences Institute (DSI), Council of Supply Chain Management Professionals (CSCMP), Transportation Research Forum (TRF)

HONORS AND AWARDS

Allan N. Nash Outstanding Doctoral Student Award, R.H. Smith School of Business, University of Maryland, 2011

Distinguished Teaching Assistant, University of Maryland, 2011

George and Marion Plossl Research Fellowship, APICS Education and Research Foundation, 2010

Krowe Award for Teaching Excellence, R.H. Smith School of Business, University of Maryland, 2010

Top 15% Teaching Award for Teaching Excellence, R.H. Smith School of Business, University of Maryland, 2009 and 2010

Dean's Summer Research Fellowship, R.H. Smith School of Business, University of Maryland, 2007-2010

Story-Philips Scholarship, the Logistics, Business and Public Policy (LBPP) Department, University of Maryland, 2009

Winner of the Graduate Paper Contest, Transportation Research Forum (TRF) Foundation, 2008

First Class Prize in Academic Papers Contest, Academy Committee of China Management Research Academy of Science, 2004

Exceptional Graduate Student Fellowship, Xi'an Jiaotong University, 2002-2005

Excellence Award in Countrywide Workshop of Circulation and Logistics Modernization in China, Chinese Commercial Economic Academy, 2003

First Class Scholarship, Nanchang University, 1997-2001

Champion in Computer Networking Competition in Jiangxi Province, China, 1999

SKILLS

Econometrics Analysis in R and Stata

Online Data Parse by Programming in PHP

Simulation with Arena Software

Bayesian Statistics (Markov Chain Monte Carlo)

SAP and Oracle ERP Module

SELECTED COURSEWORK

Supply Chain and Operations Management: Advanced Operations Management, Probabilistic Models, Logistics Research, Information Technology in Supply Chain Management.

Empirical Methodology: Empirical Research in Supply Chain Management, Applied Regression Analysis, Multivariate Data Analysis, Scientific Data Collection, Marketing Models in R, Marketing Models with Markov Chain Monte Carlo (MCMC).

Economics: Applied Microeconomics, Industrial Organization Economics.