# Jiahua Wu

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ACADEMIC Imperial College Business School, Imperial College London
EMPLOYMENT Associate professor of operations

Associate professor of operations 2020 –

Assistant professor of operations 2014 – 2020

EDUCATION Rotman School of Management, University of Toronto

Ph.D., Operations management 2009 – 2014

Department of Electrical and Computer Engineering, University of Toronto

M.A.Sc., Computer engineering 2007 – 2009

Department of Electronic Engineering, Tsinghua University

B.Eng., Electronics information engineering 2003 – 2007

Research Interests Platform operations, revenue management, mechanism design

BOOK CHAPTERS "Online group buying and crowdfunding: Two cases of all-or-nothing mechanisms" with

M. Hu and M. Shi, 2019, Sharing Economy: Making Supply Meet Demand, M. Hu (ed.),

319–346, in Springer Series in Supply Chain Management, C. Tang (series ed.)

**Publications** 

"Intertemporal price discrimination via randomized promotions" with H. Chen and M. Hu, 2023, *Manufacturing and Service Operations Management*, **25**(3), 1176-1194

"Contingent stimulus in crowdfunding" with L. Du and M. Hu, 2022, *Production and Operations Management*, **31**(9), 3543-3558

"Sales effort management under all-or-nothing constraint" with L. Du and M. Hu, 2021, *Management Science*, **68**(7), 5109-5126

"Consumer profiling with data requirements: Structure and policy implications" with T. Valletti, 2020, *Production and Operations Management*, **29**(2), 309-329

"Liking and following and the newsvendor: Operations and marketing policies under social influence" with M. Hu and J. Milner, 2016, Management Science, 62(3), 867-879

"Threshold effects in online group buying" with M. Shi and M. Hu, 2015, Management Science, 61(9), 2025-2040

"Simultaneous vs. sequential group-buying mechanisms" with M. Hu and M. Shi, 2013, *Management Science*, **59**(12), 2805-2822

"Keep cache replacement simple in peer-assisted VoD systems" with B. Li, in the Proceedings of *IEEE INFOCOM* 2009, Rio de Janeiro, Brazil

### Working Papers "The role of prescreening in auctions with predictions" with Y. Sun, F. Sun and C. Yan

"Information design and pricing in lead-selling platforms with supply competition" with Y. Sun, N. Zamani-Foroushani and Z. Liu

- Preliminary version accepted in EC 2024

"Over-pledging in crowdfunding: Evidence from Kickstarter" with W. Deng, M. Shi and M. Hu

"IT and operations miscoordination in a supply chain: Case of a quick-service restaurant chain" with P. Luo and M. Hu

## TEACHING Imperial College Business School, Imperial College London

ACTIVITIES Data analytics and visualisation for business

2023 –

Logistics and supply chain analytics

2016 –

Statistics and econometrics
Project management

2015 - 2024 2015 - 2019

Management science and operations

2015

### Professional Activities

### Associate editor, Naval Research Logistics

2021 -

#### Judge

MSOM student paper competition

POMS College of SCM student paper competition

Service SIG of MSOM conference

Supply chain management SIG of MSOM conference

**Referee**, Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Naval Research Logistics, OMEGA, European Journal of Operational Research