

Faculty CV

Lihui Lin Associate Professor

Contact information

Phone: +86 10 62794790 Fax: +86 10 62771647
Email: linlh@sem.tsinghua.edu.cn

Education

2002 Ph.D. in Economics, University of Texas, Austin, TX, USA
1999 M.S. in Economics, University of Texas, Austin, TX, USA
1997 M.E., Finance and Accounting, Tsinghua University, China
1994 B.E., Electrical Engineering, Tsinghua University, China

Professional Experience

2011-present **Associate Professor**, Department of Management Science and Engineering, School of Economics and Management, Tsinghua University
2014-2017 **Faculty Director**, Tsinghua-Columbia Dual Master's Degree Program in Business Analytics, School of Economics and Management, Tsinghua University
2002-2011 **Assistant Professor**, Department of Information Systems, School of Management, Boston University

Research Interests

Electronic commerce, online healthcare communities, knowledge management, crowdsourcing, open source, open innovation platforms, licensing of intellectual property, IT investment, real options, business analytics

Courses Taught

Since 2012: Tsinghua University

教师简历

林丽慧 副教授

联系信息

电话: +86 10 62794790 传真: +86 10 62771647
邮件: linlh@sem.tsinghua.edu.cn

教育背景

2002 经济学博士, 美国得克萨斯大学奥斯汀分校
1999 经济学硕士, 美国得克萨斯大学奥斯汀分校
1997 工学硕士, 清华大学经济管理学院会计金融方向
1994 工学学士, 清华大学电机系生物医学工程专业

工作经历

2011 至今 副教授, 清华大学经管学院管理科学与工程系
2014-2017 学术主任, 清华大学-哥伦比亚大学商务分析硕士双学位
2002-2011 助理教授, 美国波士顿大学管理学院信息系统系

主要研究领域

电子商务, 在线医疗社区, 知识管理, 众包, 开源软件开发, 开放式创新平台, 知识产权授权, 信息技术投资, 实物期权, 商务分析

讲授课程

2012 年起, 清华大学

Machine Learning and Data Analytics (MoF Fintech concentration required course)
Introduction to Fintech (MoF Fintech concentration required course)
Advanced Applied Statistics (Doctor's and Master's core course)
Data, Models, and Decisions (MBA core course)
Integrative Practical Project (MBA required course)
Knowledge Management in the Era of Big Data (MBA elective course)
R&D Investment and Intellectual Property Management (MBA elective course)
Enterprise Resource Planning (MBA elective course)
Innovation-Intellectual Property-Business Strategy (Graduate elective course)
Academic Training or Enterprise Practice (SEM undergraduate required course)
Driving Innovation: Intellectual Property Strategies (undergraduate elective course)

2002-2011: Boston University

Database management
Networking and data communications
Modeling business decisions

Professional Societies/Activities

Senior Editor, *Electronic Commerce Research and Applications (ECRA)*,
June 2018 - present
Area Editor, *Electronic Commerce Research and Applications (ECRA)*,
July 2008 – May 2018
Associate Editor, *Decision Support Systems (DSS)*, January 2009
–December 2017
Editorial Board, *Journal of the Association for Information Systems (JAIS)*,
April 2009 – December 2013

机器学习与数据分析（金融硕士金融科技方向必修课，中英文授课）
金融科技导论（金融硕士金融科技方向必修课，中英文授课）
高级应用数理统计（博士生、研究生学位课）
数据、模型与决策（MBA 核心课程）
整合实践项目（GMBA 核心课程）
大数据背景下的知识管理（MBA 与研究生选修课，英文授课）
研发投资与知识产权管理（MBA 与研究生选修课，英文授课）
企业资源规划（MBA 与研究生选修课）
创新、知识产权、商业战略（全校研究生选修课）
学术训练或企业实践（经管学院本科生必修环节）
推动创新的知识产权管理（管理学本科双学位选修课）

2002-2011，波士顿大学（全部英文授课）

数据库管理
网络与数据通信
商业建模与决策

学术兼职

2018.6 起，任*Electronic Commerce Research and Applications (ECRA)*
高级编辑
2008.7 -2018.5，任*Electronic Commerce Research and Applications (ECRA)* 副编辑
2009.1-2017.12，任*Decision Support Systems (DSS)* 副编辑
2009.4 -2013.12，任*Journal of the Association for Information Systems (JAIS)* 编委
2007-2020年第一至第十四届中国信息管理夏季研讨会（CSWIM），任

Program Committee, *First to Fourteenth China Summer Workshop on Information Management (CSWIM 2007-2020)*

Faculty advisor, Graduate Students' Workshop in IS and E-business, *Eleventh Wuhan International Conference on E-Business (WHICEB)*, May 26-27, 2012, Wuhan, China

Reviewer for journals including: *Management Science, MIS Quarterly, Information Systems Research, Journal of Management Information Systems, Decision Support Systems, International Journal of Electronic Commerce, European Journal of Operations Research, Journal of Economic Dynamics and Control, International Journal of Human-Computer Studies, IEEE Transactions on Systems, Man, and Cybernetics, etc.*

Research Projects/Grants

Core team member, National Natural Science Foundation of China (NSFC) Major Project, "Business Management in the Big Data Environment," Grant # 71490721, 2015-2019

Principal Investigator, National Natural Science Foundation of China (NSFC) Grant, "Mechanism design for Internet-based Open Innovation Platform," Grant # 71372052, RMB 590,000, 2014-2017

Principal Investigator, Boston University School of Management Junior Faculty Research Grant, 2004-2008,

Honors and Awards

Best Faculty Advisor Award, Tsinghua University, 2014, 2016

Best Faculty Advisor Award, School of Economics and Management, Tsinghua University, 2014, 2015, 2016

Best Paper Award, *The 8th Chinese Academy of Management Annual Conference*, Shanghai, November 8-9, 2013

Best Paper nomination, *The Forty-Second Annual Hawaii International Conference on System Sciences (HICSS)*, January 5-8, 2009

Career Development Award, University of Texas at Austin, 2002

项目委员会委员

2012.5. 第十一届武汉电子商务国际会议(WHICEB)研究生研讨会, 任指导教师

2002.9 至今, 为多种期刊作评审, 包括: *Management Science, MIS Quarterly, Information Systems Research, Journal of Management Information Systems, Decision Support Systems, International Journal of Electronic Commerce, European Journal of Operations Research, Journal of Economic Dynamics and Control, International Journal of Human-Computer Studies, IEEE Transactions on Systems, Man, and Cybernetics*, 等.

科研项目/经费

2015-2019, 中国国家自然科学基金重大项目“大数据环境下的商务行为机理”(71490721), 项目组主要成员, 子课题负责人

2014-2017, 中国国家自然科学基金面上项目“基于互联网的开放式创新平台的机制设计研究”(71372052), 项目负责人, ¥590,000

2004-2008 连续获得波士顿大学 Junior Faculty Research Grant

荣誉及奖项

2016年8月, 清华大学优秀班(级)主任二等奖

2014、2015、2016, 清华大学经济管理学院优秀班主任

2014年8月, 清华大学优秀班(级)主任二等奖

第八届(2013)中国管理学年会, 2013年11月8-9日, 中国上海, 获优秀论文奖

2009 获得 The Forty-Second Annual Hawaii International Conference on System Sciences (HICSS) 最佳论文提名

2002 获得德克萨斯大学奥斯汀分校职业发展奖

Center for Research in Electronic Commerce Fellowship, University of Texas at Austin, 2001

Publications

• Journal Articles

1. Feng, Biyi, Xixi Li, Lihui Lin, “Valenced Social Identities and the Digital Divide in Online Health Communities,” *Computers in Human Behavior*, Vol. 122, September 2021, <https://doi.org/10.1016/j.chb.2021.106812>
2. Wen, Zhong, Lihui Lin, “Pricing or Advertising? A Game Theoretic Analysis of Online Retailing,” *Journal of the Association for Information Systems (JAIS)*, Vol. 20, No. 7, pp. 857-886, 2019
3. Yanjing Ren, Lihui Lin, “The ‘Extend and Raise’ Mechanism in Crowdsourcing Contests Is It Effective?” *China Journal of Information Systems (CJIS)*, Vol. 20, pp. 41-57, 2019
4. Wen, Zhong, Lihui Lin, “Optimal Fee Structures of Crowdsourcing Platforms,” *Decision Sciences (DS)*, Vol. 47, No. 5, pp. 820-850, October 2016
5. Zhuohua Chen, Chong Gong, Lihui Lin, Sean Xu, Mingyue Zhang, Xueguang Zhou, “Assessing Junior Faculty Research Productivity in the IS Field: Recommendations for Promotion and Tenure Standards for Asian Schools,” *Communications of the Association for Information Systems (CAIS)*, Vol. 36, Article 19, pp. 357-368, March 2015
6. Lin, Lihui, “Licensing Strategies in the Presence of Patent Thickets,” *Journal of Product Innovation Management (JPIM)*, Vol. 28, No. 5, pp. 698-725, 2011
7. Geng, Xianjun, Lihui Lin, and Andrew B. Whinston, “Impacts of Organizational Learning and Knowledge Transfer on Investment Decisions under Uncertainty,” *Journal of Management Information Systems (JMIS)*, Vol. 26, No. 2, pp. 123-145, 2009

2001 获得德克萨斯大学奥斯汀分校 Center for Research in Electronic Commerce 奖学金

发表成果

• 期刊论文

1. Feng, Biyi, Xixi Li, Lihui Lin, “Valenced Social Identities and the Digital Divide in Online Health Communities,” *Computers in Human Behavior*, Vol. 122, September 2021, <https://doi.org/10.1016/j.chb.2021.106812>
2. Wen, Zhong, Lihui Lin, “Pricing or Advertising? A Game Theoretic Analysis of Online Retailing,” *Journal of the Association for Information Systems*, Vol. 20, No. 7, pp. 857-886, July 2019
3. 任延静, 林丽慧, 《众包竞赛中加价延期机制是否有效?》, 《信息学报》, 第20辑, 41-57页, 2019
4. Wen, Zhong, Lihui Lin, “Optimal Fee Structures of Crowdsourcing Platforms,” *Decision Sciences*, Vol. 47, No. 5, pp. 820-850, October 2016
5. Zhuohua Chen, Chong Gong, Lihui Lin, Sean Xu, Mingyue Zhang, Xueguang Zhou, “Assessing Junior Faculty Research Productivity in the IS Field: Recommendations for Promotion and Tenure Standards for Asian Schools,” *Communications of the Association for Information Systems (CAIS)*, Vol. 36, Article 19, pp. 357-368, March 2015
6. Lin, Lihui, “Licensing Strategies in the Presence of Patent Thickets,” *Journal of Product Innovation Management (JPIM)*, Vol. 28, No. 5, pp. 698-725, 2011
7. Geng, Xianjun, Lihui Lin, and Andrew B. Whinston, “Impacts of Organizational Learning and Knowledge Transfer on Investment Decisions under Uncertainty,” *Journal of Management Information Systems (JMIS)*, Vol. 26, No. 2, pp. 123-145, 2009
8. Gao, Lucia S., Lihui Lin, and Nalin Kulatilaka, “Coordination

8. Gao, Lucia S., Lihui Lin, and Nalin Kulatilaka, "Coordination Mechanisms in the Development of Complementary Technologies," *International Journal of Management and Network Economics (IJMNE)*, Vol. 1, No. 1, pp. 44-57, 2008
 9. Lin, Lihui, "Impact of Users' Skills and Network Effects on the Competition between Proprietary and Open Source Software," *Electronic Commerce Research and Applications (ECRA)*, Vol. 7, No. 1, pp. 68-81, Spring 2008
 10. Lin, Lihui, and Nalin Kulatilaka, "Strategic Options and Firm Value," *Managerial Finance (MF)*, Vol. 33, No. 11, pp. 893-903, 2007
 11. Lin, Lihui, and Nalin Kulatilaka, "Strategic Growth Options in Network Industries," *Advances in Strategic Management (AiSM): Real Options Theory*, Vol. 24, 177-198, June 2007
 12. Kulatilaka, Nalin, and Lihui Lin, "Impact of Licensing on Investment and Financing of Technology Development," *Management Science (MS)*, Vol. 52, No. 12, pp. 1824-1837, December 2006
 13. Lin, Lihui, and Nalin Kulatilaka, "Network Effects and Technology Licensing with Fixed Fee, Royalty, and Hybrid Contracts," *Journal of Management Information Systems (JMIS)*, Vol. 23, No. 2, pp. 91-118, Fall 2006
 14. Lin, Lihui, Xianjun Geng and Andrew B. Whinston, "A Sender-Receiver Framework for Knowledge Transfer," *MIS Quarterly (MISQ)*, Vol. 29, No. 2, pp. 197-219, June 2005
- **Conference Papers/ Proceedings**
 1. Lin, Lihui and Huiru Wu, "Weather condition and online shopping behavior – An empirical study of an e-tailer," MIRDEC-12th International Academic Conference on Multidisciplinary and Interdisciplinary Studies on Social Sciences, Conference
9. Lin, Lihui, "Impact of Users' Skills and Network Effects on the Competition between Proprietary and Open Source Software," *Electronic Commerce Research and Applications (ECRA)*, Vol. 7, No. 1, pp. 68-81, Spring 2008
 10. Lin, Lihui, and Nalin Kulatilaka, "Strategic Options and Firm Value," *Managerial Finance (MF)*, Vol. 33, No. 11, pp. 893-903, 2007
 11. Lin, Lihui, and Nalin Kulatilaka, "Strategic Growth Options in Network Industries," *Advances in Strategic Management (AiSM): Real Options Theory*, Vol. 24, 177-198, June 2007
 12. Kulatilaka, Nalin, and Lihui Lin, "Impact of Licensing on Investment and Financing of Technology Development," *Management Science (MS)*, Vol. 52, No. 12, pp. 1824-1837, December 2006
 13. Lin, Lihui, and Nalin Kulatilaka, "Network Effects and Technology Licensing with Fixed Fee, Royalty, and Hybrid Contracts," *Journal of Management Information Systems (JMIS)*, Vol. 23, No. 2, pp. 91-118, Fall 2006
 14. Lin, Lihui, Xianjun Geng and Andrew B. Whinston, "A Sender-Receiver Framework for Knowledge Transfer," *MIS Quarterly (MISQ)*, Vol. 29, No. 2, pp. 197-219, June 2005
- **会议论文**
 1. Lin, Lihui and Huiru Wu, "Weather condition and online shopping behavior – An empirical study of an e-tailer," MIRDEC-12th International Academic Conference on Multidisciplinary and Interdisciplinary Studies on Social Sciences, April 2-4, 2019, Rome,

- Proceedings: Book of Abstracts, p. 18, April 2-4, 2019, University of Washington Rome Center, Rome, Italy.
2. Feng, Biyi, Xixi Li, Lihui Lin, and Hongfei Gu, "An Identity Perspective on Online Healthcare Communities," *DIGIT 2018 Proceedings*, December 13, 2018, San Francisco, CA, USA.
 3. Su, Ying, and Lihui Lin, "Relationship between Buyers' Involvement during Crowdfunding and Product Market Performance," *Proceedings of the 7th National Conference of China Association for Information Systems*, October 20-22, 2017, Shanghai, China.
 4. Wen, Zhong, Lihui Lin, "Membership Free Shipping Programs: Effect on Competition and Optimality of Member Fee," *Proceedings of the 50th Hawaii International Conference on System Sciences (HICSS)*, Jan. 4-7, 2017, Waikoloa, HI, USA.
 5. Wen, Zhong, Lihui Lin, "Pricing or Advertising? A Game Theoretic Analysis of Online Retailing," *China Association for Information Systems (CNAIS) session at the Fifteenth Wuhan International Conference on E-Business (WHICEB)*, May 27-29, 2016, Wuhan, China
 6. Zhirong Duan and Lihui Lin. "Strength of Partner and Implications for Entry Mode Decisions," *Junior Faculty and Doctoral Student Paper Development Workshop on International Entrepreneurship*, Bengaluru, India, June 27, 2015.
 7. Geng, Xianjun, Lihui Lin, and Gang Peng, "Social Preferences and Open Source Software Development," *Proceedings of the 18th Pacific Asia Conference on Information Systems (PACIS)*, June 24-28, 2014, Chengdu, China
 8. Geng, Xianjun, Lihui Lin, and Andrew B. Whinston, "Incentive Issues and Solution Mechanisms for Knowledge Transfer with Enterprise 2.0 Technologies: A Game-theoretic Approach," *Proceedings of the Forty-Seventh Annual Hawaii International Conference on System Sciences (HICSS)*, January 6-9, 2014, Waikoloa, HI, USA.
 9. 任延静, 林丽慧, "众包平台创新竞赛中加价延期机制采纳决策的研究" 第八届(2013)中国管理学年会, 2013年11月8-9日, 中国上海.
 2. Feng, Biyi, Xixi Li, Lihui Lin, and Hongfei Gu, "An Identity Perspective on Online Healthcare Communities," *DIGIT 2018 Proceedings*, December 13, 2018, San Francisco, CA, USA.
 3. 苏颖, 林丽慧, 《众筹中顾客参与和产品市场表现的关系研究》, 国际信息系统协会中国分会第七届全国大会论文集, 2017年10月20-22日, 中国上海。
 4. Wen, Zhong, Lihui Lin, "Membership Free Shipping Programs: Effect on Competition and Optimality of Member Fee," *Proceedings of the 50th Hawaii International Conference on System Sciences (HICSS)*, Jan. 4-7, 2017, Waikoloa, HI, USA.
 5. Wen, Zhong, Lihui Lin, "Pricing or Advertising? A Game Theoretic Analysis of Online Retailing," *China Association for Information Systems (CNAIS) session at the Fifteenth Wuhan International Conference on E-Business (WHICEB)*, May 27-29, 2016, Wuhan, China
 6. Zhirong Duan and Lihui Lin. "Strength of Partner and Implications for Entry Mode Decisions," *Junior Faculty and Doctoral Student Paper Development Workshop on International Entrepreneurship*, Bengaluru, India, June 27, 2015.
 7. Geng, Xianjun, Lihui Lin, and Gang Peng, "Social Preferences and Open Source Software Development," *Proceedings of the 18th Pacific Asia Conference on Information Systems (PACIS)*, June 24-28, 2014, Chengdu, China
 8. Geng, Xianjun, Lihui Lin, and Andrew B. Whinston, "Incentive Issues and Solution Mechanisms for Knowledge Transfer with Enterprise 2.0 Technologies: A Game-theoretic Approach," *Proceedings of the Forty-Seventh Annual Hawaii International Conference on System Sciences (HICSS)*, January 6-9, 2014, Waikoloa, HI, USA.
 9. 任延静, 林丽慧, "众包平台创新竞赛中加价延期机制采纳决策的研究" 第八届(2013)中国管理学年会, 2013年11月8-9日, 中国上海.

- Conference on System Sciences (HICSS)*, January 6-9, 2014, Waikoloa, HI, USA.
9. Ren, Yanjing, and Lihui Lin, "Adoption of the Extend-and-Raise Mechanism in Crowdsourcing Contests – An Empirical Investigation" (in Chinese), *The 8th Chinese Academy of Management Annual Conference*, Shanghai, November 8-9, 2013.
 10. Duan, Zhirong, and Lihui Lin, "Customer Acquired Assortments and Customer Lifecycle Value: Implications for Market Segmentation," *Proceedings of the International Conference on Electronic Commerce (ICEC)*, Singapore, August 7-8, 2012.
 11. Duan, Zhirong, and Lihui Lin, "Exploring Customer Lifetime/Lifecycle Value through Properties of Acquired Assortments: Implications for Theoretical Development and Empirical Investigation," *Proceedings of the 37th Conference of the Macromarketing Society*, Berlin, Germany, June 13-16, 2012.
 12. Peng, Gang, Xianjun Geng, and Lihui Lin, "Modularity and Inequality of Code Contribution in Open Source Software Development," *Proceedings of the Forty-Fifth Annual Hawaii International Conference on System Sciences (HICSS)*, Wailea, HI, USA, January 4-7, 2012
 13. Peng, Gang, Xianjun Geng, and Lihui Lin, "Code Architecture and Open Source Software Development," *Proceedings of the 2011 International Conference on Information Systems (ICIS 2011)*, Shanghai, China, December 4-7, 2011
 14. Geng, Xianjun, Lihui Lin and Andrew B. Whinston, "Impacts of Organizational Learning and Knowledge Transfer on Investment Decisions under Uncertainty," *Proceedings of the Forty-Second Annual Hawaii International Conference on System Sciences (HICSS)*, January 5-8, 2009, ***Nominated for the Best Paper Award***
 15. "Incentive Issues in Knowledge Management: A Sender-Receiver Model," *Nineteenth Annual Workshop on Information Systems and Economics (WISE 2007)*, Montreal, Quebec, Canada, December 8–9, 2007,
 16. Lin, Lihui, "Patent Thickets and the Licensing of Patents for Cumulative Innovations," *Proceedings of the Sixth Workshop on e-Business (WeB 2007)*, Montreal, Quebec, Canada, December 9, 2007
 - 海, 获优秀论文奖
 10. Duan, Zhirong, and Lihui Lin, "Customer Acquired Assortments and Customer Lifecycle Value: Implications for Market Segmentation," *Proceedings of the International Conference on Electronic Commerce (ICEC)*, Singapore, August 7-8, 2012.
 11. Duan, Zhirong, and Lihui Lin, "Exploring Customer Lifetime/Lifecycle Value through Properties of Acquired Assortments: Implications for Theoretical Development and Empirical Investigation," *Proceedings of the 37th Conference of the Macromarketing Society*, Berlin, Germany, June 13-16, 2012.
 12. Peng, Gang, Xianjun Geng, and Lihui Lin, "Modularity and Inequality of Code Contribution in Open Source Software Development," *Proceedings of the Forty-Fifth Annual Hawaii International Conference on System Sciences (HICSS)*, Wailea, HI, USA, January 4-7, 2012
 13. Peng, Gang, Xianjun Geng, and Lihui Lin, "Code Architecture and Open Source Software Development," *Proceedings of the 2011 International Conference on Information Systems (ICIS 2011)*, Shanghai, China, December 4-7, 2011
 14. Geng, Xianjun, Lihui Lin and Andrew B. Whinston, "Impacts of Organizational Learning and Knowledge Transfer on Investment Decisions under Uncertainty," *Proceedings of the Forty-Second Annual Hawaii International Conference on System Sciences (HICSS)*, January 5-8, 2009, ***Nominated for the Best Paper Award***
 15. "Incentive Issues in Knowledge Management: A Sender-Receiver Model," *Nineteenth Annual Workshop on Information Systems and Economics (WISE 2007)*, Montreal, Quebec, Canada, December 8–9, 2007,
 16. Lin, Lihui, "Patent Thickets and the Licensing of Patents for Cumulative Innovations," *Proceedings of the Sixth Workshop on e-Business (WeB 2007)*, Montreal, Quebec, Canada, December 9, 2007

- Economics (WISE 2007)*, Montreal, Quebec, Canada, December 8–9, 2007,
16. Lin, Lihui, “Patent Thickets and the Licensing of Patents for Cumulative Innovations,” *Proceedings of the Sixth Workshop on e-Business (WeB 2007)*, Montreal, Quebec, Canada, December 9, 2007
 17. Kulatilaka, Nalin, Lihui Lin, and Jay Patel, “Post-IPO Governance: Venture Capitalists’ Role in Strategic Decisions,” *Proceedings of 11th Annual International Conference on Real Options*, Berkeley, CA, June 6-9, 2007
 18. “Strategic Growth Options in Network Industries,” *Real Options in Entrepreneurship and Strategy Conference*, Chapel Hill, North Carolina, June 8-10, 2006
 19. “Can Concurrence Affect Concealment? Game Theoretic Analysis of Information Exchanges in Complex Projects,” *The Seventeenth Annual Production and Operations Management Society Conference*, Boston, Massachusetts, April 30, 2006
 20. Lin, Lihui, “Impact of Users’ Expertise on the Competition between Proprietary and Open Source Software,” *Proceedings of the Thirty-Ninth Annual Hawaii International Conference on System Sciences (HICSS)*, January 4-7, 2006
 21. Lin, Lihui, and Nalin Kulatilaka, “Network Effects and Technology Licensing,” *Proceedings of the Thirty-Ninth Annual Hawaii International Conference on System Sciences (HICSS)*, January 4-7, 2006
 22. Lin, Lihui, and Nalin Kulatilaka, “Strategic Technology Investments in Emerging Economies,” *Systems exploitations: From globalization to localization, Proceedings of the Conference on Digital Environments (CoDE 2005)*, R. Hackney and L. Huang (eds), The Information Institute, Washington DC, USA, 2005
 23. Lin, Lihui, and Nalin Kulatilaka, “Strategic Investment in Standards
 17. Kulatilaka, Nalin, Lihui Lin, and Jay Patel, “Post-IPO Governance: Venture Capitalists’ Role in Strategic Decisions,” *Proceedings of 11th Annual International Conference on Real Options*, Berkeley, CA, June 6-9, 2007
 18. “Strategic Growth Options in Network Industries,” *Real Options in Entrepreneurship and Strategy Conference*, Chapel Hill, North Carolina, June 8-10, 2006
 19. “Can Concurrence Affect Concealment? Game Theoretic Analysis of Information Exchanges in Complex Projects,” *The Seventeenth Annual Production and Operations Management Society Conference*, Boston, Massachusetts, April 30, 2006
 20. Lin, Lihui, “Impact of Users’ Expertise on the Competition between Proprietary and Open Source Software,” *Proceedings of the Thirty-Ninth Annual Hawaii International Conference on System Sciences (HICSS)*, January 4-7, 2006
 21. Lin, Lihui, and Nalin Kulatilaka, “Network Effects and Technology Licensing,” *Proceedings of the Thirty-Ninth Annual Hawaii International Conference on System Sciences (HICSS)*, January 4-7, 2006
 22. Lin, Lihui, and Nalin Kulatilaka, “Strategic Technology Investments in Emerging Economies,” *Systems exploitations: From globalization to localization, Proceedings of the Conference on Digital Environments (CoDE 2005)*, R. Hackney and L. Huang (eds), The Information Institute, Washington DC, USA, 2005
 23. Lin, Lihui, and Nalin Kulatilaka, “Strategic Investment in Standards
 24. Kulatilaka, Nalin, and Lihui Lin, “Strategic Investment in Technology Standards,” *Proceedings of 8th Annual International Conference on Real Options*, Montreal, Canada, June 17-19, 2004
 25. Lin, Lihui, and Andrew B. Whinston, “Contracts for Information

under Uncertainty,” *Proceedings of the Third Workshop on e-Business (WeB 2004)*, Washington, DC, December 11, 2004

24. Kulatilaka, Nalin, and Lihui Lin, “Strategic Investment in Technology Standards,” *Proceedings of 8th Annual International Conference on Real Options*, Montreal, Canada, June 17-19, 2004
25. Lin, Lihui, and Andrew B. Whinston, “Contracts for Information Technology: Uncertainty, Timing and Asymmetric Information,” *Proceedings of Eighth Conference on Information Systems and Technology (CIST)*, Atlanta, GA, October 18-19, 2003
26. “A Sender-Receiver Framework for Knowledge Transfer,” *Minnesota Symposium on Knowledge Management*, Minneapolis, March 14-15, 2003
27. “Information Technology Contracts and Hedging of Risks for Service Providers,” *Thirteenth Annual Workshop on Information Systems and Economics (WISE)*, New Orleans, Louisiana, December 15-16, 2001
28. Lin, Lihui, Xianjun Geng and Andrew B. Whinston, “A New Perspective on Finance and Challenges for Financial Institutions in the Internet Era,” *Bank for International Settlements Papers*, November 2001

- **Books**

1. Mercado, P. Ruben, Lihui Lin and David A. Kendrick, “Modeling Economic Growth with GAMS,” *Development Economics and Structuralist Macroeconomics: Essays in Honor of Lance Taylor*, Amitava Krishna Dutt and Jaime Rios (eds), Edward Elgar Publishing, Cheltenham, UK and Brookfield, U.S., 2003
2. Lin, Lihui, Xianjun Geng and Andrew B. Whinston, “Intelligence and Security Informatics: An Information Economics Perspective,” *Lecture Notes in Computer Science Volume 2665/2003: Intelligence and Security Informatics*, First NSF/NIJ Symposium, ISI 2003, Tucson, AZ,

Technology: Uncertainty, Timing and Asymmetric Information,” *Proceedings of Eighth Conference on Information Systems and Technology (CIST)*, Atlanta, GA, October 18-19, 2003

26. “A Sender-Receiver Framework for Knowledge Transfer,” *Minnesota Symposium on Knowledge Management*, Minneapolis, March 14-15, 2003
27. “Information Technology Contracts and Hedging of Risks for Service Providers,” *Thirteenth Annual Workshop on Information Systems and Economics (WISE)*, New Orleans, Louisiana, December 15-16, 2001
28. Lin, Lihui, Xianjun Geng and Andrew B. Whinston, “A New Perspective on Finance and Challenges for Financial Institutions in the Internet Era,” *Bank for International Settlements Papers*, November 2001

- **专著**

1. Mercado, P. Ruben, Lihui Lin and David A. Kendrick, “Modeling Economic Growth with GAMS,” *Development Economics and Structuralist Macroeconomics: Essays in Honor of Lance Taylor*, Amitava Krishna Dutt and Jaime Rios (eds), Edward Elgar Publishing, Cheltenham, UK and Brookfield, U.S., 2003
2. Lin, Lihui, Xianjun Geng and Andrew B. Whinston, “Intelligence and Security Informatics: An Information Economics Perspective,” *Lecture Notes in Computer Science Volume 2665/2003: Intelligence and Security Informatics*, First NSF/NIJ Symposium, ISI 2003, Tucson,

USA, June 2–3, 2003

- **Translation Books**

- **Cases**

1. Bin Xie, Guangyu Liu, Lihui Lin, Xunhua Guo, Chunyan Lv, Mingzhi Li, Kai Reimers “Jointly-managed Pharmacy: Collaboration between Beijing Police Hospital and CNP,” Case Center of the School of Economics and Management, Tsinghua University, July 2013

- **Working papers (please mark with ★ for publicly available working papers)**

1. Wang, Lingli, Ni Huang, YiLin Hong, Lihui Lin, Xunhua Guo, Guoqing Chen, “When the Clock Strikes: Exploring the Mindset Effects of Temporal Cues in Gamified Online Learning Systems,” submitted to *Information Systems Research*, under second round review ★
2. Li, Jiaoyang, Xixi Li, Lihui Lin, Cheng Zhang, and Hongfei Gu, “Understanding the Inequality of Social Patterns among the Sick and the Cured in Chinese Lymphoma Social Media”
3. Wen, Zhong, Lihui Lin, “Membership Free Shipping Programs as a Competitive Strategy,”
4. Geng, Xianjun, Lihui Lin, and Andrew B. Whinston, “Incentive Issues and Solution Mechanisms for Knowledge Transfer with Enterprise 2.0 Technologies: A Game-theoretic Approach”
5. Xianjun Geng, Lihui Lin, Gang Peng, “Social Preferences, Modularity, and Inequality of Code Contribution in Open Source Software Development”
6. Zhirong Duan, Lihui Lin, “Customer Lifecycle Value and Acquired Assortments in E-commerce: An Empirical Investigation”

AZ, USA, June 2–3, 2003

- **译著**

- **案例**

1. 谢滨、刘光宇、林丽慧、郭迅华、吕春燕、李明志、Kai Reimers “药房共管：北京公安局民警门诊部与 CNP 合作模式”，清华大学经济管理学院案例中心，2013年7月

- **工作论文 (已半公开发表的工作论文请用★标注)**

1. Wang, Lingli, Ni Huang, Yili Hong, Lihui Lin, Xunhua Guo, Guoqing Chen, “When the Clock Strikes: Exploring the Mindset Effects of Temporal Cues in Gamified Online Learning Systems,” *Information Systems Research*, 第二轮在审 ★
2. Li, Jiaoyang, Xixi Li, Lihui Lin, Cheng Zhang, and Hongfei Gu, “Understanding the Inequality of Social Patterns among the Sick and the Cured in Chinese Lymphoma Social Media”
3. Wen, Zhong, Lihui Lin, “Membership Free Shipping Programs as a Competitive Strategy”
4. Geng, Xianjun, Lihui Lin, and Andrew B. Whinston, “Incentive Issues and Solution Mechanisms for Knowledge Transfer with Enterprise 2.0 Technologies: A Game-theoretic Approach,”
5. Xianjun Geng, Lihui Lin, Gang Peng, “Social Preferences, Modularity, and Inequality of Code Contribution in Open Source Software Development”
6. Zhirong Duan, Lihui Lin, “Customer Lifecycle Value and Acquired Assortments in E-commerce: An Empirical Investigation”