

# Chenxi Xu

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## CONTACT INFORMATION

The Fuqua School of Business  
Duke University  
100 Fuqua Dr, Durham, NC 27708

Mobile: +1 (984) 244-8233  
Email: [chenxi.xu@duke.edu](mailto:chenxi.xu@duke.edu)  
Website: [chenxi-xu.github.io](https://chenxi-xu.github.io)

## EDUCATION

**Duke University**, Durham, NC  
*The Fuqua School of Business* 2020-Present  
Ph.D. (Expected May 2026) in Decision Sciences  
• Advisor: Peng Sun

**Duke University**, Durham, NC  
*Department of Economics* 2018-2020  
M.S. in Financial Economics

**Shanghai Jiao Tong University**, Shanghai, China  
*Antai College of Economics and Management* 2014-2018  
B.S. in Economics

## RESEARCH INTERESTS

**Topics:** Mechanism design and applications in innovation and healthcare management; Market design  
**Methodology:** Analytical modeling; Optimization

## PUBLICATIONS

1. [Beyond Truthful Reporting: Robust Strategies for Worst-Case Payoff Maximization in Large Markets](#), with Saša Pekeč, forthcoming at *Information Systems Research*

## WORKING PAPERS

1. [Optimal Push, Pull, and Failure Funding for Global Health](#), with David Ridley and Peng Sun
2. [Conditional and Lenient Drug Approvals](#), with Giuseppe Lopomo, David Ridley, and Peng Sun
3. [Government Funding Allocation in Obesity Medicine R&D: Theory and Experiments](#), with Ziwei Zhu and Yushan Zhou

## WORK IN PROGRESS

**Funding mechanisms for multi-stage innovation**, with David Ridley and Peng Sun

## TEACHING EXPERIENCE

**Duke University**, Durham, NC

### Instructor

- EGRMGMT 580 *Decision Models* (Master of engineering management), 2024 Spring
  - Evaluation: 4.67/5.0
  - Topics: decision tree, Monte Carlo Simulation, and linear optimization

### Teaching Assistant

- *Decision Models* (GEMBA, MMS, MQM, WEMBA), 2021-2025
- *Dynamic Programming and Optimal Control* (PhD), 2023 Spring
- *Stochastic Models* (PhD), 2024 Fall

PROFESSIONAL SERVICES	Journal Referee: <i>Operations Research, Mathematics of Operations Research, Service Science</i>	
	Organizing Committee Member – Fuqua’s Interdisciplinary Seminar, 2021-2022	
HONORS & AWARDS	Doctoral Fellowship, Duke University	2020-2025
	Merit-Based Scholarship (\$20,000), Duke University	2018-2020
	Outstanding Graduate Award, Shanghai Jiao Tong University	2018
	Chailease International Scholarship, Shanghai Jiao Tong University	2016
CONFERENCE PRESENTATIONS	<b>Conditional and Lenient Drug Approvals</b>	
	• INFORMS Healthcare Conference, Raleigh, NC (scheduled)	2026
	• INFORMS Annual Meeting, Seattle, WA	2024
	• INFORMS Annual Meeting, Phoenix, AZ	2023
	<b>Optimal Push, Pull, and Failure Funding for Global Health</b>	
	• INFORMS Healthcare Conference, Raleigh, NC (scheduled)	2026
	• INFORMS Annual Meeting, Atlanta, GA	2025
	• POMS Annual Conference, Atlanta, GA	2025
	• INFORMS Annual Meeting, Seattle, WA	2024
OTHER SKILLS	<b>Programming:</b> MATLAB, Mathematica <b>Languages:</b> Mandarin (native), English (fluent)	
REFERENCES	<b>Peng Sun (Chair)</b> J.B. Fuqua Distinguished Professor of Business Administration Fuqua School of Business, Duke University, Durham, NC psun@duke.edu	
	<b>Giuseppe Lopomo (Co-chair)</b> Alan D. Schwartz Distinguished Professor of Business Administration Fuqua School of Business, Duke University, Durham, NC glopomo@duke.edu	
	<b>Saša Pekeč</b> Peterjohn-Richards Distinguished Professor of Business Administration Fuqua School of Business, Duke University, Durham, NC pekec@duke.edu	
	<b>David Ridley</b> Professor of the Practice of Business, Economics, and Public Policy and Dr. and Mrs. Frank A. Riddick, Jr. Research Fellow Fuqua School of Business, Duke University, Durham, NC david.ridley@duke.edu	