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EDUCATION

- PhD (Business & Management), Robert H. Smith School of Business, University of Maryland, College Park (2010). Dissertation: “Decisions under Uncertainty in Decentralized Online Markets: Empirical Studies of Peer-to-Peer Lending and Software Outsourcing.” (Dissertation committee chairs: Hank Lucas and Siva Viswanathan)
- MA (Economics), University of Maryland, College Park (2004)
- MA (Economics), Peking University, Beijing, China (2002)
- BA (Economics), Peking University, Beijing, China (2000)

APPOINTMENTS AND PROFESSIONAL AFFILIATIONS

- Associate Professor (with tenure), Scheller College of Business, Georgia Institute of Technology
- Associate Professor (with tenure) & Eller Fellow, Department of Management Information Systems, Eller College of Management, University of Arizona (2017-2018)
- Assistant Professor, Department of Management Information Systems, Eller College of Management, University of Arizona (2010-2017)
- Fellow, Judge School of Business, University of Cambridge (since 2015)
- Fellow, Cambridge Centre for Alternative Finance, University of Cambridge (since 2015)
- Research Affiliate, Center for Analytical Finance, Department of Economics, University of California Santa Cruz (since 2015)

PEER-REVIEWED JOURNAL PUBLICATIONS

- Lin, Y., **Lin, M.**, and Chen, H. Do Electronic Health Records Affect Quality of Care? Evidence from the HITECH Act. *Information Systems Research* (forthcoming).
- Goes, P., Ilk, N., **Lin, M.**, and Zhao, L. (2018). When More is Less: Field Evidence on Unintended Consequences of Multitasking. *Management Science* 64 (7):3033-3054.
- **Lin, M.**, Liu, Y., and Viswanathan, S. (2018). Effectiveness of Reputation in Contracting for Customized Production: Evidence from Online Labor Markets. *Management Science* 64(1):345-359.
- Wei, Z. and **Lin, M.** (2017). Market Mechanisms in Online Peer-to-Peer Lending. *Management Science* 63 (12): 4236-4257.
- Goes, P., Guo, C., and **Lin, M.** (2016). Do Incentive Hierarchies Induce User Effort? Evidence from an Online Knowledge Exchange. *Information Systems Research* 27(3) pp. 497-516.
- **Lin, M.** and Viswanathan, S. (2016). Home Bias in Online Investments: An Empirical Study of an Online Crowdfunding Market. *Management Science* 62(5) pp.1393-1414.
- Goes, P, **Lin, M.**, and C-M Au Yeung (2014). “Popularity effect” in user-generated content: Evidence from online product reviews. *Information Systems Research* 25(2) pp. 222-238.
- **Lin, M.**, Prabhala, N.R., Viswanathan, S. (2013). Judging borrowers by the company they keep: Friendship networks and information asymmetry in online peer-to-peer lending. *Management Science* 59(1) pp.17-35.
 - Winner of *Management Science* Best Paper Award in Information Systems, 2015
- **Lin, M.**, Lucas, H., Shmueli, G. (2013). Too Big to Fail: Large Samples and the p-Value Problem. *Information Systems Research* 24(4) pp. 906-917.

PAPERS INVITED FOR REVISIONS

- Does Information Really "Unravel"? Understanding Factors That Motivate Sellers to Seek Third-Party Certifications in an Online Labor Market (with Paulo Goes and Zaiyan Wei). "Reject but invite new submission" at *Management Science*.

PAPERS UNDER REVIEW, WORKING PAPERS & WORK-IN-PROGRESS

- Lower Taxes, Smarter Crowd? The Impact of Tax Incentives on Equity Crowdfunding (with Wei Chen and Bryan Zhang). Under review at *Information Systems Research*.
- Inspiration through Perspiration: Educational Impact of Online Charitable Crowdfunding (with Qiang Gao and Dobin Yim). Under review at *Information Systems Research*.
- Information Value of Texts in Debt Crowdfunding (with Qiang Gao and Rick Sias). Working paper available. Preparing for submission.
- Survival of Noise Traders (with Richard Sias and Zaiyan Wei). Working paper available. Preparing for submission.
- Spatial Distribution of Online Alternative Finance: Field Evidence from the UK Crowdfunding Industry (with Bryan Zhang). Manuscript in preparation.
- Gender Difference in Equity Crowdfunding (with Bryan Zhang and Raghu Rau). Manuscript in preparation.
- The Institutionalization of Peer-to-Peer Lending (with Richard Sias and Zaiyan Wei). Manuscript in preparation.
- Skin in the Game? Financial Guarantees as a Signal for Market Entrants (with Yong Liu and Qiang Gao). Manuscript in preparation.
- Word-of-Mouth vs. Word of Health Inspectors: Evidence from Yelp.com (with Paulo Goes and Chenhui Guo). Manuscript in preparation.
- Dyadic Predictions on Startup Mergers and Acquisitions (with Yu-Kai Lin and Xinlin Tang). In progress.
- Auctions in Online Labor Markets: A Structural Analysis (with Paulo Goes, Chenhui Guo, and Zaiyan Wei). In progress.
- A Structural Analysis of Search and Contracting in an Online Labor Market (with Madhu Viswanathan, Xiaolin Li and Qiang Gao). In progress.
- The Wisdom of a Diverse Crowd (with Qiang Gao and Jiayu Yao). In progress.
- Clickstream analysis of equity crowdfunding (with Anna Lukkarinen and Qiang Gao). In progress.
- Friend of a friend: Effect of network topology on willingness to repay (with Bryan Zhang). Field experiment in progress.

HONORS, AWARDS AND COMPETITIONS

- Sandy Slaughter Early Career Award, INFORMS Information Systems Society (2017)
- Kauffman Foundation, research grant on online labor markets (2017)
- Kalt Prize for Best Doctoral Student Placement, Eller College of Management, University of Arizona (2016)
- Emerald Citations of Excellence (2016)
- *Management Science* Meritorious Service Award (2016)
- *Management Science* Best Paper Award in Information Systems (2015)
- *Management Science* Distinguished Service Award (2014, 2015)
- Kauffman Foundation, research grant on gender issues in equity crowdfunding (2015)
- Eller College Dean's small research grant (2015, 2016)
- University of California Santa Cruz, Center for Analytical Finance, small research grant (2015)
- Wharton Customer Analytics Initiative, research proposal competition winner (twice, 2015)
- Junior Faculty Consortium, International Conference on Information Systems (2015)

- McGuire Center for Entrepreneurship, Interdisciplinary Research Award (2013) (with Yong Liu, Department of Marketing, University of Arizona).
- NET Institute Summer Research Grant (2010, 2012)
- Nomination for Best Conference Paper award, Conference on Information Systems and Technology (CIST), (2012, 2013, 2014, 2015).
- Co-investigator, Natural National Science Foundation of China Grant Key International Project: Growth Patterns and Key Factors for SMEs (Online Merchants) on Emerging e-Business Platforms (2012-2016)
- McGuire Center for Entrepreneurship, Small Research Grant (2011).
- Ewing Marion Kauffman Foundation, Entrepreneurship Dissertation Fellowship (2009)
- Economic Club of Washington Doctoral Fellowship (2009)
- Best Doctoral Student Paper, Conference on Information Systems and Technology (CIST) (2009).
- Oxford Summer Doctoral Program, Oxford University, UK (2008).
- Paine Award for Academic Excellence, Smith School of Business, University of Maryland (2010).
- Research Grant on Social Value Creation, Smith School of Business (2009).
- Best Entrepreneurship Paper Award, Dingman Center for Entrepreneurship (2008, 2009).
- Doctoral Consortium, Communities & Technologies Conference (2009).
- Doctoral Consortium, America's Conference on Information Systems (AMCIS) (2009).
- Goldhaber Travel Grant, Graduate School, University of Maryland College Park (2008)
- Graduate Research Assistantship, Smith School of Business, University of Maryland (2005-2010)
- Dean's Research Fellowship, Smith School of Business, University of Maryland (2005-2010)
- Honored Graduate of Beijing; Beijing, China (2000).
- Honored Graduate of Peking University (2000).
- Academic Excellence Awards, Peking University, Beijing, China (1996-2000).

PEER-REVIEWED CONFERENCE PROCEEDINGS

- "Can Social Networks Mitigate Information Asymmetry in Online Markets?" with Siva Viswanathan and N. Prabhala, in the *Proceedings of the 30th International Conference on Information Systems*. Nominated for Best Conference Paper.
- "Peer-to-peer Lending: An Empirical Investigation", in the *Proceedings of the 2009 America's Conference on Information Systems*.
- "Bidder Migration", with Wolfgang Jank, in the *Proceedings of the 2008 America's Conference on Information Systems*.

INVITED TALKS AND CONFERENCE PRESENTATIONS (SINCE 2010)

- University of Texas at Dallas (to be scheduled)
- Nanyang Technological University, Singapore (to be scheduled)
- Harbin Institute of Technology (to be scheduled)
- Temple University, Fall 2018 (to be scheduled)
- Shanghai University of Finance and Economics, June 2018
- National Taiwan University, June 2018.
- INFORMS Annual Meeting, October 2017
- Michigan State University, September 2017
- China Summer Workshop on Information Management (CSWIM), 2017, Nanjing, China
- "Gender biases and differences in equity crowdfunding." Production and Operations Management Conference, Seattle, May 2017
- Georgia Institute of Technology, Scheller College of Business, February 2017
- Federal Reserve Board, research and policy conference on financial innovation, December 2016
- Tsinghua University, PBC School of Finance, December 2016

- Conference on Information Systems and Technologies, November 2016
- Carnegie Mellon University, Tepper School of Business, April 2016
- Kauffman Emerging Scholars Conference, February 2016
- University of Arizona, Department of Marketing, Weiland Speaker Series, November 2015
- University of Rochester, Simon School of Business, October 2015
- University of Arizona, MIS Speaker Series, October 2015
- Third Annual Academic Symposium on Crowdfunding, University of California, Berkeley, CA, September 2015
- Industry Studies Conference, Kansas City, Kansas, May 2015
- Invited speaker, workshop on “Financial Access, New Platforms for Finance,” organized by the Center for Analytical Finance at the University of California, Santa Cruz, April 2015
- University of California San Diego, Rady School of Business, February 2015
- Georgia Institute of Technology, Scheller College of Business, January 2014
- Pennsylvania State University, Department of Supply Chain and Information Systems, October 2013
- "Home bias in online investments"; Academic symposium on crowdfunding, University of California at Berkeley, October 2013
- "Auctions vs. posted-prices", INFORMS Conference on Information Systems and Technology, October 2013.
- "Information unraveling." Workshop on Information Systems and Economics, Orlando, FL., December 2012. Also presented in INFORMS 2012 and INFORMS CIST Conference 2012 in Phoenix, AZ, and in Department of Economics, University of Arizona.
- "From clickstream to search-stream: Evidence from a B2B market." 14th International Conference on Electronic Commerce, Singapore; August 2012
- "Certification Effects: Evidence from Natural Experiments." International Industrial Organization Conference (IIOC 2012), Fairfax, VA; March 2012
- "All that glitters: certification in online micro contracting." INFORMS Annual Meeting, Charlotte, NC; November 2011
- "Word-of-mouth in online micro contracting." INFORMS Annual Meeting, Charlotte, NC; November 2011
- Invited Speaker at the Marketing Colloquium, Department of Marketing, Eller College of Management, University of Arizona; October 2011
- "Social influence and product reviews." School of Information Resources and Library Science, University of Arizona; September 2011
- "Is home bias always preferential? Evidence from a natural experiment." International Industrial Organization Conference (IIOC). Boston, MA; April 2011.
- "Home bias in online investment decisions." INFORMS Annual Meeting, Austin, TX; November 2010

SERVICES AND OUTREACH

- **Track Co-Chair**, *Economics and Information Systems*, International Conference on Information Systems (ICIS) 2018.
- **Associate Editor**, *Information Systems Research* (since January 1st, 2017)
- **Associate Editor**, *Information Systems Research*, Special Issue on Digital Infrastructure and Platforms
- **PhD Program Director**, MIS Department, University of Arizona (2017-2018)
- **Mentor**, Kauffman Entrepreneurship Mentoring Workshop 2016, 2017
- **Department representative**, Eller College Graduate and Professional Services Committee (GPSC) (2016-2018)
- **Faculty recruiting committee member**, MIS Department, University of Arizona (2016-2018)
- **Master's Program Committee**, MIS Department, University of Arizona (2015-2018)
- **Cluster co-chair**, INFORMS Annual Meeting 2015, eBusiness cluster

- **Associate Editor**, International Conference on Information Systems (ICIS) 2013, 2014, 2016; European Conference on Information Systems (ECIS) 2016
- **Track Co-Chair**, PACIS 2012 (Pacific-Asia Conference on Information Systems), Economics of Information Systems Track; ICEC 2014 (International Conference on Electronic Commerce)
- **Program Committee**, INFORMS Conference on Information Systems and Technologies (CIST) (since 2010)
- **Program Committee**, China Summer Workshop on Information Management (CSWIM) (2014-2016)
- **Conference Co-Chair**, Statistical Challenges in Electronic Commerce Research; June 2011, Rio de Janeiro, Brazil
- **Program Committee**, Hawaii International Conference on System Sciences (2016), Big Data Engineering Mini Track
- **External Examiner for IS PhD Thesis**, Nanyang Business School, Nanyang Technological University,
- **Reviewer for Journals**: Management Science; MIS Quarterly; Information Systems Research; Production and Operations Management Journal; European Journal of Information Systems; Journal of Management Information Systems; Decision and Support Systems; Nature Human Behavior; and others.
- **External Grant Review for**: Kauffman Foundation; Research Grant Council of Hong Kong
- **Reviewer for Conferences**: International Conference on Information Systems (ICIS); Pacific Asia Conference on Information Systems (PACIS); Hawaii International Conference on System Sciences (HICSS); America's Conference on Information Systems (AMCIS)
- **PhD student advising**: Qiang Gao (co-advising with Paulo Goes; graduated in 2016 from University of Arizona; placed at City University of New York), Chenhui Guo (co-advising with Paulo Goes; graduated in 2016 from University of Arizona; placed at Michigan State University); Jiayu Yao (first year student at Georgia Tech).
- **Dissertation Committee Member** for David Zimbra (2012, Department of MIS, University of Arizona), Chang Heon Lee (2012, Department of MIS, University of Arizona), Noyan Ilk (2012, Department of MIS, University of Arizona; placed at Florida State University), Jie Si Chen (2013, Department of MIS, University of Arizona), Zaiyan Wei (2014, Department of Economics, University of Arizona, placed at Purdue University), Yu-Kai Lin (2015, Department of MIS, University of Arizona, placed at Florida State University), Shan Jiang (2015, Department of MIS, University of Arizona), Peng Wang (2018, Department of Marketing, University of Arizona), Wenli Zhang (2018, Department of MIS, University of Arizona)
- **Coordinator**, MIS Department Seminars, University of Arizona (2011-2013)

TEACHING (SINCE 2010)

- MGT 4803 (undergraduate), **Data Visualization for Business**, Georgia Institute of Technology
- MGT 6450 (MBA), **Project Management**, Georgia Institute of Technology
- MIS 611C (PhD), **Economics of Information Systems**, University of Arizona (2016-2017)
- MIS 478 (undergraduate), **Project Management**, University of Arizona (2012-2017)
- MIS 578E (online MBA), **Project Management**, University of Arizona (2014-2018)
- MIS 578 (MIS Online), **Project Management**, University of Arizona (2014-2018)
- MIS 513 (MS in MIS), **Business Foundations for IT**, University of Arizona (2010-2017)

PROFESSOR ORGANIZATION MEMBERSHIPS

- INFORMS (The Institute for Operations Research and the Management Sciences)
- AEA (American Economic Association)
- AIS (Association for Information Systems)