Xuewen Han

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Academic Position

SHANGHAI JIAO TONG UNIVERSITY	Shanghai, China
Assistant Professor in Information, Technology and Innovation	*August 2025 - present*

Education

TSINGHUA UNIVERSITY	Beijing, China
Ph.D. in Information Systems, Advisor: Sean Xin Xu, Ph.D.	*September 2019 - June 2025*
HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY	HongKong, China
Research Assistant	*January 2022 - December 2022*
JILIN UNIVERSITY	Jilin, China
Bachelor in Management & Bachelor in Economics	*September 2015 - June 2019*

Research Interest

Topics: Fintech, Digital Innovation and Entrepreneurship, Human-AR Interaction
Methods: Generative AI, Machine Learning, Deep Learning, Econometrics, Field Experiment

Under Review Paper

1. **Han, Xuewen**; Xu, Sean Xin; Yin, Zhitao. The Democratization Dilemma: Scaling up Crowdfunding Campaigns and its Mixed Implications for Venture Capital Investors.
   Third-round revision, Information Systems Research (UTD 24)

2. **Han, Xuewen**; Yin, Zhitao; Rai, Arun. Legal Shields, Hidden Costs: The Dual Impact of Anti-Patent-Troll Laws on IT Firm Innovation.
   Third-round revision, Information Systems Research (UTD 24)

3. **Han, Xuewen**; Cai, Yao; Xu, Sean Xin; Zhang, Kunpeng. Interpretable Text Embedding via Generative AI Models.
   Second-round revision, MIS Quarterly (UTD 24)

4. **Han, Xuewen**; Song, Qingping; Xu, Sean Xin; Zhang, Kunpeng. Financial Sequence Data Modeling for Purchase Intention Prediction: A Theory-guided Transformer-based Approach
   Second-round revision, MIS Quarterly (UTD 24)

Working Paper

1. **Han, Xuewen**; Xu, Sean Xin; Zhang, Kunpeng. Generative AI for Modeling Customer Behavior in Retail Banking: Exploring Effective Intervention Strategies.
   To be submitted to Marketing Science

2. Yang, Zherui; Li, Ting; **Han, Xuewen**; Xu, Sean Xin; Yin, Zhitao. How Augmented Reality (AR) Improves Workers' Task Performance: Airplane Maintenance With Field Evidence.
   To be submitted to Management Science

Conference Paper

1. **Han, Xuewen**; Xu, Sean Xin; Zhang, Kunpeng. GenAI for (Social) Science: Customer Behavior Modeling in a Retail Bank.

   - 2024 Conference on Information Systems and Technology, Seattle, US
   - 2024 China Association Information Systems, Tianjin, China ***Best paper***
   - The 4th AIS SIG DITE Paper Development Workshop on Digital Innovation, Transformation, and Entrepreneurship, Cleveland, US
   - The 9th International Conference on Smart Finance, Hefei, China

2. **Han, Xuewen**; Wang, Neng; Che, Shangkun; Yang, Hongyang; Zhang, Kunpeng; Xu, Sean Xin. Enhancing Investment Analysis: Optimizing AI-Agent Collaboration in Financial Research

   - The 5th ACM International Conference on AI in Finance, New York, US

3. **Han, Xuewen**; Li, Ting; Xu, Sean Xin; Yang, Zherui; Yin, Zhitao; Zhang, Kunpeng. IoT and Wearable Devices-enhanced Information Provision of AR Glasses: A Multi-modal Analysis in Aviation Industry.

   - 2023 International Conference on Information Systems, Hyderabad, India ***Best paper nominee***
   - 2023 China Association Information Systems, Hangzhou, China ***Best paper***

4. **Han, Xuewen**; Xu, Sean Xin; Zhang, Kunpeng. Interpretable Text Embedding via Generative AI Models.

   - 2024 BizAI Conference, UT Dallas, US
   - 2023 China Association Information Systems, Hangzhou, China

5. **Han, Xuewen**; Song, Qingping; Xu, Sean Xin; Zhang, Kunpeng. A Transformer-based Joint Representation Learning for Customer Purchase Intention Prediction.

   - 2023 Conference on Information Systems and Technology, Arizona, US
   - 2023 China Summer Workshop on Information Management, Changsha, China

6. Yang, Zherui; Li, Ting; **Han, Xuewen**; Xu, Sean Xin; Yin, Zhitao. How does Augmented Reality (AR) Improve Workers' Performance?

   - 2024 Workshop on Information Systems and Economics, Bangkok, Thailand
   - 2023 Decision Science Institute 52nd Annual Conference, Texas, US
   - 2022 Institute for Operations Research and the Management Sciences, Indianapolis, US
   - 2022 China Summer Workshop on Information Management, Ningbo, China
   - 2022 Symposium on Statistical Challenges in Electronic Commerce Research, Madrid, Spain

7. **Han, Xuewen**; Xu, Sean Xin; Yin, Zhitao. Gig Economy Regulation and Financing for Entrepreneurship: Evidence from the Regulations of Transportation Network Companies in the US.

   - 2021 China Association Information Systems, Changsha, China

Awards

PACIS 2024 Doctoral Consortium Participant, 2024

First Class Scholarship, Tsinghua University, 2023

Greenburg Scholarship, Tsinghua University, 2020, 2023

Second Class Scholarship, Tsinghua University, 2021, 2022

Outstanding Bachelor Graduate, Jilin University, 2019

First Class Academic Award, Jilin University, 2018

Excellent Student, Jilin University, 2018

China Aerospace Science and Technology Corporation Scholarship, CASC, 2018

Excellence Award in 2018 China-Korea University Entrepreneurship Competition, Hanyang University, 2018

UNIQLO Scholarship, Fast Retailing Co., Ltd., 2017

National Scholarship, Ministry of Education of the People's Republic of China, 2016, 2017

Third Prize in 2016 National English Competition for College Students, NECCS, 2016

Grants

1. Beijing Natural Science Foundation Youth Project (No.04150100824), participated, research funding: 200,000 RMB, 2024.01-2025.06.

2. Tsinghua University School of Economics and Management Research Fund Project (No.2023051003), participated, research funding: 200,000 RMB, ongoing, 2023.12-2025.11.

Service

Conference reviewer for International Conference on Information Systems (ICIS 2025, ICIS 2024, ICIS 2022, ICIS 2021)

Conference reviewer for European Conference on Information Systems(ECIS 2024)

Conference reviewer for Conference on Information Systems and Technology (CIST 2023)

Conference reviewer for China Association Information Systems (CNAIS 2022)