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Gender: Male

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Degree: PhD

Title: Professor

Research Interest: Information Systems, Electronic Commerce

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Academic Background

07/2002-08/2007	PhD in Information Systems, National University of Singapore
09/1996-07/2000	BSc in Management Information Systems, Fudan University

Overseas Study Experience

07/2011-08/2011	Global Colloquium on Participant-Centered Learning Program, Harvard Business School, U.S.
07/2002-08/2007	PhD in Information Systems, National University of Singapore

Academic Positions

08/2013-present	Professor, School of Management, Xiamen University
02/2010- 07/2013	Associate Professor, School of Management, Xiamen University
08/2007-02/2010	Post-doc Research Fellow, The Logistics Institute - Asia Pacific, Singapore

Courses Taught

Research Methods for Management Science (PhD)
Business Research Methods (Masters)
Strategic Management of e-Business (Undergraduate)
Internet Marketing (Undergraduate)

Professional Experiences (Consulting)

07/2000-07/2002	ERP Consultant, HAND Enterprise Solutions Co. Ltd, Shanghai, China
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Research Grants

Research Grants from Public-Sectors / Academic Research Projects

1. Principal Investigator, "Digital Finance in China," Grant: RMB900,000, *The Fundamental Research Funds for the Central Universities*, 20720161044, 2016-2018
2. Principal Investigator, "Online P2P Lending in China: A Signaling Theory and Social Learning Theory Perspective," Grant: RMB590,000, *National Natural Science Foundation*, 71572166, 2016-2019.
3. Principal Investigator, "The Adoption of Digital Information Products: Technology and Social Compatibility," Grant: RMB195,000, *National Natural Science Foundation*, 71202059, 2012-2014.
4. Principal Investigator, "Consumer Participation in Group-shopping: The Moderating Effects from Product Type," Grant: RMB100,000, *The Fundamental Research Funds for the Central Universities*, 2011221016, 2011-2013.
5. Principal Investigator, "Website Aesthetics: A Cognitive-Affective Framework," Grant: RMB68,000, *The Ministry of Education of China*(Humanities and Social Science), 10YJC630010, 2011-2013.
6. Principal Investigator, "Knowledge Sharing in Internet of Things: A Managerial Perspective," Grant: RMB36,000, *Research Fund for the Doctoral Program of Higher Education of China*, 20100121120013, 2010-2012.

Publications (2008-2016)

Scholarly Articles (in int'l refereed journals)

1. Teoh, S. Y., & CAI, S. 2015, "The Process of Strategic, Agile, Innovation Development: A Healthcare Systems Implementation Case Study," *Journal of the Global Information Management*, 23(3), 1-22.
2. CHEN, X., GENG, R. & CAI, S. 2015, "Predicting Microblog Users' Lifetime Activities – A User-Based Analysis," *Electronic Commerce Research & Applications*, 14(3), 150-168.
3. MIAO, Z., CAI, S., & XU, D. 2014, "Applying an Adaptive Tabu Search Algorithm to Optimize Truck-dock Assignment in the Crossdock Management System," *Expert Systems with Applications*, 41(1), 16-22.
4. CAI, S., CHEN, X., & BOSE, I. 2013, "Exploring the Role of IT for Environmental Sustainability in China: An Empirical Analysis," *International Journal of Production Economics*, 146(2), 491-500.
5. XU, Y., CAI, S., & KIM, H.-W. 2013, "Cue consistency and Page Value Perception: Implications to Web-based Catalog Design," *Information & Management*, 50(1), 33-42.
6. CAI, S., GOH, M., DE SOUZA, R., & LI, G. 2013, "Knowledge Sharing in Collaborative Supply Chains: Twin Effects of Trust and Power," *International Journal of Production Research*, 51(7), 2060-2076.
7. CAI, S., CHEN, X., & BOSE, I., 2012, "The Many Faces of Green IT," *International Journal of Business Data Communications and Networking*, 8:52-59.
8. MIAO, Z., CAI, S., & XU, D., 2012, "Exploring the Antecedents of Logistics Social Responsibility: A Focus on Chinese Firms," *International Journal of Production*

Economics, 140:18-27.

9. CAI, S., & XU, Y., 2011, "Designing Not just for Pleasure: Effects of Web Site Aesthetics on Consumer Shopping Value," *International Journal of Electronic Commerce*, 15:159-187.
10. CAI, S., & XU, Y., 2008, "Designing Product Lists for e-Commerce: The Effect of Sorting on Consumer Decision," *International Journal of Human Computer Interaction*, 24:700-721.

Papers in Int'l Conferences

1. CHEN, X., CAI, S. "Self-disclosure under Social Networking Sites: A Risk-Utility Decision Model," 14th Annual International Conference on Electronic Commerce, Singapore, 2012.
2. GUO, C., MIAO, Z., CAI, S. "Pursuing Logistics Social Responsibility in the Chinese Context: Exploring the Moderating Effects from Enterprise Ownership," The 3rd POMS-Hong Kong International Conference, POMS Hong Kong Chapter, Hong Kong, 2012.
3. LIU, L., CHEN, X., CAI, S. "The Effects of Perceived Utility and Perceived Privacy Risk on Self-disclosure under Social Networking Sites," The 3rd POMS-Hong Kong International Conference, POMS Hong Kong Chapter, Hong Kong, 2012.
4. LIU, L., XU, Y., CAI, S., KIM, H.-W., PADMAL, V. "Initial Online Trust Building: A Social Learning Theory Perspective," The Eleventh Wuhan International Conference on E-Business, Wuhan, 2012.
5. CAI, S., GOH, M., DE SOUZA, R., LI, G. "Exploring the Antecedents of Technical Exchanges and Technology Transfer in Supply Chains: A Research-in-Progress," The 8th International Conference on Service Systems and Service Management, Tianjin, China, 2011.
6. CAI, S., MIAO, Z., and XU, D. "Sustainable development: A Quest for Logistics Social Responsibility among Chinese Manufacturing Firms," 8th International Conference on Service Systems and Service Management, Tianjin, China, 2011.
7. TEOH, S.Y., CAI, S., and CORBITT, B. "A Case Study of Healthcare Information Technology Implementation: Agile-Innovative Capability Development Process," Pacific Asia Conference on Information Systems (PACIS), Association for Information Systems (AIS), Taipei, Taiwan, 2010.
8. XU, Y., CAI, S. "Social Goals in Communication Media Choice," Pacific Asia Conference on Information Systems (PACIS), Association for Information Systems (AIS), Taipei, Taiwan, 2010.
9. LU, Q., CAI, S., GOH, M., and DE SOUZA, R. "Logistics Capability as a Factor in Foreign Direct Investment Location Choice," IEEE International Conference on Management of Innovation and Technology, Singapore, 2010.
10. TEOH, S.Y., CAI, S. "Innovative Capability Development Process: A Singapore IT Healthcare Case Study," European Conference on Information Systems (ECIS), Verona, Italy, 2009.
11. CAI, S., DE SOUZA, R., GOH, M., SUNDARAKANI, B., LI, W.K., and LU, Q. "The Adoption of Green Supply Chain Strategy: An Institutional Perspective," IEEE International Conference on Management of Innovation and Technology, Bangkok, Thailand, 2008.

12. CAI, S., GOH, M., DE SOUZA, R., LI, G. "Antecedents of Knowledge Sharing in Supply Chains: An Empirical Study," International Conference on Greater China Supply Chain and Logistics Taipei, Taiwan, 2008.
13. CAI, S., and XU, Y. "Voluntary Knowledge Sharing in Organizations," Pacific Asia Conference on Information Systems (PACIS), Association for Information Systems (AIS), Suzhou, China, 2008.
14. CAI, S., XU, Y., YU, J., DE SOUZA, R. "Understanding Aesthetics Design for e-Commerce Web Sites: A Cognitive-Affective Framework," Pacific Asia Conference on Information Systems (PACIS 2008), Association for Information Systems (AIS), Suzhou, China, 2008.

Books and Book Chapters

1. CAI, S., XU, Y. *Designing Website Interface for E-Commerce* VDM Verlag, Saarbrücken, Germany, 2010.
2. DE SOUZA, R., GOH, M., CAI, S., SUNDARAKANI, B. *Innovation: The Next Source of Competitive Advantage for Logistics Service Provider*, in: *Global Insights: Asia, Africa and the Middle East*, The Guide to Global Trade and Supply Chain Management, M. Voon (ed.), PPP Company Limited, Hong Kong, 2008a, pp. 125-132.
3. DE SOUZA, R., GOH, M., CAI, S., SUNDARAKANI, LANGLEY, J. *Third-Party Logistics in Emerging Markets – China and India*, in: *Global Insights: Asia, Africa and the Middle East*, The Guide to Global Trade and Supply Chain Management, M. Voon (ed.), PPP Company Limited, Hong Kong, 2008b, pp. 95-99.
4. DE SOUZA, R., GOH, M., SUNDARAKANI, B., CAI, S., *Framework to Understand the Green Supply Chain*, in: *Global Insights: Asia, Africa and the Middle East*, The Guide to Global Trade and Supply Chain Management, M. Voon (ed.), PPP Company Limited, Hong Kong, 2008c, pp. 118-124.
5. DE SOUZA, R., GOH, M., SUNDARAKANI, B., CAI, S. *Mergers, Acquisitions and Consolidation in Logistics Industry*, in: *Global Insights: Asia, Africa and the Middle East*, The Guide to Global Trade and Supply Chain Management, M. Voon (ed.), PPP Company Limited, Hong Kong, 2008d, pp. 107-113.