

Xiaolin Lin

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Biography

Xiaolin Lin is an assistant professor of information systems in the college of business at California State University, Sacramento. Prior to that, he was an assistant professor of computer information systems in the Paul and Virginia Engler College of Business at West Texas A&M University. He received his Ph.D. in management information systems from Washington State University. His research focuses on the implications of IT in e-commerce and healthcare, human-AI interaction, cyber security, and gender differences in IT behavioral research. He has published papers in premier journals such as Journal of Business Ethics, European journal of Information Systems, Decision Sciences, Information & Management, International Journal of Electronic Commerce, Journal of the Association for Information Science and Technology, and International Journal of Information Management, among others. Currently, he is a senior editor of Information Technology & People.

Areas of Interests

Teaching: Management of Information Systems, Business Analytics

Research: Social Commerce, AI, and Cybersecurity

Consulting: IT use and implications for business practices

Journal Publications

- **Lin, X., & Wang, X.** (forthcoming). Towards a model of social commerce: improving the effectiveness of e-commerce through leveraging social media tools based on consumers' dual roles. *European Journal of Information Systems*, 1-18. (*ABDC: A**)
- Wang, X., **Lin, X.***, & Shao, B. (forthcoming). How does artificial intelligence create business agility? Evidence from chatbots. *International Journal of Information Management*, 66, 102535. (**corresponding author*) (*ABDC: A**)
- Wang, X., **Lin, X.***, & Shao, B. (forthcoming). Artificial intelligence changes the way we work: A close look at innovating with chatbots. *Journal of the Association for Information Science and Technology*. (**corresponding author*) (*ABDC: A**)
- **Lin, X.**, Shao, B., & Wang, X. (2022). Employees' perceptions of chatbots in B2B marketing: Affordances vs. disaffordances. *Industrial Marketing Management*, 101, 45-56. (*ABDC: A**)
- Zilong Liu, **Xiaolin Lin***, Xuequn Wang, & Tianhua Wang. (2022) "Self-Regulation Deficiency in Predicting Problematic Use of Mobile Social Networking Apps: The Role of Media Dependency. *Decision Sciences*. (**corresponding author*) (*ABDC: A**)

- Wang, X., Tajvidi, M., **Lin, X.***, & Hajli, N. (2020). Towards an ethical and trustworthy social commerce community for brand value co-creation: A trust-commitment perspective. *Journal of Business Ethics*, 167(1), 137-152. (*corresponding author) (**FT Top 50**)
- Xuequn Wang, Yichuan Wang, **Xiaolin Lin***, & Amjad Abdullat (forthcoming). The dual concept of consumer value in social media brand community: a trust transfer perspective. *International Journal of Information Management*. (*corresponding author) (ABDC: A*)
- **Lin, X.**, & Kishore, R. (forthcoming). Social media-enabled healthcare: A conceptual model of social media affordances, online social support, and health behaviors and outcomes. *Technological Forecasting and Social Change*. (ABDC: A)
- Shirazi, F., Wu, Y., Hajli, A., Zadeh, A. H., Hajli, N., & *Lin, X.* (forthcoming). Value co-creation in online healthcare communities. *Technological Forecasting and Social Change*. (ABDC: A)
- **Lin, X.**, & Wang, X. (2020). Examining gender differences in people's information-sharing decisions on social networking sites. *International Journal of Information Management*, 50, 45-56. (ABDC: A*)
- Feng, X., Li, Y., **Lin, X.***, & Ning, Y. (2020). Mobile targeting in industrial marketing: Connecting with the right businesses. *Industrial Marketing Management*, 86, 65-76. (*corresponding author) (ABDC: A*)
- Bazi, S., Hajli, A., Hajli, N., Shanmugam, M., & **Lin, X.** (forthcoming). Winning engaged consumers: The rules of brand engagement and intention of co-creation in social commerce. *Information Technology & People*. (ABDC: A)
- Zhao, Y., Wen, L., Feng, X., Li, R., & **Lin, X.** (2020). How managerial responses to online reviews affect customer satisfaction: An empirical study based on additional reviews. *Journal of Retailing and Consumer Services*, 57, 102205. (ABDC: A)
- Wang, X., **Lin, X.***, & Liu, Z. (forthcoming). Understanding Consumers' Post-Adoption Behavior in Sharing Economy Services. *Journal of Computer Information Systems* (ABDC: A)
- Wang, X., **Lin, X.*** & Hajli, N. (forthcoming). Understanding Software Engineers' Skill Development in Software Development. *Journal of Computer Information Systems* (*corresponding author) (ABDC: A)
- **Lin, X.**, Sarker, S., & Featherman, M. (2019). Users' Psychological Perceptions of Information Sharing in the Context of Social Media: A Comprehensive Model. *International Journal of Electronic Commerce*, 23(4), 453-491. (ABDC: A)
- **Lin, X.**, Wang, X., & Hajli, N. (2019). Building E-commerce satisfaction and boosting sales: The role of social commerce trust and its antecedents. *International Journal of Electronic Commerce*, 23(3), 328-363. (ABDC: A)
- **Lin, X.**, Featherman, M., Brooks, S. L., & Hajli, N. (2019). Exploring gender differences in online consumer purchase decision making: An online product presentation perspective. *Information Systems Frontiers*, 21(5), 1187-1201. (ABDC: A)
- Wang, X., **Lin, X.*** & Spencer, M. K. (2019). Exploring the effects of extrinsic motivation on consumer behaviors in social commerce: Revealing consumers' perceptions of social commerce benefits. *International Journal of Information*

Management, 45, 163-175. (*corresponding author) (ABDC: A*)

- Prentice, C., Wang, X., & **Lin, X.** (2018). An Organic Approach to Customer Engagement and Loyalty. *Journal of Computer Information Systems* (ABDC: A)
- **Lin, X.**, Clay, P., Hajli, N., & Dadgar, M. (2018). Investigating the impacts of organizational factors on employees' unethical behavior within organization in the context of Chinese firms. *Journal of Business Ethics*, 150 (3), 779-791. (**FT Top 50**)
- Li, Y., Wang, X., **Lin, X.**, & Hajli, M. (2018). Seeking and sharing health information on social media: A net valence model and cross-cultural comparison. *Technological Forecasting and Social Change*. 126, 28-40. (ABDC: A)
- **Lin, Xiaolin**, Mauricio Featherman, and Saonee Sarker. "Understanding factors affecting users' social networking site continuance: A gender difference perspective." *Information & Management* 54.3 (2017): 383-395. (ABDC: A*)
- Hajli, N., & **Lin, X.** (2016). Exploring the security of information sharing on social networking sites: The role of perceived control of information. *Journal of Business Ethics*, 133(1), 111-123. (**FT Top 50**)
- **Lin, Xiaolin**, Yibai Li, and Xuequn Wang. "Social commerce research: Definition, research themes and the trends." *International Journal of Information Management* 37.3 (2017): 190-201. (ABDC: A*)
- **Lin, Xiaolin**, Dawei Zhang, and Yibai Li. "Delineating the dimensions of social support on social networking sites and their effects: a comparative model." *Computers in Human Behavior* 58 (2016): 421-430. (ABDC: A*)