

# Kashish Arora

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## Education

<b>Cornell University, Johnson School Of Management</b>	Ithaca, New York
Ph.D. in Management	Expected 2022
Masters in Management	2021
Thesis Committee: Vishal Gaur (Chair), Fanyin Zheng, Nagesh Gavirneni, Shane Henderson	
<b>INSEAD</b>	Fontainebleau, France
M.Sc. in Management (Technology and Operations Management)	2017
<b>Indian Institute of Technology</b>	New Delhi, India
Bachelors of Technology, Industrial and Production Engineering	2013

## Research and Teaching Interests

**Research:** Empirical Operations Management—Supply Chains & Marketplaces, Applied Econometrics, Structural Estimation, Machine Learning  
**Teaching:** Core Operations Management, Business Analytics, Empirical Methods (Ph.D.), Applied Statistics, Retail Operations

## Research

- 1. A Data-driven model of a Firm's Operations with Application to Cash Flow Forecasting**  
Kashish Arora and Vishal Gaur  
**Under Review** at **Management Science**, <https://ssrn.com/abstract=3870888>  
Accepted at the Wharton Workshop for Empirical Research, 2021
- 2. Private Vs. Pooled Transportation: Customer Preference, Environmental Effect and Congestion Management**  
Kashish Arora, Fanyin Zheng and Karan Girotra  
**Reject and Resubmit** at **Management Science**, preparing resubmission, <https://ssrn.com/abstract=3701056>  
Honorable Mention, POMS College of Sustainable Operations Best Paper Award, 2021  
1st Place, INFORMS Conference on Service Science Best Student Paper award, 2020  
Accepted at the Wharton Workshop for Empirical Research, 2020  
Accepted at the Marketplace Innovation Workshop, 2021  
Invited for Presentation at Stanford GSB I.O. Seminar, 2021
- 3. An Unsupervised Learning Framework for Improving Sales Forecasts**  
Kashish Arora and Vishal Gaur  
Work in Progress
- 4. Matching Electrical Supply with Demand: The Case of Smart Meters**  
Kashish Arora  
Preliminary draft available on request
- 5. Estimating the impact of climate change on Airline Delays**  
Kashish Arora, Ariel Ortiz Bobea, and Nagesh Gavirneni  
Preliminary results available on request

## Selected Awards and Grants

Byron E. Grote MS'77 PhD'81 Johnson Professional Scholarship	2021
Honorable Mention, POMS College of Sustainable Operations Best Paper Award	2021
1st Place, INFORMS Service Science Conference Best Student Paper award	2021
Business of Food Grant, Cornell (USD 8,000)	2021
Bartholomew Family Charitable Fund PhD Scholarship, Cornell University	2019
Selected for Colman Leadership Program, Cornell University	2019
Cornell University Doctoral Fellowship	2018-2021
INSEAD Best Tutor award for excellence in MBA teaching	2016 and 2017
National Talent Search Exam Scholarship	2007-2013

## Teaching Experience

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### Cornell University

Ithaca, New York

#### Introduction to SQL and Tableau (MBA Elective Course)

Classroom Instructor for MBA elective course (14 × 1.15 hr zoom sessions)

Fall 2020

Evaluation: 4.25/5.00, 4.19/5.00

#### Managing Operations (EMBA Core Course)

Classroom Instructor for tutorials (4 × 1.5 hr sessions)

Fall 2018

### INSEAD

Fontainebleau, France

#### Production and Operations Management (MBA Core Course)

Classroom Instructor for core course tutorials (4 × 2 × 1.5 hr sessions)

Evaluation : 4.80/5 (responses 81/300), Awarded best tutor

Fall 2016

Evaluation : 4.57/5 (responses 75/300), Awarded best tutor

Fall 2017

#### TA Experience (Cornell)

Managing Operations (MBA Core Course), Prof. Yao Cui

Fall 2019, 2020

Managing Operations (EMBA Core Course), Prof. Yao Cui

Fall 2019, 2020

Intro To SQL (MBA Elective Course), Prof. Vishal Gaur

Fall 2020

## Presentations

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Stanford GSB I.O. Seminar, Chicago Booth, MIT Sloan (Co-Author)

2021

Wharton Workshop for Empirical Research

2020, 2021

Marketplace Innovation Workshop

2021

OTIM Seminar, Cornell

2019, 2021

OTIM Ph.D. Forum, Cornell

2020, 2021

INFORMS Annual Conference

2017-2021

MSOM Annual Conference

2019, 2021

Revenue Management and Pricing Conference

2019, 2021

INSEAD Wharton Consortium, Singapore

2016

## Professional Affiliations and Service

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### Member

Econometric Society, Institute for Operations Research and Management Sciences (INFORMS),

Production and Operations Management Society (POMS), Revenue Management and Pricing Society (RMP)

Manufacturing and Service Operations Management Society (M&SOM)

### Refereeing Service

Ad-Hoc reviewer for Management Science and Manufacturing & Service Operations Management

## Professional Experience

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**Pilota**, Technical Advisor

2018-2021

Pilota was a Cornell Tech incubated start-up that predicted delays for flights. I helped develop their delay prediction IP. Total raised capital - \$400K, now acquired by Hopper.

**Credit-Suisse**, Investment Analyst

2013-2015, Mumbai

As an analyst at the flow trading desk, I helped optimize the securities lending process.

**IBM Research Lab**, Research Intern

2012, New Delhi

Implemented a manpower staffing strategy for the IBM call center in the QED queuing regime.

## Diversity And Inclusion

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### Course Completion

Foundations of Diversity and Inclusion at Work, Coursera

University of Virginia, Darden School of Business

## References

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**Prof. Vishal Gaur**

Emerson Professor of Manufacturing Management  
Operations, Technology & Information Management  
S.C. Johnson Graduate School of Management  
Cornell University  
Ithaca, New York  
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**Prof. Nagesh Gavirneni**

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Operations, Technology & Information Management  
Cornell Johnson School of Management & Cornell ORIE  
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Ithaca, New York  
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**Prof. Fanyin Zheng**

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Decision, Risk and Operations  
Columbia Business School  
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New York City, New York  
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