

# 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

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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<b>Cornell University</b>	Ithaca, New York
<b>Introduction to SQL and Tableau (MBA Elective Course)</b>	
Classroom Instructor for MBA elective course (14 × 1.15 hr zoom sessions)	Fall 2020
Evaluation: 4.25/5.00, 4.19/5.00	
<b>Managing Operations (EMBA Core Course)</b>	
Classroom Instructor for tutorials (4 × 1.5 hr sessions)	Fall 2018
<b>INSEAD</b>	Fontainebleau, France
<b>Production and Operations Management (MBA Core Course)</b>	
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
<b>TA Experience (Cornell)</b>	
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 (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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<b>Pilota</b> , 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.	
<b>Credit-Suisse</b> , Investment Analyst	2013-2015, Mumbai
As an analyst at the flow trading desk, I helped optimize the securities lending process.	
<b>IBM Research Lab</b> , 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  
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**Prof. Fanyin Zheng**

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Decision, Risk and Operations  
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Columbia University  
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**Prof. Nagesh Gavirneni**

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Cornell Johnson School of Management & Cornell ORIE  
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