

Kashish Arora

✉ kashisharora@cuhk.edu.hk 🌐 kashisharora.info 🐦 @arorakash1 💬 kashisharora

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Academic Positions

CUHK Business School (The Chinese University of Hong Kong) Assistant Professor, Operations Management	Hong Kong 2025-
Indian School of Business (ISB) Assistant Professor, Operations Management	Hyderabad, India 2022-2025

Education

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

Research and Teaching Interests

Research: Supply Chains & Networks, Transportation and Logistics, Supply Chain Finance, Empirical OM, Applied Econometrics, Structural Estimation

Teaching: Business Analytics, Statistics, Operations Management, Empirical Methods (Ph.D.), Retail Operations

Selected Awards and Grants

Finalist, INFORMS Service Science Best Cluster Paper Award	2025
Runner up, POMS EEDSA-Asia Pacific Award	2025
Outstanding Service to POMS Award	2025
Honorable Mention, POMS College of Sustainable Operations Best Paper Award	2021
Winner, INFORMS Service Science Conference Best Student Paper award	2021
Improvement on Competitiveness in Hiring New Faculties Funding Scheme, CUHK (HKD 1,500,000)	2025
IIDS Research Grant, Indian School of Business (INR 10,00,000)	2024
Byron E. Grote MS'77 PhD'81 Cornell Johnson Professional Scholarship	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

Professional Experience

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
Investment Analyst	
As an analyst at the flow trading desk, I helped optimize the securities lending process.	
IBM Research Lab , Research Intern	2012, New Delhi
Research Intern	
Implemented a manpower staffing strategy for the IBM call center in the QED queuing regime.	

Publications and Pre-Prints

Journal Articles

1. Vertical Integration and Market Power in Supply Networks
 - Outlet: **M&SOM**, 2025, vol. 27, no.6, pp. 1939-1958, <https://doi.org/10.1287/msom.2024.1454>
 - Coauthors: Amandeep Singh and Mamta Sahare
 - Accepted at the MSOM iFORM SIG, 2025
 2. A Structural Model for Operating Cash Flow Management with Applications
 - Outlet: **Management Science**, vol. 71, no. 10, pp. 8727-8749, <https://doi.org/10.1287/mnsc.2021.03790>
 - Coauthor: Vishal Gaur
 - Accepted at the MSOM Supply Chain SIG, 2022
 - Accepted at the Wharton Empirical Workshop, 2021
 3. Private Vs. Pooled Transport: Customer Preference & Green Transport Policy Design
 - Outlet: **M&SOM**, 2023, vol. 26, no. 2, pp. 594-611, <https://doi.org/10.1287/msom.2022.0569>
 - Coauthors: Fanyin Zheng and Karan Girotra
 - Honorable Mention: POMS College of Sustainable Operations Best Paper Award, 2021
 - Winner: INFORMS Conference on Service Science Best Student Paper award, 2020
 - Accepted at the Marketplace Innovation Workshop, 2021
 - Accepted at the Wharton Empirical Workshop, 2020
 4. Reproducibility in Management Science*
 - Outlet: **Management Science**, 2023, 70(3), pp. 1343-1356. <https://doi.org/10.1287/mnsc.2023.03556>
 - Coauthors: Fisar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A.I. and M.S. Reproducibility Collaboration
- * Contributed as a member of the Management Science Reproducibility Collaboration

Working Papers

1. A Structural Analysis of Freight Delays in the Indian Railway Network
 - Second Major Revision invited at **Operations Research**, 2025, <https://ssrn.com/abstract=4631346>
 - Coauthors: Himanshu Arha, Milind Sohoni and Raja Gopalakrishnan
 - Finalist: Service Science Best Cluster Paper Award, 2025
2. Microfoundations of Link Formation in Supply Networks
 - Major Revision invited at **Management Science**, 2026, <https://ssrn.com/abstract=4631346>
 - Coauthors: Nikolay Osadchiiy
3. Clustering on Parameters: Panel Data Estimation and Forecasting with Unobserved Heterogeneity
 - Under Review at Management Science, 2025, <https://ssrn.com/abstract=5485946>
 - Coauthor: Vishal Gaur
4. Cost Shocks and Production Reorganization: Evidence from the GST Reform in India
 - Under Review at Management Science, 2026, <https://ssrn.com/abstract=5830602>
 - Coauthors: Boya Peng and Jing Wu
5. Logistical Capacity Frictions and Trade
 - Under Review, 2026, <https://ssrn.com/abstract=5949254>
 - Coauthors: Shekhar Tomar and Mohit Saharan
 - Accepted at the European Winter Meeting of the Econometric Society, 2025
6. An Endogenous Model of Private Equity Network Formation
 - Preparing Submission

Teaching Experience

Statistical Methods for Managerial Decisions, Indian School of Business

Classroom Instructor for MBA core course ($4 \times 5 \times 2$ hr sessions)

Hyderabad, India

2023-

Evaluations: Quality of the instructor (out of 7)

(2023) - **6.42, 6.37, 6.30, 6.26**

(2024) - **6.80, 6.59, 6.57, 6.53**

Analytics for Marketplace and Retail, Indian School of Business

Classroom Instructor for MBA elective course ($2 \times 10 \times 2$ hr sessions)

Hyderabad, India

2022-

Evaluations: Quality of the instructor (out of 7)

(2022) - **6.70, 6.82**
(2023) - **6.50, 6.42**

Introduction to SQL and Tableau, Cornell University
Classroom Instructor for MBA elective course (14×1.15 hr zoom sessions)
Evaluations: Quality of the instructor (out of 5)
(2020) - **4.25, 4.19**

Ithaca, New York
Fall 2020

Managing Operations, Cornell University
Classroom Instructor for tutorials (24×1.5 hr sessions)

New York, New York
Fall 2018

Production and Operations Management, INSEAD
Classroom Instructor for core course tutorials ($4 \times 2 \times 1.5$ hr sessions)
Evaluations: Quality of the instructor (out of 5)
(2016) - **4.80**, Awarded Best tutor
(2017) - **4.57**, Awarded Best tutor

Fontainebleau, France

Service and Professional Affiliations

External Service

Editorial Responsibilities

- Associate Editor, MSOM Special Issue on Responsible Retail Operations ($\times 6$), 2024-

Refereeing

- Management Science ($\times 12$)
- Operations Research ($\times 3$)
- Manufacturing & Service Operations Management ($\times 18$)
- Production and Operations Management ($\times 10$)
- MSOM iForm SIG
- MSOM Sustainability SIG
- MSOM Supply Chain SIG
- MSOM Conference
- Management Science Reproducibility Project

Competition Judging

- Public Sector Operations Research Competition, 2024
- PITM Best Student Paper Competition, 2025

Organizing Sessions

- Session Chair, INFORMS 2023
- Session Chair, POMS 2023
- Workshop faculty, Asian Empirical Research Workshop

Committee Work

- Co-ordinator, OM recruiting
- Member, ISB Honor Code Committee

Professional Membership

- 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)

Invited Talks and Presentations (* Indicates presentation by co-author)

1. Private Vs. Pooled Transport: Customer Preference & Green Transport Policy Design 2019-2023
 - Indian School of Business
 - McDonough School of Business, Georgetown University
 - S.C. Johnson School of Business, Cornell
 - Baruch College*
 - Stanford GSB IO Seminar*
 - Chicago Booth*
 - UCL London*
 - RMP Workshop
 - Marketplace Innovation Workshop
 - Early Career Sustainable Workshop
 - Wharton Empirical Workshop

- INFORMS, MSOM and POMS Annual Conferences	
2. A Structural model for Operating Cash flow Management	2021-2023
- NUS Business School	
- CUHK Business School	
- Tilburg University	
- Indian School of Business	
- Carlson School of Management, U. Minnesota	
- S.C. Johnson School of Business, Cornell	
- U.C. Riverside*	
- Boston College*	
- Stanford GSB*	
- MSOM Supply Chain SIG	
- Wharton Empirical Workshop	
- INFORMS and POMS Annual Conferences	
3. Improving Freight throughput in Indian Railway Network: A Structural Analysis	2023-
- Workshop on Empirical Operations Management, Hong Kong	
- Chinese University of Hong Kong, Hong Kong	
- Singapore Management University, Singapore	
- Gies College of Business, UIUC	
- Mays Business School, TAMU	
- Baruch College*	
- IIM, Ahmedabad*	
- POMS India Conference*	

Press/Media

Dark store operations at scale: The key to Q-Commerce success	2023
- Press outlet: Financial Express	
Steering India's public transport system towards sustainability	2024
- Press outlet: ISB Executive Education	

References

Available on request