Kashish Arora

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Academic Positions

CUHK Business School (The Chinese Univeristy of Hong Kong) — Hong Kong
Assistant Professor, Operations Management — 2025-

Indian School of Business (ISB) — Hyderabad, India
Assistant Professor, Operations Management — 2022-2025

Education

Cornell University, S.C. Johnson Graduate School Of Management — Ithaca, New York
Ph.D. in Management — 2022
Masters in Management — 2021
Thesis Committee: Vishal Gaur (Chair), Fanyin Zheng, Nagesh Gavirneni, Shane Henderson

INSEAD — Fontainebleau, France
M.Sc. in Management (Technology and Operations Management) — 2017

Indian Institute of Technology — New Delhi, India
Bachelors of Technology, Industrial and Production Engineering — 2013

Research Interests

Research: Supply Chains & Networks, 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

Improvement on Competitiveness in Hiring New Faculties Funding Scheme, CUHK (HKD 1,500,000)	2025
Runner up, EEDSA-Asia Pacific Award, POMS (H. Arha)	2025
Outstanding Service to POMS Award	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
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

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: Forthcoming at **M&SOM**, 2025, 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**, 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
   - Under Review at Management Science, 2025, https://ssrn.com/abstract=4631346
   - Coauthors: Nikolay Osadchiy

3. Clustering on Parameters: A Method for Forecasting in Short Panels
   - Under Review at Management Science, 2025, https://ssrn.com/abstract=5485946
   - Coauthor: Vishal Gaur

4. Circumventing Tariffs: The Anatomy of Supply Chain Rerouting
   - Preparing Submission
   - Coauthors: Shekhar Tomar and Mohit Saharan

5. An Endogenous Model of Private Equity Network Formation
   - Preparing Submission

Teaching Experience

Statistical Methods for Managerial Decisions, Indian School of Business — Hyderabad, India 2023-
Classroom Instructor for MBA core course ($4\times 5 \times 2$ hr sessions)
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 — Hyderabad, India 2022-
Classroom Instructor for MBA elective course ($2\times 10 \times 2$ hr sessions)
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 — Ithaca, New York Fall 2020
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**

Managing Operations, Cornell University   New York, New York
Classroom Instructor for tutorials (24 × 1.5 hr sessions)   Fall 2018

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

Service and Professional Affiliations

External Service
Editorial Responsibilities
- Associate Editor, MSOM Special Issue on Responsible Retail Operations, 2024-

Refereeing
- Management Science
- Operations Research
- Manufacturing & Service Operations Management
- Production and Operations Management
- MSOM iForm SIG
- MSOM Sustainaiblity 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

Committe 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
   - McDononough 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