

# Kashish Arora

 Assistant Professor  Operations Management  Indian School of Business (ISB)  
 kashisharora.info

## Education

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<b>Cornell University, Johnson School Of Management</b>	Ithaca, New York
Ph.D. in Management	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

## Academic Positions

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<b>Indian School of Business (ISB)</b>	Hyderabad, India
Assistant Professor, Operations Management	2022-

## Research and Teaching Interests

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**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

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- 1. A Data-driven model of a Firm's Operations with Application to Cash Flow Forecasting**  
Kashish Arora and Vishal Gaur  
**Major Revision** invited at **Management Science**, <https://ssrn.com/abstract=3870888>  
Accepted at the Wharton Workshop for Empirical Research, 2021  
Accepted at the MSOM Supply Chain SIG, 2022
- 2. Private Vs. Pooled Transportation: Customer Preference, Environmental Effect and Congestion Management**  
Kashish Arora, Fanyin Zheng and Karan Girotra  
**Major Revision** invited at **MSOM**, <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
- 5. Supply Chain Network Structure and Market Power**  
Kashish Arora and Amandeep Singh  
Preliminary results available on request
- 5. Matching Electrical Supply with Demand: The Case of Smart Meters**  
Kashish Arora  
Preliminary draft available on request

## Selected Awards and Grants

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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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<b>Indian School of Business</b>	Hyderabad, India
<b>Analytics for Marketplace and Retail Operations</b>	
Classroom Instructor for MBA elective course (2 × 10 × 2 hr sessions)	2022
Evaluation: 6.70/7.00, 6.82/7.00	
<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 (24 × 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

## 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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### Refereeing Service

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

### 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)

## 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.

## 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. Fanyin Zheng**

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**Prof. Nagesh Gavirneni**

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