

Kashish Arora

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Academic Positions

Indian School of Business (ISB)

Assistant Professor, Operations Management

Hyderabad, India
2022-

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

Publications and Pre-Prints

Journal Articles

1. A Structural Model for Operating Cash Flow Management with Applications
 - Outlet: **Forthcoming** at **Management Science**, <https://ssrn.com/abstract=3870888>
 - Coauthor: Vishal Gaur
 - Accepted at the MSOM Supply Chain SIG, 2022
 - Accepted at the Wharton Empirical Workshop, 2021
2. 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
3. Reproducibility in Management Science[†]
 - Outlet: **Management Science**, 2023, 70(3), pp. 1343-1356. <https://doi.org/10.1287/mnsc.2023.03556>
 - Coauthors: Management Science Reproducibility Consortium

Working Papers

4. A Structural Analysis of Freight Delays in the Indian Railway Network
 - **Major Revision** at **Operations Research**, 2024, <https://ssrn.com/abstract=4631346>
 - Coauthors: Himanshu Arha, Milind Sohoni and Raja Gopalakrishnan
5. Vertical Integration and Market Power in Supply Networks
 - **Under Review** at **Management Science**, 2024, <https://ssrn.com/abstract=4826945>
 - Coauthors: Amandeep Singh and Mamta Sahare
6. An Unsupervised Learning Framework for Improving Sales Forecasts
 - Preparing Submission at **Management Science**, 2024,
 - Coauthor: Vishal Gaur
7. An Endogenous Model of Private Equity Network Formation
 - Work in Progress, 2024,
 - Coauthor: Mamta Sahare

[†]Note: Member of the Management Science Reproducibility Collaboration

8. Supply Network Formation Under Reputational Risk
 - Work in Progress, 2024,
 - Coauthors: Vibhuti Dhingra and Sripad Devalkar
9. Crossfire Commerce: Analyzing the impact of the US-China Trade War on Global Supply Chains
 - Work in Progress, 2024,
 - Coauthors: Shekhar Tomar and Mohit Saharan

Teaching Experience

Statistical Methods for Managerial Decisions , Indian School of Business 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	Hyderabad, India 2023-
Analytics for Marketplace and Retail , Indian School of Business 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	Hyderabad, India 2022-
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, 2024-

Refereeing

- Management Science
- Manufacturing & Service Operations Management
- Production and Operations Management
- MSOM iForm SIG
- MSOM Sustainability SIG
- Management Science Reproducibility Project

Competition Judging

- Public Sector Operations Research Competition, 2024

Organizing Sessions

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

Internal Service

Student Advising

- Mamta Sahare (Postdoc, ISB)

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)

Selected Awards and Grants

IIDS Research Grant (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

Invited Talks and Presentations

1. Private Vs. Pooled Transport: Customer Preference & Green Transport Policy Design 2019-2023
 - Stanford GSB IO Seminar
 - Chicago Booth
 - UCL London
 - Indian School of Business
 - McDonough School of Business, Georgetown University
 - S.C. Johnson School of Business, Cornell
 - Baruch College
 - 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
 - Stanford GSB
 - NUS Business School
 - CUHK Business School
 - Tilburg University
 - Boston College
 - Indian School of Business
 - U.C. Riverside
 - Carlson School of Management, U. Minnesota
 - S.C. Johnson School of Business, Cornell
 - MSOM Supply Chain SIG
 - Wharton Empirical Workshop
 - INFORMS and POMS Annual Conferences
3. Improving Freight throughput in Indian Railway Network: A Structural Analysis 2023-
 - POMS India Conference
 - Workshop on Empirical Operations Management, Hong Kong

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.

References

Available on request