

Evgeny Kagan

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POSITION	Johns Hopkins Carey Business School Assistant Professor of Operations Management and Business Analytics	2018-
RESEARCH INTERESTS	Human decision-making, Experiment design, Behavioral and experimental methods, Incentive design, Biases and heuristics.	
EDUCATION	University of Michigan , Ann Arbor, MI PhD in Operations Management, Ross School of Business Co-advisors: Stephen Leider and William Lovejoy	2018
	Erasmus University , Rotterdam, The Netherlands M.Sc. in Logistics and Information Systems	2012
	Mannheim University , Mannheim, Germany B.Sc. in Business Administration	2010
RESEARCH	Publications <ol style="list-style-type: none">1. “Ideation–Execution Transition in Product Development: Experimental Analysis” with Stephen Leider & William Lovejoy. <i>Management Science</i>, 64 (5), 2018; pp. 1975-2471. Link<ul style="list-style-type: none">- Finalist, INFORMS Behavioral Operations working paper competition 2016- Finalist, Best paper competition in Innovation Management 2017, EBS Wiesbaden (Awarded for high practical relevance)2. “Equity Contracting and Incentive Design in Startup Teams” with Stephen Leider & William Lovejoy. <i>Management Science</i>, 66(10): 4879-4898. Link<ul style="list-style-type: none">- Finalist, POMS College of Product Innovation and Technology Management (PITM) best student paper competition 20173. “The Gatekeeper’s Dilemma: When Should I Transfer This Customer?” with Brett Hathaway and Maqbool Dada, Forthcoming at <i>Operations Research</i>. Link<ul style="list-style-type: none">- Winner, INFORMS Behavioral Operations working paper competition 2020 (~50 submissions) Under Review <ol style="list-style-type: none">4. “Entrepreneur-Investor Bargaining: Theory and Experiments” with Kyle Hyndman and Anyan Qi, Under revision. Link5. “Dynamic Decision-making in Operations Management” with Stephen Leider and Ozge Sahin, Under review. Manuscripts in preparation <ol style="list-style-type: none">6. “Entrepreneurial Market Research: When Hypotheses Outnumber Samples” with Stephen Leider, & William Lovejoy.	

7. “Are Agile Development Practices Detrimental for Innovation?” with Sebastian Schiffels and Tobias Lieberum.
8. “Designing the Service Experience: Warm, Cold, or no Transfers?” with Brett Hathaway and Maqbool Dada.
9. “Anxiety and Dynamic Pricing” with Yannis Stamatopolous and Michelle Shell.
10. “Service Format and the Real Cost of Waiting” with Brett Hathaway and Maqbool Dada.

Other (non-refereed) publications

“Mentoring in Startup Ecosystems” with David Brophy, Melanie Milovac, Jeffrey Sanchez-Burks and Tom Jensen. [Link](#)

- *A report commissioned by Kauffman Foundation and supported by a Kauffman grant*

“Transfers in Services: A Multi-Method Study” with Maqbool Dada and Brett Hathaway. [Link](#)

- *A repository of theoretical and empirical results related to transfer decisions.*

TALKS

2021

INFORMS 2021 (scheduled), George Washington University

2020

INSEAD (postponed due to pandemic), INFORMS 2020 (virtual)

2019

Krannert (Purdue), Jindal School of Management (UTD), Questrom (Boston University), McCombs (UT Austin, invited PhD seminar), POMS (Washington DC), MSOM (Singapore), BOM (Eindhoven), INFORMS (Seattle, WA)

2018

Wharton Management/Entrepreneurship (University of Pennsylvania), Carey (Johns Hopkins), Kelley (Indiana), Cox (Southern Methodist University), HEC Paris, ESMT Berlin, Beedie (Simon Fraser University), Behavioral Operations Conference Young Scholar’s workshop (UTD), INFORMS (Phoenix)

2017

Lee Kong Chian School of Business (Singapore Management University), HKUST, D’Amore-McKim (Northeastern), Rotterdam School of Management (Erasmus University), Frankfurt School of Finance and Management, UCL School of Management, WINDS symposium (Wharton), INFORMS (Houston), MSOM (UNC)

TEACHING

Business Analytics (Johns Hopkins Carey, MSc and MBA)	Fall 2018, 2019, 2020 Spring 2021
Operations Management (Michigan Ross, BBA)	Winter 2015

WORK EXPERIENCE	DHL Inhouse Consulting Bonn, Germany	Summer 2010
	Summer associate, developed performance measurement tools for sales teams	
	Center for European Economic Research (ZEW) , Germany	2009 - 2010
	RA; conducted a large scale innovation survey of German technology firms	
	BASF SE , Ludwigshafen, Germany	Summer 2008
	Summer associate; developed a predictive model for campus recruiting	
	Suedzucker AG , Mannheim, Germany	Winter 2008
	Intern; developed LP-based optimization tools for plant-customer delivery streams	
SERVICE	Cluster Chair	
	INFORMS Behavioral Operations track, virtual	Nov 2020
	Session Chair	
	INFORMS Annual Meeting, Anaheim, CA	Oct 2021
	INFORMS Annual Meeting, Seattle, WA	Oct 2019
	POMS Annual Meeting, Washington, DC	May 2019
	INFORMS Annual Meeting, Phoenix, AZ	Nov 2018
	INFORMS Annual Meeting, Houston, TX	Oct 2017
	INFORMS Annual Meeting, Nashville, TN	Nov 2016
	Committee Chair: INFORMS TIMES best paper award	2020, 2021
	Reviewer	
	Management Science, Management of Service and Operations Management, Experimental Economics, Production and Operations Management	
GRANTS & AWARDS	Course Lead	
	Business Analytics (Carey Business School)	2018 -
	Supplemental Research Support Awards (Carey Business School)	
	Joint with Maqbool Dada and Brett Hathaway.	2019 - 2020
	Joint with Stephen Leider and Ozge Sahin.	2018 - 2019
	INFORMS TIMES Dissertation award (finalist)	2019
	Awarded to outstanding doctoral dissertations in the area of innovation.	
	Rustgi Family Fund Award in Entrepreneurship (Carey Business School)	
	Joint with Stephen Leider and Bill Lovejoy.	2018 - 2019
	Rackham Pre-doctoral Fellowship (University of Michigan)	2017 - 2018
	Highest award for doctoral research at the University of Michigan.	
	Heinrich-Boell-Foundation Scholarship , Germany.	2007 - 2012
COMPUTER & NATURAL LANGUAGES	Academic excellence scholarship	
	Fulbright Scholarship , California State University East Bay, USA	Summer 2007
	STATA, MATLAB, R, SQL, Python, LaTeX,	
	English (fluent), German (fluent), Russian (fluent), French (conversational)	