

Mana Azizsoltani

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EDUCATION

University of Nevada, Las Vegas (UNLV)
PhD in Hospitality Administration

Las Vegas, Nevada
August 2022-May 2025

- Advisor: Dr. Ashok Singh
- Major: Applied Data Science
- GPA: 4.000

North Carolina State University (NCSU)
Masters of Statistics

Raleigh, North Carolina
May 2020-May 2021

- GPA: 4.000

University of Nevada, Las Vegas (UNLV)
Bachelor of Science in Mathematics

Las Vegas, Nevada
August 2017-May 2020

- GPA: 3.804
- Major GPA: 4.000

RESEARCH

Research Interests

- Predictive/statistical modeling
- Machine learning applications to hospitality
- Revenue management analysis

Research Working Experience

UNLV Department of Hospitality
Graduate Research Assistant

Las Vegas, Nevada
August 2022-Present

- Application of machine learning techniques to predict vape initiation and quitting behaviors
- Prediction of unconstrained demand in hotels using machine learning models
- Demand modeling of aggregate stadium attendance using machine learning
- Application of machine learning models to diagnose dermatological disease

UNLV Lee Business School
Graduate Research Assistant

Las Vegas, Nevada
August 2022-May 2022

- Worked under Dr. Yong Li in the Troesh Center for Entrepreneurship and Innovation
- Scraped, compiled, cleaned, and analyzed data on SPAC companies

NC State Department of Public Administration
Student Statistical Consultant

(remote)
January 2021-June 2021

- Compiled, cleaned, and combined data from various databases and built a fixed effects model in R
- Created summaries, reports, and visualizations and explained them to academics of different disciplines

UNLV Department of Hospitality
Undergraduate Research Assistant

Las Vegas, NV
March 2019-May 2020

- Predicted hotel cancellations using various machine learning techniques such as: random forest, Bayesian logistic regression, support vector machines, and neural networks using R
- Used parametric bootstrapping to estimate the autocorrelation correlation coefficient of time series data

Work-In-Progress Papers

- **Azizsoltani, M.** [2024 Spring]. Predicting cancellations in hotel room bookings using machine learning. Target: *Journal of Applied Statistics and Machine Learning*. Stage: Manuscript composition.
- **Azizsoltani, M., & Ghaharian, K.** [2024 Spring]. Measurement invariance assessment of the PGSI. Target: *Journal of Gambling Studies*. Stage: Data analysis.
- **Azizsoltani, M.** [2024 Spring]. Qualitative inquiry into the key professional skills for successful school-to-work transition of college students. Target: *Journal of Vocational Behavior*. Stage: Data analysis.
- **Azizsoltani, M.** [2024 Spring]. Prediction of unconstrained demand of hotel rooms using machine learning. Target: *Tourism Economics*. Stage: Journal submission.
- **Azizsoltani, M., & Ghaharian, K.** [2024 Spring]. A scoping review of machine learning methodologies in hotel revenue management. Target: *Journal of Contemporary Hospitality Management*. Stage: Data collection.
- **Azizsoltani, M., & Ghaharian, K.** [2024 Fall]. Using supervised machine learning to predict online gamblers' behaviors. Target: *Journal of Gambling Studies*. Stage: Data analysis.
- **Azizsoltani, M., & Lee, S.** [2024 Fall]. Using physiological characteristics to predict wine quality. Target: *Journal of Applied Statistics and Machine Learning*. Stage: Manuscript composition.
- **Azizsoltani, M.** [2024 Fall]. Prediction of aggregate stadium attendance in professional European football. Target: *Journal of Sports Economics*. Stage: Manuscript composition.
- Markey, J., VanderHoek, M., Kennally, D., Waldron, B., Antonio, S.M., **Azizsoltani, M., & Singh, A.K.** [TBD]. Evaluation of the procedural oxygen mask® for esophagogastroduodenoscopy: A retrospective review of four years of cases. Stage: Data analysis.
- Sharma, M., Batra, K., Mukhopadhyay, D., **Azizsoltani, M., & Singh, A.K.** [Fall 2024]. Initiation of vape quitting behavior in teenagers. Target: *International Journal of Environmental Research and Public Health*. Stage: Data analysis.

Book Chapters

- Dimitriou, C.K., & **Azizsoltani, M.** [Spring 2024]. Respecting and managing diversity, equity, and inclusion. In C.K. Dimitriou & Nunkoo, R. (Eds.), *Handbook of Tourism Leadership* (pp. TBD). Elgar, E.

Conference Presentations

- **Azizsoltani, M., & Singh, A.K.** (2023, December 14). *Machine learning prediction of hotel room demand* [Paper presentation]. 6th Annual RevME Hospitality Management and Analytics Conference.
- **Azizsoltani, M.** (2023, June 13). *Detection of customer transaction decline using machine learning* [Paper presentation]. Webinar on Safer Gambling: Insights from Leading Researchers & Applicability, virtual conference.
- Ghaharian, K., & **Azizsoltani, M.** (2023, May 23-25). *Predicting declined transactions in gambling payments data* [Paper presentation]. International Conference on Gambling & Risk Taking, Las Vegas, NV.
- **Azizsoltani, M.** (2023, April 15). *Teaching statistics in hospitality* [Paper presentation]. Graduate & Professional Student Research Forum, Las Vegas, NV.
- **Azizsoltani, M., & Singh, A.K.** (2023, March 17). *Teaching statistics in hospitality using R* [Paper presentation]. 2023 Hawkes Learning Innovative Educators Summit (IES), virtual conference.
- **Azizsoltani, M.** (2023, February 19-18). *Predicting cancellations in bookings using machine learning* [Poster presentation]. 2023 West Federation of Council on Hotel, Restaurant, and Institutional Education (WF-CHRIE), Las Vegas, NV.

Honors & Awards

- NVDHHS Research Grant for problem gambling research. (\$5,000 USD).
- DHHS Student Scholarship for International Conference of Gambling & Risk Taking. (\$895 USD)

- Best Poster for “Predicting cancellations in bookings using machine learning”, 2023 West Federation of Council on Hotel, Restaurant, and Institutional Education (WF-CHRIE), Las Vegas, NV
- Semifinalist, UNLV Three Minute Thesis (3MT) Competition. *Predicting cancellations in bookings using machine learning*. Las Vegas, NV. (\$250 USD)

TEACHING EXPERIENCE

Teaching Interests

- Statistics / Data analysis
- Research methods
- Financial analysis / Revenue management

Teaching Working Experience

University of Nevada, Las Vegas

HOA 732: Statistical Analysis for Hospitality – Teaching Assistant

<u>Semester</u>	<u>Class Size</u>	<u>Format</u>
<i>Summer 2023</i>	<i>13</i>	<i>Online</i>

- Assisted Dr. Singh during instruction, including explanations, breakout groups, and code writing
- Graded students’ programming assignments, including homework and projects

HOA 730: Statistical Analysis for Hospitality – Teaching Assistant

<u>Semester</u>	<u>Class Size</u>	<u>Format</u>
<i>Fall 2022</i>	<i>19</i>	<i>Online</i>

- Assisted Dr. Singh during instruction, including explanations, breakout groups, and code writing
- Graded students’ programming assignments, including homework and projects
- Holding office hours to answer students’ questions regarding the material

MGT 710: New Venture Creation – Teaching Assistant

<u>Semester</u>	<u>Class Size</u>	<u>Format</u>
<i>Fall 2022</i>	<i>10</i>	<i>In Person</i>

- Assisted Dr. Li in designing the graduate-level course, including the syllabus, canvas page, and schedule
- Answering students’ questions related to assignments and class material

MGT 709: New Venture Feasibility – Teaching Assistant

<u>Semester</u>	<u>Class Size</u>	<u>Format</u>
<i>Fall 2022</i>	<i>12</i>	<i>In Person</i>

- Assisted Dr. Li in designing the graduate-level course, including the syllabus, canvas page, and schedule
- Answering students’ questions related to assignments and class material

Guest Lectures

- Ms. Scarlett Baughman, Success in College, HMD 100, Spring 2023
- Dr. Ashok Singh, HOA 730, Fall 2022 (online)
 - Chi-square Testing
 - Correlation and measures of association
 - Comparison of means
- Dr. Mohsen Azizsoltani, Spirits and Liquors, FAB 390, Fall 2022 (in person)

Other Teaching Experience

Self-Employed

Private Tutor

- Tutor high school and college students in a variety of statistics and math classes

Las Vegas, NV
August 2019-Present

- Simplify and explain complex concepts in mathematics and statistics to diverse clients

Various Public Schools

Barcelona, Spain

Substitute Teacher

September 2021-November 2021

- Taught elementary-level English, physical education, and mathematics classes in English and Spanish at various elementary schools in the Barcelona metropolitan area

College of Southern Nevada

Las Vegas, NV

Tutor of Mathematics

January 2019-May 2019

- Tutored college students at various math levels to facilitate a better understanding of math concepts
- Simplified and explained mathematical concepts in easy-to-understand language
- Collaborated with other tutors to develop new techniques to teach students

OUTREACH & SERVICE EXPERIENCE

UNLV Lee Business School

Las Vegas, Nevada

Graduate Assistant

August 2023-Present

- Worked under Chris Utterback in the Kerestesi Center for Insurance and Risk Management
- Helped inaugurate the insurance program and center from ground zero
- Facilitate student and community engagement by representing UNLV at a variety of events
- Serve as a mentor to undergraduate students

Gamma Iota Sigma (GIS) – UNLV Chapter

Las Vegas, Nevada

Founder & President

May 2023-Present

- Charter a GIS chapter on UNLV campus to educate students about the insurance industry
- Build a professional community around the insurance industry, connecting students to opportunities

Annual Educational Taste of Excellence

Las Vegas, Nevada

Board Member & Director of Operations

March 2022-Present

- Help plan, organize, and manage a wine and food event of 1000 attendees
- Solicited, trained, and managed 50+ student workers
- Contributed to a 25% growth in attendees over a two-year period, resulting in over \$100,000 in money raised for student scholarships

Troesh Center for Entrepreneurship

Las Vegas, Nevada

Graduate Assistant

August 2022-May 2023

- Student Volunteer, 2022 Troesh Research Conference
- Student Volunteer, 2022 Global Consortium of Entrepreneurship Centers conference

UNLV Soccer Club

Las Vegas, Nevada

Founder & President

January 2019-February 2023

- Founded an organization that unites students of different backgrounds through soccer
- Increased club membership by 150%

Barcelona Book Club

Barcelona, Spain

Co-Founder

October 2021-January 2022

- Founded and headed a book club of 15 members of diverse backgrounds

Nevada Risk and Insurance Management Society

Las Vegas, Nevada

Student Board Member

September 2019-May 2020

- Served as the intermediary between the professional chapter and the student chapter at UNLV

- Educated students about the insurance industry and connected them to employers
- Organized a Christmas gala of 220 attendees from the insurance industry

AMSTAT Student Chapter

Las Vegas, Nevada

Vice President

January 2019- May 2020

- Hosted and solicited volunteers for the event “State of Data Science in Las Vegas”
- Connected students of mathematics and statistics to job opportunities

University of Nevada, Las Vegas

Las Vegas, Nevada

Rebel Ambassador

April 2019-May 2020

- Give guidance to prospective UNLV students and their families
- Travel to local high schools to promote UNLV

Academic Service

- Faculty Advisor for Student Organization. UNLV College of Hospitality. Phocuswright Conference, Miami, FL (November 2023)
- Ad-hoc Online Curriculum Committee, UNLV College of Hospitality
- Data Analytics Certificate Subcommittee, UNLV College of Hospitality

Extracurricular Activities

The Rebel Revolution

Las Vegas, Nevada

Co-creator & Host

September 2023-Present

- Write and record a podcast that highlights the innovations happening on UNLV’s campus
- Market, promote, and advertise UNLV as a center for innovation and scholarship

Manalogue Blogs

Multi-location

Author & Creator

September 2021-Present

- *Becoming Dr. Mana*: An account of my journey through my PhD
- *Americanito en Barcelona*: A week-by-week account of my adventures living abroad in Spain in 2021

The Job Forum Podcast

Las Vegas, Nevada

Creator & Host

September 2022-May 2023

- Write and record a podcast about recent graduates’ journeys through college and into the workforce, bringing guests of different disciplines.

KUNV HD2 Radio

Las Vegas, Nevada

Radio Host

September 2022-December 2023

- Host for two hours on the UNLV HD2 radio station
- Read public service announcements and keep track of music and advertisements

Honors, Awards, and Acknowledgements

- Mentorship Certification – University of Nevada, Las Vegas. May 2024. Las Vegas, NV.
- Student Speaker, *UNLV Hospitality Mentor Ceremony*. May 3, 2023. Las Vegas, NV
- Outstanding Service Award, *Cultural Diversity Foundation’s Educational Taste of Excellence*. March 25, 2023. Las Vegas, NV
- Student Panelist, *Food Service CEO Symposium*, February 27, 2023. Las Vegas, NV
- Financial Literacy & Wellness Certification – University of Nevada, Las Vegas. May 2023

INTERNSHIP EXPERIENCE

Complete Actuarial Solutions Co. (CASCO)

Washington D.C.

Actuarial Intern

May 2019-July 2019

- Summarized insurance claims data for automotive, workers' compensation, medical malpractice, and other lines of coverage and created visual representations in Microsoft Excel to see reserving patterns
- Created actuarial triangles and analyzed loss development factors to understand claim development
- Worked with actuaries to create reserving and valuation reports for clients

Universal Retirement

Las Vegas, NV

Finance Intern

April 2019-May 2019

- Analyzed and calculated various retirement plans to create visual representations for clients in Microsoft Excel
- Explained and recommended retirement plans to people of different financial backgrounds
- Worked with financial advisors to develop appropriate financial plans for clients

NON-ACADEMIC WORK EXPERIENCE

AAA Water

Walnut Creek, CA

Office Clerk

July 2018-October 2018

- Manually prepared and moved inventory in warehouse and entered orders into WATER software
- Contacted customers to schedule appointments for water filter service

Aquatic Experts

Maui, HI

Service Provider

May 2018-July 2018

- Serviced both commercial and residential pools, aquariums, ponds, and water filters
- Collaborated with other service providers on large-scale, contracted projects
- Canvassed new clients and solicited new accounts by attending community events and by going door-to-door

SKILLS

- Bilingual: proficient in **Spanish** and **English**, Verbal and Written
- Basic proficiency in **Catalan** (verbal and written) and **Farsi** (verbal)
- Experience in **Microsoft Office**, **R(Studio/Shiny)**, **Docker**, **HTML**
- Create, design, and maintain a personal Jekyll website