

Yale School of Management  
165 Whitney Avenue, New Haven, CT 06511

+1 (475) 434 7937  
✉ [marat.salikhov@yale.edu](mailto:marat.salikhov@yale.edu)  
🌐 [maratsalikhov.com](http://maratsalikhov.com)

# Marat Salikhov

## ACADEMIC APPOINTMENTS

---

Postdoctoral Associate, Yale School of Management, New Haven. 2019 – present

## EDUCATION

---

**Ph.D. in Management, Technology and Operations Management, INSEAD,** 2019  
Singapore.

Title: *Demand Distribution Forecasting via Discrete Subjective Inputs*  
Committee: Nils Rudi (chair), Jürgen Mihm, Ville Satopää, Ilia Tsetlin

**M.A., Economics, New Economic School, Moscow, Russia.** 2014

**B. Sc. in Applied Mathematics and Computer Science, Kazan Federal University,** 2010  
Kazan, Russia.

## RESEARCH INTERESTS

---

Empirical operations management, probabilistic forecasting, wisdom of crowds, retail operations.

## TEACHING INTERESTS

---

Core operations management, managerial statistics, data science for business, business analytics.

## PUBLISHED AND FORTHCOMING PAPERS

---

1. **Bias, Information, Noise: The BIN Model of Forecasting**  
with Ville Satopää, Philip Tetlock and Barbara Mellers, *accepted at Management Science*,  
available at <http://ssrn.com/abstract=3540864>
2. **Are Goals Scored Just Before Half Time Worth More? A Soccer Myth Statistically Tested**  
with Henrich R. Greve, Jo Nesbø and Nils Rudi, *published at PLOS ONE*  
available at [PLOS ONE](https://doi.org/10.1371/journal.pone.0171111)

## WORKING PAPERS

---

3. **Forecasting Demand for New Products: Combining Subjective Rankings with Sales Data**  
with Nils Rudi, *major revision at Management Science*

available at [my website](#)

**4. Impact of Workforce Flexibility on Customer Satisfaction: Empirical Framework & Evidence from a Cleaning Services Platform**

with Ekaterina Astashkina and Ruslan Momot, *working paper*,  
available at <https://ssrn.com/abstract=3260826>

**5. Accounting-based Incentives Can Induce Cyclical Inventory Build-ups**

with Paul Parker, Jurgen Mihm, Dana Popescu and Nils Rudi, *working paper*,  
available at <http://ssrn.com/abstract=2972482>

---

## OTHER WORK IN PROGRESS

**6. Judgmental Forecasting in Simulated Worlds**

with Barbara Mellers, Ville Satopää, Philip Tetlock and Lyle Ungar

**7. Input Form Selection in Demand Forecasting**

with Nils Rudi

---

## CONFERENCE PRESENTATIONS

**MSOM Meeting**, Dallas, TX. 2018

**INFORMS Annual Meeting**, Nashville, TN. 2016

---

## TEACHING EXPERIENCE

**Data Science for Business**, INSEAD, *MBA program*, Singapore. 2018

Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis.

A managerial Data Science course based on R

90 students, led tutorials, assisted with projects, graded assignments and tutorials

Average evaluations: 4.56/5.00

**Probability and Statistics**, INSEAD, *PhD program*, Fontainebleau, France. 2016

Teaching Assistant to Prof. Spyros Zoumpoulis

15 students, introductory probability theory and statistics; designed tutorial sessions and exams, graded assignments

**Decision-Making Under Uncertainty**, INSEAD, *Exec. Ed.*, Fontainebleau, France. 2015 – 2016

Sberbank 500 Executive Education program

Teaching Assistant to Prof. Ilia Tsetlin

Statistics course, ≈ 500 participants

**Business Model Innovation**, INSEAD, *Exec. Ed.*, Fontainebleau, France. 2015

Sberbank 500 Executive Education program

Teaching Assistant to Prof. Serguei Netessine

Operations Management course, ≈ 500 participants

**Microeconomics**, New Economic School, *MA program*, Moscow, Russia. 2013 – 2014  
Teaching Assistant for the Graduate Microeconomics course at a MA program

---

## INDUSTRY EXPERIENCE

**Software Developer**, *KIR Kazan*, Kazan, Russia. 2009 – 2012

---

## AWARDS AND FELLOWSHIPS

**INSEAD Doctoral Fellowship**, *INSEAD*. 2014 – 2019  
**British Petroleum Scholarship**, *New Economic School*. 2013 – 2014  
**NES Academic Fellowship**, *New Economic School*. 2012 – 2014  
**NES Full Tuition Grant**, *New Economic School*. 2012 – 2014

---

## LANGUAGES

Russian (native), English (fluent)

---

## COMPUTER SKILLS

R, Python, Julia, Stan, Apache Spark, PostgreSQL, AMPL,  $\text{\LaTeX}$

---

## REFERENCES

**Prof. Nils Rudi**

Professor of Operations Management, Yale School of Management, +1 203 432 7897  
[nils.rudi@yale.edu](mailto:nils.rudi@yale.edu)

**Prof. Ville Satopää**

Assistant Professor of Technology and Operations Management, INSEAD, +33 7 82 76 99 88  
[ville.satopaa@insead.edu](mailto:ville.satopaa@insead.edu)

**Prof. Jürgen Mihm**

Professor of Technology and Operations Management, INSEAD, +33 6 07 71 34 79  
[jurgen.mihm@insead.edu](mailto:jurgen.mihm@insead.edu)