

New Economic School
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Marat Salikhov

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ACADEMIC APPOINTMENTS

Assistant Professor of Operations Management, *New Economic School*, Moscow, Russia 2021 – present

Assistant Professor of Operations Management and Data Science, *Moscow School of Management SKOLKOVO*, Moscow, Russia 2021 – present

Postdoctoral Associate, *Yale School of Management*, New Haven 2019 – 2021

EDUCATION

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

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*, Kazan, Russia 2010

RESEARCH INTERESTS

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

TEACHING INTERESTS

Data science for business, business analytics, core operations management, managerial statistics.

PUBLISHED AND ACCEPTED PAPERS

- Bias, Information, Noise: The BIN Model of Forecasting**
with Ville Satopää, Philip Tetlock and Barbara Mellers, *Management Science*, *published online*
available at Management Science website
- 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

3. Decomposing the Effects of Crowd-Wisdom Aggregators: The Bias-Information-Noise (BIN) Model

with Ville Satopää, Philip Tetlock and Barbara Mellers, *accepted at International Journal of Forecasting*

available at <https://ssrn.com/abstract=3781405>

WORKING PAPERS

4. Forecasting Demand for New Products: Combining Subjective Rankings with Sales Data

with Nils Rudi, *major revision at Management Science*

available at <https://ssrn.com/abstract=3780420>

5. 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>

6. 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

7. Judgmental Forecasting in Simulated Worlds

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

8. Product Personalization and Privacy Commitment Trap

with Ruslan Momot

CONFERENCE PRESENTATIONS

INFORMS Virtual Annual Meeting	2020
MSOM Meeting, Dallas, TX	2018
INFORMS Annual Meeting, Nashville, TN	2016

INVITED TALKS

University of Virginia, Darden School of Business, USA	2020
HEC Paris, France	2020
Boston University, Questrom School of Business, USA	2021
University of Kansas, School of Business, USA	2021
George Washington University, School of Business, USA	2021

TEACHING EXPERIENCE

Intro to Operations Management , NES, <i>MAF/MSF program</i> , Moscow	2018
Main instructor for the core course, ≈ 50 students, listed as Microeconomics.	
Data Science for Business , INSEAD, <i>MBA program</i> , Singapore	2018
Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis.	
Probability and Statistics , INSEAD, <i>PhD program</i> , Fontainebleau, France	2016
Teaching Assistant to Prof. Spyros Zoumpoulis	
Decision-Making Under Uncertainty , INSEAD, <i>Exec. Ed.</i> , Fontainebleau, France	2015 – 2016
Teaching Assistant at Sberbank 500 Executive Education program	
Business Model Innovation , INSEAD, <i>Exec. Ed.</i> , Fontainebleau, France	2015
Teaching Assistant at Sberbank 500 Executive Education program	
Microeconomics , New Economic School, <i>MA program</i> , Moscow, Russia	2013 – 2014
Teaching Assistant for the Graduate Microeconomics course at a MA program	

INDUSTRY EXPERIENCE

Software Developer , <i>KIR Kazan</i> , Kazan, Russia	2009 – 2012
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AWARDS AND FELLOWSHIPS

INSEAD Doctoral Fellowship , <i>INSEAD</i>	2014 – 2019
British Petroleum Scholarship , <i>New Economic School</i>	2013 – 2014
NES Academic Fellowship , <i>New Economic School</i>	2012 – 2014
NES Full Tuition Grant , <i>New Economic School</i>	2012 – 2014

LANGUAGES

Russian (native), English (fluent)

COMPUTER SKILLS

R, Python, Julia, Stan, Apache Spark, PostgreSQL, AMPL, L^AT_EX

REFERENCES

Prof. Nils Rudi

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