

Yale School of Management  
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# Marat Salikhov

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## ACADEMIC APPOINTMENTS

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

## EDUCATION

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**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*, Kazan, Russia 2010

## RESEARCH INTERESTS

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

## TEACHING INTERESTS

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

## PUBLISHED AND FORTHCOMING PAPERS

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1. **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](#)
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](#)

## WORKING PAPERS

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3. **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>
4. **Decomposing the Effects of Crowd-Wisdom Aggregators: The Bias-Information-Noise (BIN) Model**  
with Ville Satopää, Philip Tetlock and Barbara Mellers, *under review at International Journal of Forecasting*  
available at <https://ssrn.com/abstract=3781405>
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

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7. **Judgmental Forecasting in Simulated Worlds**  
with Barbara Mellers, Ville Satopää, Philip Tetlock and Lyle Ungar
8. **Input Form Selection in Demand Forecasting**  
with Nils Rudi

## CONFERENCE PRESENTATIONS

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<b>INFORMS Virtual Annual Meeting</b>	2020
<b>MSOM Meeting</b> , Dallas, TX	2018
<b>INFORMS Annual Meeting</b> , Nashville, TN	2016

## INVITED TALKS

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

## TEACHING EXPERIENCE

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<b>Data Science for Business</b> , INSEAD, <i>MBA program</i> , 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: <u>4.56/5.00</u>	
<b>Probability and Statistics</b> , INSEAD, <i>PhD program</i> , Fontainebleau, France	2016
Teaching Assistant to Prof. Spyros Zoumpoulis 15 students, introductory probability theory and statistics; designed tutorial sessions and exams, graded assignments	
<b>Decision-Making Under Uncertainty</b> , INSEAD, <i>Exec. Ed.</i> , Fontainebleau, France	2015 – 2016
Sberbank 500 Executive Education program Teaching Assistant to Prof. Ilia Tsetlin Statistics course, $\approx$ 500 participants	
<b>Business Model Innovation</b> , INSEAD, <i>Exec. Ed.</i> , Fontainebleau, France	2015
Sberbank 500 Executive Education program Teaching Assistant to Prof. Serguei Netessine Operations Management course, $\approx$ 500 participants	
<b>Microeconomics</b> , New Economic School, <i>MA program</i> , Moscow, Russia	2013 – 2014
Teaching Assistant for the Graduate Microeconomics course at a MA program	

## INDUSTRY EXPERIENCE

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

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

## LANGUAGES

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Russian (native), English (fluent)

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## COMPUTER SKILLS

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

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## REFERENCES

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**Prof. Nils Rudi**

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**Prof. Ville Satopää**

Assistant Professor of Technology and Operations Management, INSEAD, +33 7 82 76 99 88

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**Prof. Jürgen Mihm**

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