Yale School of Management
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Marat Salikhov

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ACADEMIC APPOINTMENTS

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

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

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

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

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

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, $\approx$ 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, $\approx$ 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, LaTeX

REFERENCES

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