

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

Specialist (\approx 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.

WORKING PAPERS

1. **Forecasting Demand for New Products: Combining Subjective Rankings with Sales Data** with Nils Rudi, *major revision at Management Science*
2. **Bias, Information, Noise: The BIN Model of Forecasting** with Ville Satopää, Philip Tetlock and Barbara Mellers, *major revision at Management Science*, available at <http://ssrn.com/abstract=3540864>
3. **Are Goals Scored Just Before Half Time Worth More? A Soccer Myth Statistically Tested** with Henrich R. Greve, Jo Nesbø and Nils Rudi, *major revision at PLOS ONE*

4. **Impact of Workforce Flexibility on Customer Satisfaction: Empirical Framework & Evidence from a Cleaning Services Platform**
with Ekaterina Astashkina and Ruslan Momot,
available at <https://www.ssrn.com/abstract=3260826>
5. **Accounting-based Incentives Can Induce Cyclical Inventory Build-ups**
with Paul Parker, Jurgen Mihm, Dana Popescu and Nils Rudi,
available at <http://ssrn.com/abstract=2972482>

OTHER WORK IN PROGRESS

6. **Types of Crowd Wisdom**
with Barbara Mellers, Ville Satopää and Philip Tetlock
7. **In-Play Football Prediction**
with Harry Groeneveld and Nils Rudi

CONFERENCE PRESENTATIONS

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| MSOM Meeting , Dallas, TX. | 2018 |
| INFORMS Annual Meeting , Nashville, TN. | 2016 |

TEACHING EXPERIENCE

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| Data Science for Business , INSEAD, <i>MBA program</i> , Singapore.
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, gave one-on-ones, assisted with projects, graded assignments and tutorials | 2018 |
| Probability and Statistics , INSEAD, <i>PhD program</i> , Fontainebleau, France.
Teaching Assistant to Prof. Spyros Zoumpoulis
15 students, introductory probability theory and statistics; designed exams, graded assignments, led tutorials | 2016 |
| Decision-Making Under Uncertainty , INSEAD, <i>Exec. Education</i> , Fontainebleau, France.
Sberbank 500 Executive Education program
Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis
Statistics course, \approx 500 participants | 2015 – 2016 |

Business Model Innovation, INSEAD, *Exec. Education*, 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

LANGUAGES

Russian (native), English (fluent)

COMPUTER SKILLS

R, Python, Julia, Stan, AMPL, \LaTeX

REFERENCES

Prof. Nils Rudi

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Prof. Ville Satopää

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Prof. Jürgen Mihm

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Prof. Ilia Tsetlin

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