

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

**Specialist ( $\approx$  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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Core operations management, managerial statistics, data science for business, business analytics.

## WORKING PAPERS

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1. **Forecasting Demand for New Products: Combining Subjective Rankings with Sales Data** with Nils Rudi, *major revision at Management Science*  
available at [my website](#)
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

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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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| <b>MSOM Meeting</b> , Dallas, TX.              | 2018 |
| <b>INFORMS Annual Meeting</b> , Nashville, TN. | 2016 |

## TEACHING EXPERIENCE

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|---|-------------|
| <b>Data Science for Business</b> , INSEAD, <i>MBA program</i> , Singapore.<br>Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis.<br>A managerial Data Science course based on R<br>90 students, led tutorials, gave one-on-ones, assisted with projects, graded assignments and tutorials | 2018        |
| <b>Probability and Statistics</b> , INSEAD, <i>PhD program</i> , Fontainebleau, France.<br>Teaching Assistant to Prof. Spyros Zoumpoulis<br>15 students, introductory probability theory and statistics; designed exams, graded assignments, led tutorials  | 2016        |
| <b>Decision-Making Under Uncertainty</b> , INSEAD, <i>Exec. Education</i> , Fontainebleau, France.<br>Sberbank 500 Executive Education program<br>Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis<br>Statistics course, $\approx 500$ participants                                      | 2015 – 2016 |

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**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

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## INDUSTRY EXPERIENCE

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

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## LANGUAGES

Russian (native), English (fluent)

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## COMPUTER SKILLS

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