

Yale School of Management
165 Whitney Avenue, New Haven, CT 06511

Marat Salikhov

+1 (475) 434 7937
✉ marat.salikhov@yale.edu
🌐 maratsalikhov.com

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](https://doi.org/10.1371/journal.pone.0171111)

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

TEACHING EXPERIENCE

Data Science for Business , 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>	

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

INDUSTRY EXPERIENCE

Software Developer , <i>KIR Kazan</i> , Kazan, Russia	2009 – 2012
--	-------------

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, \LaTeX

REFERENCES

Prof. Nils Rudi

Professor of Operations Management, Yale School of Management, +1 203 432 7897

nils.rudi@yale.edu

Prof. Ville Satopää

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

ville.satopaa@insead.edu

Prof. Jürgen Mihm

Professor of Technology and Operations Management, INSEAD, +33 6 07 71 34 79

jurgen.mihm@insead.edu