

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

# Marat Salikhov

+1 (475) 434 7937  
✉ [marat.salikhov@yale.edu](mailto:marat.salikhov@yale.edu)  
🌐 [maratsalikhov.com](http://maratsalikhov.com)

## 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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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, *minor 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 Groenevelt 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, *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, gave one-on-ones, assisted with projects, graded assignments and tutorials

**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. Education*, Fontainebleau, France. 2015 – 2016

Sberbank 500 Executive Education program

Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis

Statistics course,  $\approx$  500 participants

**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,  $\text{\LaTeX}$

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## REFERENCES

**Prof. Nils Rudi**

Professor of Operations Management, Yale School of Management, +1-203-432-7897  
[nils.rudi@yale.edu](mailto:nils.rudi@yale.edu)

**Prof. Ville Satopää**

Assistant Professor of Technology and Operations Management, INSEAD, +33-7-8276-9988  
[ville.satopaa@insead.edu](mailto:ville.satopaa@insead.edu)

**Prof. Jürgen Mihm**

Professor of Technology and Operations Management, INSEAD  
[jurgen.mihm@insead.edu](mailto:jurgen.mihm@insead.edu)