

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, 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

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

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

MSOM Meeting, Dallas, TX. 2018

INFORMS Annual Meeting, Nashville, TN. 2016

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, 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

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

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