

Yale School of Management  
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# Marat Salikhov

## 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,** 2010  
Kazan, Russia.

## 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.

## PUBLISHED AND FORTHCOMING PAPERS

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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 <https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0240438>

## WORKING PAPERS

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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://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, *working paper*,  
available at <http://ssrn.com/abstract=2972482>

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## 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

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## CONFERENCE PRESENTATIONS

**MSOM Meeting**, Dallas, TX. 2018

**INFORMS Annual Meeting**, Nashville, TN. 2016

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## 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, assisted with projects, graded assignments and tutorials

Average evaluations: 4.56/5.00

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

Sberbank 500 Executive Education program

Teaching Assistant to Prof. Ilia Tsetlin

Statistics course, ≈ 500 participants

**Business Model Innovation**, INSEAD, *Exec. Ed.*, Fontainebleau, France. 2015

Sberbank 500 Executive Education program

Teaching Assistant to Prof. Serguei Netessine

Operations Management course, ≈ 500 participants

**Microeconomics**, New Economic School, *MA program*, Moscow, Russia.  
Teaching Assistant for the Graduate Microeconomics course at a MA program

2013 – 2014

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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**

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**Prof. Ville Satopää**

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