New Economic School
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Marat Salikhov

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ACADEMIC APPOINTMENTS

Assistant Professor of Operations Management, *New Economic School*, Moscow, Russia — 2021 – present

Assistant Professor of Operations Management and Data Science, *Moscow School of Management SKOLKOVO*, Moscow, Russia — 2021 – present

Postdoctoral Associate, *Yale School of Management*, New Haven — 2019 – 2021

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

Data science for business, business analytics, core operations management, managerial statistics.

PUBLISHED PAPERS

1. **Bias, Information, Noise: The BIN Model of Forecasting**
   with Ville Satopää, Philip Tetlock and Barbara Mellers, ***Management Science, published online***
   available at Management Science website

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

WORKING PAPERS

3. **Forecasting Demand for New Products: Combining Subjective Rankings with Sales Data**
   with Nils Rudi, ***major revision at Management Science***
   available at https://ssrn.com/abstract=3780420

4. **Decomposing the Effects of Crowd-Wisdom Aggregators: The Bias-Information-Noise (BIN) Model**
   with Ville Satopää, Philip Tetlock and Barbara Mellers, ***major revision at International Journal of Forecasting***
   available at https://ssrn.com/abstract=3781405

5. **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

6. **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

7. **Judgmental Forecasting in Simulated Worlds**
   with Barbara Mellers, Ville Satopää, Philip Tetlock and Lyle Ungar
8. **Product Personalization and Privacy Commitment Trap**
   with Ruslan Momot

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
University of Kansas, School of Business, USA	2021
George Washington University, School of Business, USA	2021

TEACHING EXPERIENCE

Data Science for Business, INSEAD, *MBA program*, Singapore 2018
Teaching Assistant to Prof. Anton Ovchinnikov, Prof. Theodoros Evgeniou and Prof. Spyros Zoumpoulis.

Probability and Statistics, INSEAD, *PhD program*, Fontainebleau, France 2016
Teaching Assistant to Prof. Spyros Zoumpoulis

Decision-Making Under Uncertainty, INSEAD, *Exec. Ed.*, Fontainebleau, France 2015 – 2016
Teaching Assistant at Sberbank 500 Executive Education program

Business Model Innovation, INSEAD, *Exec. Ed.*, Fontainebleau, France 2015
Teaching Assistant at Sberbank 500 Executive Education program

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

AWARDS AND FELLOWSHIPS

INSEAD Doctoral Fellowship, *INSEAD* 2014 – 2019
British Petroleum Scholarship, *New Economic School* 2013 – 2014
NES Academic Fellowship, *New Economic School* 2012 – 2014
NES Full Tuition Grant, *New Economic School* 2012 – 2014

LANGUAGES

Russian (native), English (fluent)

COMPUTER SKILLS

R, Python, Julia, Stan, Apache Spark, PostgreSQL, AMPL, LaTeX

REFERENCES

Prof. Nils Rudi
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