

Kashish Arora

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Last Updated: 1st June 2025

Academic Positions

CUHK Business School (The Chinese University of Hong Kong)

Assistant Professor, Operations Management

Hong Kong
2025-

Indian School of Business (ISB)

Assistant Professor, Operations Management

Hyderabad, India
2022-2025

Education

Cornell University, S.C. Johnson Graduate School Of Management

Ph.D. in Management

Masters in Management

Thesis Committee: Vishal Gaur (Chair), Fanyin Zheng, Nagesh Gavirneni, Shane Henderson

Ithaca, New York
2022
2021

INSEAD

M.Sc. in Management (Technology and Operations Management)

Fontainebleau, France
2017

Indian Institute of Technology

Bachelors of Technology, Industrial and Production Engineering

New Delhi, India
2013

Publications and Pre-Prints

Journal Articles

1. A Structural Model for Operating Cash Flow Management with Applications
 - Outlet: **Management Science**, <https://doi.org/10.1287/mnsc.2021.03790>
 - Coauthor: Vishal Gaur
 - Accepted at the MSOM Supply Chain SIG, 2022
 - Accepted at the Wharton Empirical Workshop, 2021
2. Private Vs. Pooled Transport: Customer Preference & Green Transport Policy Design
 - Outlet: **M&SOM**, 2023, vol. 26, no. 2, pp. 594-611, <https://doi.org/10.1287/msom.2022.0569>
 - Coauthors: Fanyin Zheng and Karan Girotra
 - Honorable Mention: POMS College of Sustainable Operations Best Paper Award, 2021
 - Winner: INFORMS Conference on Service Science Best Student Paper award, 2020
 - Accepted at the Marketplace Innovation Workshop, 2021
 - Accepted at the Wharton Empirical Workshop, 2020
3. Reproducibility in Management Science*
 - Outlet: **Management Science**, 2023, 70(3), pp. 1343-1356. <https://doi.org/10.1287/mnsc.2023.03556>
 - Coauthors: Fisar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A.I. and M.S. Reproducibility Collaboration

* Contributed as a member of the Management Science Reproducibility Collaboration

Working Papers

1. A Structural Analysis of Freight Delays in the Indian Railway Network
 - **Major Revision** at **Operations Research**, 2024, Under Review, <https://ssrn.com/abstract=4631346>
 - Coauthors: Himanshu Arha, Milind Sohoni and Raja Gopalakrishnan
2. Vertical Integration and Market Power in Supply Networks
 - **Major Revision** invited at **M&SOM**, 2025, Under Review, <https://ssrn.com/abstract=4826945>
 - Coauthors: Amandeep Singh and Mamta Sahare
 - Accepted at the MSOM iFORM SIG, 2025
3. An Unsupervised Learning Framework for Improving Sales Forecasts
 - Preparing Submission
 - Coauthor: Vishal Gaur
4. Crossfire Commerce: Analyzing the impact of the US-China Trade War on Third Countries

- Preparing Submission
- Coauthors: Shekhar Tomar and Mohit Saharan

5. An Endogenous Model of Private Equity Network Formation

- Preparing Submission
- Coauthor: Mamta Sahare

Teaching Experience

Statistical Methods for Managerial Decisions , Indian School of Business	Hyderabad, India
Classroom Instructor for MBA core course (4 × 5 × 2 hr sessions)	2023-
Evaluations: Quality of the instructor (out of 7)	
(2023) - 6.42, 6.37, 6.30, 6.26	
(2024) - 6.80, 6.59, 6.57, 6.53	
Analytics for Marketplace and Retail , Indian School of Business	Hyderabad, India
Classroom Instructor for MBA elective course (2 × 10 × 2 hr sessions)	2022-
Evaluations: Quality of the instructor (out of 7)	
(2022) - 6.70, 6.82	
(2023) - 6.50, 6.42	
Introduction to SQL and Tableau , Cornell University	Ithaca, New York
Classroom Instructor for MBA elective course (14 × 1.15 hr zoom sessions)	Fall 2020
Evaluations: Quality of the instructor (out of 5)	
(2020) - 4.25, 4.19	
Managing Operations , Cornell University	New York, New York
Classroom Instructor for tutorials (24 × 1.5 hr sessions)	Fall 2018
Production and Operations Management , INSEAD	Fontainebleau, France
Classroom Instructor for core course tutorials (4 × 2 × 1.5 hr sessions)	
Evaluations: Quality of the instructor (out of 5)	
(2016) - 4.80 , Awarded Best tutor	
(2017) - 4.57 , Awarded Best tutor	

Service and Professional Affiliations

External Service

Editorial Responsibilities

- Associate Editor, MSOM Special Issue on Responsible Retail Operations, 2024-

Refereeing

- Management Science
- Operations Research
- Manufacturing & Service Operations Management
- Production and Operations Management
- MSOM iForm SIG
- MSOM Sustainability SIG
- MSOM Supply Chain SIG
- MSOM Conference
- Management Science Reproducibility Project

Competition Judging

- Public Sector Operations Research Competition, 2024
- PITM Best Student Paper Competition, 2025

Organizing Sessions

- Session Chair, INFORMS 2023
- Session Chair, POMS 2023
- Workshop faculty, Asian Empirical Research Workshop

Internal Service

Ph.D. Student Advising

- Himanshu Arha (PhD Student, ISB, First Placement: Indian School of Management, Ahmedabad)

Committee Work

- Co-ordinator, OM recruiting
- Member, ISB Honor Code Committee

Professional Membership

- Econometric Society, Institute for Operations Research and Management Sciences (INFORMS),
- Production and Operations Management Society (POMS), Revenue Management and Pricing Society (RMP)
- Manufacturing and Service Operations Management Society (M&SOM)

Selected Awards and Grants

Runner up, EEDSA-Asia Pacific Award, POMS (H. Arha)	2025
Outstanding Service to POMS Society Award	2025
IIDS Research Grant, Indian School of Business (INR 10,00,000))	2024
Byron E. Grote MS'77 PhD'81 Cornell Johnson Professional Scholarship	2021
Honorable Mention, POMS College of Sustainable Operations Best Paper Award	2021
1st Place, INFORMS Service Science Conference Best Student Paper award	2021
Business of Food Grant, Cornell (USD 8,000)	2021
Bartholomew Family Charitable Fund PhD Scholarship, Cornell University	2019
Selected for Colman Leadership Program, Cornell University	2019
Cornell University Doctoral Fellowship	2018-2021
INSEAD Best Tutor award for excellence in MBA teaching	2016 and 2017
National Talent Search Exam Scholarship	2007-2013

Invited Talks and Presentations

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| 1. Private Vs. Pooled Transport: Customer Preference & Green Transport Policy Design | 2019-2023 |
| <ul style="list-style-type: none">- Stanford GSB IO Seminar- Chicago Booth- UCL London- Indian School of Business- McDonough School of Business, Georgetown University- S.C. Johnson School of Business, Cornell- Baruch College- RMP Workshop- Marketplace Innovation Workshop- Early Career Sustainable Workshop- Wharton Empirical Workshop- INFORMS, MSOM and POMS Annual Conferences | |
| 2. A Structural model for Operating Cash flow Management | 2021-2023 |
| <ul style="list-style-type: none">- Stanford GSB- NUS Business School- CUHK Business School- Tilburg University- Boston College- Indian School of Business- U.C. Riverside- Carlson School of Management, U. Minnesota- S.C. Johnson School of Business, Cornell- MSOM Supply Chain SIG- Wharton Empirical Workshop- INFORMS and POMS Annual Conferences | |
| 3. Improving Freight throughput in Indian Railway Network: A Structural Analysis | 2023- |
| <ul style="list-style-type: none">- POMS India Conference- Workshop on Empirical Operations Management, Hong Kong- Chinese University of Hong Kong, Hong Kong- Singapore Management University, Singapore- Gies College of Business, UIUC- Mays Business School, TAMU- IIM, Ahmedabad | |

Press/Media

How Commuters Choose Between Private and Pooled Rides

2024

- Press outlet: [ISB Insight](#)

Dark store operations at scale: The key to Q-Commerce success

2023

- Press outlet: [Financial Express](#)

Professional Experience

Pilota, Technical Advisor

2018-2021

Pilota was a Cornell Tech incubated start-up that predicted delays for flights. I helped develop their delay prediction IP. Total raised capital - \$400K, now acquired by Hopper.

Credit-Suisse, Investment Analyst

2013-2015, Mumbai

Investment Analyst

As an analyst at the flow trading desk, I helped optimize the securities lending process.

IBM Research Lab, Research Intern

2012, New Delhi

Research Intern

Implemented a manpower staffing strategy for the IBM call center in the QED queuing regime.

References

Available on request