

Sina Moghadas Khorasani

School of Business, University of Dayton
Operations, Supply Chain, and Business Analytics

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[Personal Website](#), [Google Scholar](#)
U.S. Permanent Resident

Employment

University of Dayton, School of Business 2022-present
Assistant Professor of Operations, Supply Chain Management, and Business Analytics

University of California San Diego, Rady School of Management 2019-2022
Department of Innovation, Technology, and Operations PI: [Prof. Vish Krishnan](#)
Postdoctoral scholar and lecturer

Education

University of Utah, David Eccles School of Business 2014-2019
Ph.D. in Business Administration (Operations Management) GPA: 4.0/4.0
Thesis: Essays on Innovation: Contests and Clockspeed
Advisors: [Prof. Glen Schmidt](#) (Utah) and [Prof. Luis Rayo](#) (Northwestern)

University Putra Malaysia, Dept. of Mechanical and Manufacturing Engineering 2012-2013
Master of Engineering Management

Sharif University of Technology, Dept. of Civil Engineering 2005-2011
B.Sc. in Civil Engineering

Research Interests

INNOVATION MANAGEMENT, INFORMATION DESIGN, COMPETITION AND INCENTIVES

PRODUCT DEVELOPMENT, DYNAMIC PRICING, PREDICTIVE/PRESCRIPTIVE ANALYTICS

Publications

- (1) Jeffrey Ely, George Georgiadis, Sina Khorasani, Luis Rayo (2023) [Optimal Feedback in Contests](#)
The Review of Economic Studies, 90(5), 2370-2394.
Accepted at ACM EC'21 Conference
Featured in: [Kellogg Insight](#)
- (2) Sina Khorasani, Lakshmi Nittala, Vish Krishnan (2023) [Screening in Multistage Contests](#)
Manufacturing & Service Operations Management, 25(6):2249-2267.
Featured as [INFORMS TIMES paper of the month](#) in August 2023
- (3) Sina Khorasani, Ersin Körpeoğlu, Vish Krishnan (2023) [Dynamic Development Contests](#)
Operations Research, Forthcoming

Working Papers (Analysis complete, Draft available)

- (1) Xiaochen Gao, Sina Khorasani, Lakshmi Nittala, Vish Krishnan (2023) A Machine Learning Approach to Predicting Project Performance
Final preparation for submission to *Management Science*
- (2) Sina Khorasani, Lakshmi Nittala, Vish Krishnan (2020) [Curated Contests](#)
Management Science, Reject & Resubmit
- (3) Sina Khorasani, Glen Schmidt (2023) [Firm Clockspeed: Toward a Theory of Relativity](#)
Final preparation for submission to *Manufacturing & Service Operations Management*

Work in Progress (Analysis ongoing)

- (1) Sina Khorasani, Ersin Körpeoğlu, Vish Krishnan, Glen Schmidt (2023) E-commerce Market Management with Information Design
Initial results complete. To be submitted to *Management Science*
- (2) Syd Hashem Alavi, Sina Khorasani, Glen Schmidt (2023) Towards an Understanding of Nano-Stores as Organized Retailers Expand, Theoretical and Empirical Analysis
Initial results complete. To be submitted to *Management Science*
- (3) Sina Khorasani, Ersin Körpeoğlu, Aydin Alptekinoglu (2022) Multi-Stage Contests with Multi-Path Search
Initial results complete. To be submitted to *Operations Research*

Other Publications

- (1) Jeffrey Ely, George Georgiadis, Sina Khorasani, Luis Rayo (2021) [Optimal Feedback in Contests](#)
Proceedings of the 22nd ACM Conference on Economics and Computation (EC'21)
Acceptance rate: 26% out of 500 submissions

Teaching Experience

Instructor, School of Business Administration, University of Dayton

– [Master of Business Analytics Program, BAN 618: Advanced Business Analytics using Python](#) Fall 2023

Textbook: Hamdy A. Taha, *Operations Research: An Introduction*, 11th ed. (London: Pearson, 2022).

Topics Covered: Linear Programming, Dual Problems, Transportation and Assignment Problems, Integer Linear Programming, Network Models, Dynamic Programming, Goal Programming, and Heuristic Programming.

– [OPS 301: Survey of Operations & Supply Management](#),

– **Instructor score: 4.5/5 (Section 1) and 4.6/5 (Section 2), Dept. Avg: 4.3** Spring 2023
#Students enrolled in class: ~65

– **Instructor score: 4.4/5 (Section 1) and 4.7/5 (Section 2), Dept. Avg: 4.1** Fall 2022

#Students enrolled in class: ~50

Textbook: Heizer, J., Reeder, B., & Muson, C. (2022). "Operations Management: Sustainability and Supply Chain Management." Pearson. 14th Edition.

Topics Covered: Operations & Productivity, Operations Strategy, Project Management, Decision-Making Tools, Forecasting, Supply Chain Management, Inventory Management, Aggregate Planning and S&OP, MRP & ERP, Short-Term Scheduling, Linear Programming, Managing Quality, Statistical Process Control, Waiting-Line Models, Lean Operations.

Instructor, Rady School of Management, University of California San Diego

– **MGT 172: Business Project Management (Online & In-person),**

– **Instructor score: 98/100 (Section 1) and 100/100 (Section 2)** Spring 2020

#Students enrolled in class: >60

– **Instructor score: 98/100** Spring 2021

#Students enrolled in class: >50

– **Instructor score: 98/100** Winter 2022

#Students enrolled in class: >60

– **Instructor score: 97/100 (Section 1) and 97/100 (Section 2)** Spring 2022

#Students enrolled in class: >160

Textbook: Larson, Erik W., and Clifford F. Gray. "Project management: The managerial process." (2020). McGraw Hill. 8th Edition.

Topics Covered: Modern Project Management, Organizational Structures and Culture, Planning, Scheduling, Estimating, Performance Measurement and Evaluation, Risk Management, Outsourcing, and Leadership.

Instructor, David Eccles School of Business, University of Utah

– **OIS 3660: Operations Management,**

– **Instructor score: 5.8/6** Summer 2017

#Students in class: 47

– **Recipient of the David Eccles School of Business Doctoral Student Teaching Excellence Award** 2018

– **Recipient of the OIS department Doctoral Student Teaching Excellence Award**

Textbook: Selected chapters of Cachon, G. and C. Terwiesch, "Matching Supply with Demand: An Introduction to Operations Management," 3rd Edition.

Topics Covered: Little's Law, Process Capacity/Bottleneck Analysis, Line Balancing, Setups, Batching, EOQ, Managing Variability, Queuing, Managing Quality.

– **Summer Bootcamp for Incoming PhD Students,** Summer 2018

Topics Covered: Consumer Theory, Producer Theory, Market Power, General Equilibrium and Pareto Efficiency, Decision Making under Uncertainty, Asset Pricing, Asymmetric Information.

Teaching Assistant, David Eccles School of Business, University of Utah

– **Operations Management:** Prof. Glen Schmidt (MBA class) Summer 2017

– **Game Theory:** Prof. Adam Meirowitz (PhD class) Spring 2017

- **Microeconomics I:** Prof. Adam Meirowitz (PhD class) Fall 2016
- **Global Supply Chain Management** (2 sections): Prof. Krishnan Anand Spring 2015
- **Operations Management** (3 sections): Prof. Jaelynn Oh Fall 2014

Awards and Honors

- David Eccles School of Business Doctoral Student Teaching Excellence Award 2018
- OIS department Doctoral Student Teaching Excellence Award 2018
- David Eccles School of Business Fellowship, University of Utah 2014-2019
- Ranking 260/500,000 (top 0.05%) in Iran’s nationwide university entrance exam 2005
- Ranking 42 in Iran’s 22nd National Mathematical Olympiad 2004

Invited Talks

“Dynamic Development Contests”

- INFORMS Annual Meeting, 2023.
- POMS Annual Conference, 2023.
- INFORMS Annual Meeting, 2021.
- Manufacturing & Service Operations Management Conference 2021.

“Optimal Feedback in Contests”

- INFORMS Annual Meeting, 2022.
- INFORMS Annual Meeting, 2021.
- POMS Annual Conference, Virtual 2021.
- Mays Innovation Research Center, Texas A&M University, Nov 2020.

“Screening in Multi-Stage Contests”

- POMS Annual Conference, Virtual 2021.
- INFORMS Annual Meeting, Virtual 2020.
- INFORMS Annual Meeting, Seattle, Washington, Oct 2019.

“Dynamic Innovation Contests and Information Design”

- POMS Annual Conference, Washington, D.C., May 2019.
- Product and Service Innovation Conference, Midway, Utah, Feb 2019.
- INFORMS Annual Meeting, Phoenix, Arizona, Nov 2018.
- DSI Annual Meeting, Chicago, Illinois, Nov 2018.
- POMS Annual Conference, Houston, Texas, May 2018.

“Firm Clockspeed: Toward a Theory of Relativity”

- INFORMS Annual Meeting, Phoenix, Arizona, Nov 2018.
- POMS Annual Conference, Houston, Texas, May 2018.
- Product and Service Innovation Conference, Midway, Utah, Feb 2018.
- DSI Annual Meeting, Washington D.C., Nov 2017.
- INFORMS Annual Meeting, Houston, Texas, Oct 2017.

Professional Activities and Service

Referee: The Review of Economic Studies, Management Science, Manufacturing & Service Operations Management, Production and Operations Management, Decision Sciences, Annals of Operations Research, HICSS

Judge: M&SOM Student Paper Competition (2022, 2023), PITM Best Student Paper Competition (2023)

Conference Track Chair: POMS 2024 (PITM Track Chair)

Conference Session Chair: INFORMS 2021, POMS 2023, INFORMS 2023

Other

Tools: Python, R, MATLAB, Mathematica, Stata, LATEX

References

Prof. Vish Krishnan, Endowed Chair in Management and Engineering Leadership

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Prof. Glen Schmidt, David Eccles Professor of Business

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David Eccles School of Business, University of Utah
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Phone: 801-585-3160

Prof. Ersin Körpeoglu, Associate Professor of Operations Management

School of Management, University College London
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Prof. Luis Rayo, Erwin P. Nemmers Professor of Strategy and Department Chair

Kellogg School of Management, Northwestern University
Research Fellow, CEPR
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