# Milind G. Sohoni

**Chair, Operations Management and Strategy Department || Faculty Director, Center for Supply Chain Analytics**

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📍 Jacobs 336, School of Management, University at Buffalo, The State University of New York, Buffalo, NY 14260-4000

## ℹ AREAS OF RESEARCH INTEREST

**Areas:** ($i$) Transportation and logistics, ($ii$) Supply chain analytics, ($iii$) Healthcare service operations, and ($iv$) Nonprofit operations.

**Methods:** ($ii$) Combinatorial and stochastic optimization, ($ii$) game-theoretic modeling, ($iii$) data-driven analytical modeling, and ($iv$) empirical models.

## 🏛 ACADEMIC APPOINTMENTS

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| 2023 – Present | Full Professor, School of Management, University at Buffalo, The State University of New York. |
| 2017 – 2024 | Full Professor, Indian School of Business (ISB), India. |
| 2012 – 2017 | Associate Professor with tenure, ISB, India. |
| 2010 – 2012 | Associate Professor without tenure, ISB, India. |
| 2005 – 2010 | Assistant Professor, ISB, India. |

## 🏛 OTHER ACADEMIC EXPERIENCE

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| Fall, 2011 | Visiting Scholar, UPF, Barcelona, Spain. |
| Spring, 2010 | Visiting Assistant Professor, Kellogg School of Management, North Western University, Evanston, IL. |
| Spring, 2008 | Visiting Assistant Professor, Kellogg School of Management, North Western University, Evanston, IL. |
| Summer, 2006 | Visiting Scholar, Stern School of Business, New York University, New York, NY. |
| Summer, 2006 | Visiting Scholar, Kellogg School of Management, North Western University, Evanston, IL. |
| Summer, 2005 | Visiting Scholar, Kellogg School of Management, North Western University, Evanston, IL. |

## 🎓 EDUCATION

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|---|---|
| 2002 | Ph.D. Operations Research, ISyE, Georgia Institute of Technology, Altanta, GA. |
| 1994 | M.S. Manufacturing Systems Engineering, The University of Texas at Austin, Austin, TX. |
| 1990 | B.E. Mechanical Engineering, College of Engineering Pune, University of Pune, INDIA. |

## 📑 ADMINISTRATIVE EXPERIENCE IN ACADEMIA

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| -<br>October 2024 | Faculty Director, Center for Supply Chain Analytics, UB, The State University of New York |

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| -<br>September<br>2023 | Department Chair, Operations Management and Strategy, UB, The State University of New York |
| April 2022<br>April 2019 | Deputy Dean, Faculty & Research and Hyderabad Campus, ISB, India |
| April 2021<br>April 2019 | Deputy Dean, Academic Affairs, ISB, India<br>❯ Responsible for all academic functions, across both ISB campuses, including programs and faculty. |
| April 2021<br>April 2018 | Area Leader, Operations Management, ISB, India<br>❯ Responsible for the OM area. |
| April 2018<br>April 2016 | Sr. Associate Dean, Faculty Alignment & Registrar's Office, ISB, India<br>❯ Responsible for coordinating teaching assignments for visiting and residential faculty across all functional areas.<br>❯ Responsible for formulating teaching policies and writing faculty teaching contracts. |
| April 2016<br>April 2014 | Sr. Associate Dean, Academic Programs, ISB, India<br>❯ Responsible for delivering all degree-equivalent academic programs at ISB. |

## 💼 PROFESSIONAL EXPERIENCE

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|---|---|
| 2010<br>2008 | OR Consultant, RSG Media, NEW YORK, NY<br>❯ Advising on developing mathematical models and software to solve key scheduling problems in the media/advertisement industry. |
| 2004<br>2002 | Research Advisor, DELTA TECHNOLOGY INC., ATLANTA, GA<br>❯ Worked with the R&D group at Delta Technology Inc., a wholly owned subsidiary of Delta Air Lines, on various OR projects related to airline operations and network revenue management. |
| 2002<br>1997 | Sr. OR Specialist, DELTA TECHNOLOGY INC., ATLANTA, GA<br>❯ Worked with the R&D group at Delta Technology Inc., a wholly owned subsidiary of Delta Air Lines, on various OR projects related to airline crew scheduling, fleet planning, flight operations, and network revenue management. |
| 1997<br>1996 | Member of Technical Staff, TRANSQUEST INC. AND AT&T BELL LABS, HOLMDEL, NJ<br>❯ Worked on developing OR algorithms/software for various problems related to airline crew scheduling/planning. |
| 1996<br>1994 | Sr. OR Specialist, RYDER INTEGRATED LOGISTICS, MIAMI, FL<br>❯ Worked on developing integrated logistics planning software, including routing & scheduling, fleet planning, load planning, and other OR algorithms, for the trucking industry. |
| August, 1994<br>May, 1994 | Intern, TANDEM COMPUTERS, AUSTIN, TX<br>❯ Worked as an intern to test fault tolerant computing systems. |

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| April, 1994<br>August, 1992 | **Research Assistant with Professor Genaro Gutierrez, UT AUSTIN, AUSTIN,, TX**<br>❯ Worked on developing code for the multiple scenario branch-and-bound algorithm. This was part of the Professor Gutierrez's paper on robust international sourcing. |
| 1991<br>1990 | **Graduate Trainee, Design Engineer, THERMAX LTD., PUNE, India**<br>❯ Worked as a graduate trainee in the Chemical Plants and Process Division to develop design specifications for specialized heat exchangers and stacks. |

## 💡 RESEARCH & INTELLECTUAL CONTRIBUTION

### Peer Reviewed Journal Publications

[1] S. Voleti, V. Malladi, and M. G. Sohoni. "Impact of OM content in earnings calls on a firm's stock performance". In: *Accepted,* **Management Science** (2025).

[2] C. Manchiraju, M. G. Sohoni, and V. Deshpande. "It's not simply luck: The impact of schedule padding and operational improvements on domestic on-time performance in the US airline industry". In: **Production and Operations Management** 32.11 (2024).

[3] A. Ahmed, M. G. Sohoni, and C. Bandi. "Parameterized approximations for the two-sided assortment optimization". In: **Operations Research Letters** 50.4 (2022), pp. 399–406.

[4] X. Geng, H. Krishnan, and M. G. Sohoni. "Operational collaboration between rivals: The impact of cost reduction". In: **Production and Operations Management** 31 (2022), pp. 1856–1871.

[5] Y.-J. Chen, S. Seshadri, and M. G. Sohoni. "A demand partitioning framework to reserve production for small enterprises". In: **Naval Research Logistics (NRL)** 68.8 (2021), pp. 1037–1053.

[6] H. W. Fischer, A. Chhatre, S. Devalkar, and M. Sohoni. "Rural institutions, social networks, and self-organized adaptation to climate change". In: **Environmental Research Letters** 16.10 (2021), p. 104002.

[7] S. Seshadri and M. Sohoni. "Introduction to the special issue on OR models for developmental studies". In: **Naval Research Logistics (NRL)** 68.8 (2021), pp. 991–994.

[8] N. Sharma, S. K. Devalkar, and M. G. Sohoni. "Payment for results: Funding non-profit operations". In: **Production and Operations Management** 30.6 (2021), pp. 1686–1702.

[9] S. K. Devalkar, M. G. Sohoni, and P. Arora. "Ex-Post funding: How should a resource-constrained non-profit organization allocate its funds?" In: **Production and Operations Management** 26.6 (2017), pp. 1035–1055.

[10] R. Bala, S. Kunnumkal, and M. G. Sohoni. "Evergreening and operational risk under price competition". In: **Naval Research Logistics (NRL)** 63.1 (2016), pp. 71–89.

[11] S. Deo and M. Sohoni. "Optimal decentralization of early infant diagnosis of HIV in resource-limited settings". In: **Manufacturing & Service Operations Management** 17.2 (2015), pp. 191–207.

[12] A. Jain and M. Sohoni. "Should firms conceal information when dealing with common suppliers?" In: **Naval Research Logistics (NRL)** 62.1 (2015), pp. 1–15.

[13] M. Arikan, V. Deshpande, and M. Sohoni. "Building reliable air-travel infrastructure using empirical data and stochastic models of airline networks". In: **Operations Research** 61.1 (2013).
   ❯ Anna Valicek Medal Finalist, AGIFORS Symposium, Arizona, 2012.
   ❯ Second place, POM student paper competition, 2011.
   ❯ Paper with best contribution, AGIFORS Symposium, Nice, France, 2010.
   ❯ Second place, M&SOM student paper competition, 2010.
   , pp. 45–64.

[14] A. Jain, S. Seshadri, and M. Sohoni. "Differential pricing for information sharing under competition". In: **Production and Operations Management** 20.2 (2011), pp. 235–252.

[15] M. Sohoni, S. Chopra, U. Mohan, and N. Sendil. "Threshold incentives and sales variance". In: **Production and Operations Management** 20.4 (2011), pp. 571–586.

[16]  M. Sohoni, Y. C. Lee, and D. Klabjan. "Robust airline scheduling under block-time uncertainty". In: **Transportation Science** 45.4 (2011), pp. 451–464.

[17]  M. Sohoni, A. Bassamboo, S. Chopra, U. Mohan, and N. Sendil. "Threshold incentives over multiple periods and the sales hockey stick phenomenon". In: **Naval Research Logistics (NRL)** 57.6 (2010), pp. 503–518.

[18]  J. Xu, A. Lim, and M. Sohoni. "Solving the hierarchical data selection problem arising in airline revenue management systems". In: **Intl. Journal of Revenue Management** 2.1 (2008), pp. 63–77.

[19]  M. Sohoni, E. L. Johnson, and T. G. Bailey. "Operational airline reserve crew planning". In: **Journal of Scheduling** 9.3 (2006), pp. 203–221.

[20]  J. Xu, M. Sohoni, M. McCleery, and T. G. Bailey. "A dynamic neighborhood based tabu search algorithm for real-world flight instructor scheduling problems". In: **European Journal of Operational Research** 169.3 (2006), pp. 978–993.

[21]  M. Sohoni, E. L. Johnson, and T. G. Bailey. "Long-range reserve crew manpower planning". In: **Management Science** 50.6 (2004), pp. 724–739.

[22]  M. Sohoni, T. G. Bailey, K. G. Martin, H. Carter, and E. L. Johnson. "Delta optimizes continuing-qualification-training schedules for pilots". In: **Business Analytics (Interfaces)** 33.5 (2003), 57–70, **Wagner Prize Finalist**.

## Publications Under Review/Revision

[23]  C. Manchiraju, A. Bhave, and M. G. Sohoni. "Strategic Allocation of Slack to Enhance Operational Performance: Evidence from the US Airline Industry". In: *Submitted,* **POM** (2025).

[24]  N. Sharma, S. Singha, M. G. Sohoni, and A. Bassamboo. "The Empty Promise: How Strategic Suppliers Could Undermine Reservation Systems". In: *Major Revision,* **M&SOM** (2025).
  ❯  Second place in flash presentation conference at CMU INFORMS YinzOR, 2022.
  ❯  Finalist for the INFORMS Service Science Cluster Best Paper award, 2022.
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[25]  H. Ananthula, M. G. Sohoni, and A. Bassamboo. "Adapting to Gig Economy Dynamics: Network and Staffing Strategies for Long-Haul Trucking Platforms". In: *Resubmission,* **Management Science** (2024).

[26]  A. Patil and M. G. Sohoni. "Auction Mechanisms for Social-Welfare-Maximizing Allocation Under Pairwise-Additive Negative Externalities". In: *Reject and Resubmit,* **POM** (2024).

[27]  H. Arha, K. Arora, M. G. Sohoni, and R. Gopalkrishnan. "A Structural Analysis of Freight Delays in the Indian Railway Network". In: *Revise and Resubmit,* **Operations Research** (2023).

[28]  V. Malladi, M. G. Sohoni, and A. Bassamboo. "Modeling inter-temporal correlation and propagation in networks". In: *Revise and Resubmit,* **Operations Research** (2023).

## Research in Progress

[29]  H. Arha, M. G. Sohoni, and V. Malladi. "Dynamic Control of Priority Queues: Indian Railways Context". In: *To be submitted* (2025).

[30]  V. Sunder and M. G. Sohoni. "Who Customizes Matters: Evidence from a Field Experiment on Human–AI Collaboration in Early Diagnosis Service Design". In: *To be submitted* (2025).

[31]  A. Ahmed, M. G. Sohoni, and C. Bandi. "On solving a class of 0-1 linear fractional programs as continuous linear fractional programs". In: *Under Revision* (2023).

[32]  V. Deshpande, C. Manchiraju, and M. G. Sohoni. "Decision bias in the newsvendor problem: Real-world evidence from airline flight scheduling". In: *To be submitted* (2023).

[33]  A. Ahmed, M. G. Sohoni, S. Kunnumkal, and R. Gopalkrishnan. "Optimizing booking quotas for the Indian Railways". In: *To be submitted* (2022).

## Edited Books/Volumes/Special Issues

[34]  G. Berenguer and M. G. Sohoni. *Nonprofit Operations and Supply Chain Management*. Springer, 2025.

[35]  S. Seshadri and M. G. Sohoni. *NRL Special Issue: OR Models for Developmental Studies*. Wiley, 2021.

## Book Chapters

[36] G. Berenguer and M. G. Sohoni. "Introduction to Nonprofit Operations and Supply Chain Management Research". In: *Non-profit Operations and Supply Chain Management: Theory and Practice*. Springer, 2025, pp. 1–7.

[37] S. Chitla, M. G. Sohoni, G. Berenguer, and A. Mallya. "Full-Time Volunteering in the Nonprofit Sector: An Empirical Study from the Education Sector in India". In: *Nonprofit Operations and Supply Chain Management: Theory and Practice*. Springer, 2025, pp. 133–166.

[38] H. Huang, K. Hunt, and M. G. Sohoni. "Applications of Machine Learning in Clinical Trial Planning and Operations". In: *"AI and Technology-driven Healthcare Innovation*. Ed. by M. Moshref Javadi and S. Seshadri. NOW Publishers, 2025.

[39] A. Patil and M. G. Sohoni. "Delayed column generation: Solving large-scale optimization models from the airline industry". In: *Optimization Essentials: Theory, Tools, and Applications*. Ed. by F. Ahmed. Springer, Singapore, 2024, pp. 279–296.

[40] M. G. Sohoni. "Introduction to Optimization". In: *Essentials of Business Analytics: An Introduction to the Methodology and its Applications*. Ed. by B. Pochiraju and S. Seshadri. Springer, 2019, pp. 337–380.

## Teaching Cases/Reports/Notes

[41] M. Sohoni, S. Devalkar, S. Kunnumkal, and S. Singha. "Benchmarking report on AI and Data Analytics". In: *ISB Report: For Indian Railways, South Central Division* (January 16, 2022).

[42] M. Sohoni, S. Devalkar, and S. Singha. "AI-based system for identifying identical/similar items across Railways for ease of procurement". In: *ISB Report: For Indian Railways, South Central Division* (January 16, 2022).

[43] M. Sohoni, S. Kunnumkal, and S. Singha. "An analytical model to recommend special trains operations". In: *HBS Case: ISB396* (January 16, 2022).

[44] M. Sohoni and S. Singha. "Indian Railways: Data-Driven Decision Support System to Recommend Special Trains Operations". In: *ISB Report: For Indian Railways, South Central Division* (November, 2020).

[45] M. Sohoni, S. Chitla, A. Rout, A. Mallya, and V. Sunder. "Data Analytics Based Decision Making at Teach for India". In: *HBS Case: ISB325* (2022).

[46] M. Sohoni, A. Chhatre, V. Sunder, A. Patil, A. Ahmed, and A. Parihar. "The Regional Connectivity Scheme UDAN: Progress and Prospects (Phase-1 Report)". In: *ISB Report: For the Ministry of Civil Aviation, GoI* (2021). URL: https://www.aai.aero/sites/default/files/rcs_news_notifications/ISB_UDAN_Report_171121.pdf.

[47] V. Sunder, M. Sohoni, and S. Kumar. "Executing the Bogibeel Bridge for Social Impact – Risk Planning and Managing Earned Value". In: *HBS Case: ISB265* (2021).

[48] M. Sohoni, S. Devalkar, R. Mathur, A. Ahmed, S. Singh, and M. Priyadarshini. "Dr. Reddy's Laboratories Ltd: Inventory Management Under Resource Constraints". In: *HBS Case: ISB222* (2020).

[49] M. Sohoni, G. Shah, A. Khan, and V. Sunder. "SpiceJet: Flying in the Face of Imminent Shutdown". In: *HBS Case: ISB226* (2020).

[50] V. Sunder, M. Sohoni, S. Kishore, A. Tewari, and S. Kumar. "Swachh Rail, Swachh Bharat: Adoption of Bio-Toilets in Indian Railways". In: *HBS Case: ISB254* (2020).

[51] S. Deo, M. Sohoni, J. Gambhir, and P. Arora. "Innovation in Community Delivery of TB Care in India". In: *HBS Case: ISB013* (2013).

## Articles/Quotes

[52] M. Sohoni. "How to Forge a Make in India Success Story? Baba Kalyani, in a conversation with Milind Sohoni". In: *ISBInsight* (December 14, 2018). URL: https://isbinsight.isb.edu/how-to-forge-a-make-in-india-success-story/.

[53] M. Sohoni and V. Sunder. "How to tackle the Oxygen Logistics Nightmare?" In: *Hindu Business Line* (May 02, 2021). URL: https://www.thehindubusinessline.com/opinion/dealing-with-oxygen-logistics-nightmare/article34465848.ece.

[54] M. Sohoni and V. Sunder. "Shramik Saviours: How the Indian Railways' Shramik Trains Project avert a Humanitarian Crisis". In: *Fortune India* (August 07, 2020). URL: https://www.fortuneindia.com/opinion/shramik-saviours/104675.

[55] V. Sunder, R. Nidumolu, M. Sohoni, and S. Modukuri. "Setting up the Right Guardrails". In: *Asian Management Insights* (July, 2024), pp. 63–70.

[56] V. Sunder and M. Sohoni. "Getting ready for the third corona wave". In: *The New Indian Express* (June 16, 2021). URL: https://www.newindianexpress.com/opinions/columns/2021/jun/16/getting-ready-for-the-third-corona-wave-2316763.html.

[57] V. Sunder and M. Sohoni. "India's sustainability promise". In: *Business India* (March 21 - April 17, 2022), pp. 214–215. URL: https://businessindia.co/emagazine/india-inc-achieving-sustainable-development-goals.

[58] H. Fischer, A. Chhatre, S. Devalkar, S. Kolagani, and M. Sohoni. "From Apple Juice to Garlic Pickle: Climate Change Adaptation in the Himalayas". In: *ISBInsight* 4.2 (2016).

[59] M. Sohoni. "Robust Airline Operations: Planning for Uncertainty". In: *ISBInsight* 4.1 (2016).

[60] India-Knowledge@Wharton. "Turbulence in the Skies: Indian Aviation Takes New Flight". In: (2015). URL: https://knowledge.wharton.upenn.edu/article/turbulence-in-the-skies-indian-aviation-takes-new-flight/.

[61] M. Sohoni and S. Devalkar. "Ex-post Funding: Innovating Non-Profit Operations". In: *ISBInsight* Oct-Dec (2015).

[62] M. Sohoni and S. Deo. "Decentralization of resource constrained networks". In: *Chronical Pharmabiz* 11.45 (2011).

[63] M. Sohoni and S. Deo. "Using operations management to improve healthcare access". In: *ISBInsight* 9.2 (2011).

[64] India-Knowledge@Wharton. "Are private airports in India ready to take off?" In: (2008). URL: https://knowledge.wharton.upenn.edu/article/are-private-airports-in-india-ready-to-take-off/.

[65] M. Sohoni and A. Jain. "Information, Incentives, and Supply Chain Contracts". In: *ISBInsight* (2007).

[66] SIMC Organizing Committee. "Globalizing Indian Manufacturing Competing in Global Manufacturing and Service Networks". In: (2006). URL: http://w4.stern.nyu.edu/emplibrary/Globalizing_Indian_Manufacturing_Report.pdf.

## 💡 Courses Developed and Taught with Sample Teaching Ratings

| MBA | 20 credit hours. |
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> Decision Models and Optimization Core Course [Ratings: **6.87/7, 6.9/7, 6.71/7, 6.74/7**].
> Logistics and Supply Chain Management Elective Course [Ratings: **6.34/7, 6.52/7, 6.58/7**].
> Revenue Management and Network Analysis Elective Course.

| Ph.D. | 40 credit hours. |
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> Introduction to Optimization.

| Executive Education/Executive MBA/Weekend MBA | 20 credit hours. |
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> Operational Excellence.
> Operations Management.
> Logisitcs Supply Chain Management [Ratings: **6.89/7, 6.67/7, 6.55/7, 6.52/7, 6.63/7, 6.76/7, 4.9/5**].
> Decision Making Under Uncertainty [Ratings: **6.83/7, 6.49/7, 6.47/7, 6.59/7**]
> Operations Management for Entrepreneurs [Ratings: **4.9/5, 4.8/5**].
> Optimization for Business Analytics [Ratings: **4.9/5**].

# ✎ Editorial Positions

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| 2024 – Present | Associate Editor, **M&SOM**, Analytics in Operations. |
| 2021 – Present | Associate Editor, **Operations Research**, Transportation Section. |
| 2014 – Present | Senior Editor, **Production & Operations Management**, Supply Chain Management. |
| 2018 – Present | Senior Editor, **Production & Operations Management**, Non-Profit Operations Management. |
| 2019 – 2021 | Associate Editor, **M&SOM**, Special Issue on Smart City Operations. |
| 2017 – 2019 | Associate Editor, **M&SOM**, Special Issue on Responsible Operations and Supply Chain Management. |
| 2018 – 2021 | Guest Editor, **Naval Research Logistics (NRL)**, Special Issue on OR models for Developmental Studies. |
| 2004 – Present | Ad-hoc referee: Management Science, Operations Research, M&SOM, EJOR, POMS, Interfaces, Transportation Science, OR Letters. |

# ✎ Advisory Positions

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| 2022 – 2024 | Battery Research Team, Turno, https://www.turno.club/team. |
| 2021 – 2024 | Committee Member, Federation of Telangana Chamber of Commerce and Industry (FTCCI), Logistics Group, India. |
| 2021 – 2024 | Committee Member, Confederation of Indian Industries (CII), Elite Group of Supply Chain Professionals, India. |
| 2020 – 2023 | Research Advisory Committee Member, Center for Transportation and Logistics (CTL), Indian Institute of Management, Ahemdabad, India. |
| 2016 – 2021 | National Advisory Committee Member, S P Jain Institute of Management and Research, POMS India International Conference. |

# 🏆 Honors & Awards

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| 2023 | **Teacher of the Year Award (Core Courses)**, Hyderabad Campus, ISB, India. |
| 2022 | **PGPMAX (Exec-MBA) Teacher of the Year Award**, ISB, India. |
| 2022 | **Teacher of the Year Award (Core Courses)**, Hyderabad Campus, ISB, India. |
| 2021 | **Distinguished Alumnus Award**, College of Engineering, Pune, India. |
| 2019 | **Distinguished Alumnus Award**, Karnataka High School, Pune, India. |
| 2020 | **Professor of the Year Award (Core Courses)**, Hyderabad Campus, ISB, India. |
| 2019 | **Professor of the Year Award (Core Courses)**, Hyderabad Campus, ISB, India. |
| 2018 | Outstanding Service Award, Steering Committee Member, ISB-POMS International Workshop, ISB, India |
| 2014 – 2017 | Outstanding Service Award, ISB-POMS International Workshop, ISB, India |
| 2013 | **IBM Faculty Award**, Cash prize USD 10,000, http://www.research.ibm.com/university/innovation/index.shtml |
| 2003 | **Aviation Application Section Best Dissertation Award**, First Place, INFORMS. |
| 2003 | **George B. Dantzig Best Dissertation Award**, Honorable Mention, INFORMS. |
| 2002 | **Daniel H. Wagner Prize Finalist for Excellence in OR Practice**, INFORMS. |
| 2000 – 2002 | **The TLI – Delta Fellowship**, Georgia Tech and Delta Air Lines, Atlanta, GA. |
| 1992 | **The Competitive Academic Fellowship**, The University of Texas at Austin, Austin, TX. |
| 1987 | **All India Rank in top 1%**, The Indian Institutes of Technology – Joint Entrance Exam (IIT-JEE), India. |
| 1987 | **National Merit Scholarship**, The Government of India, India. |

# 💼 Professional Service

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| 2023 | Judge, **Aviation Application Section Best Dissertation Award**, INFORMS. |
| 2015 & 2016 | Judge, **M&SOM Student Paper Competition**, INFORMS. |
| 2014 | Chair, Dissertation Award Committee, **Aviation Applications Section**, INFORMS. |
| 2014 | Committee Member, Best Paper Competition, **Transportation Science and Logistics**, INFORMS. |
| 2013 | Committee Member, Best Presentation Award, **Aviation Applications Section**, INFORMS. |
| 2002 – 2004 | Secretary & Treasurer, **Aviation Applications Section**, INFORMS. |

# 💡 Research Grants & Awards

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| August, 2020 | Indian Railways, An Integrated Coal-Freight Optimization Model to Increase Network Throughput, ₹4,600,000. |
| August, 2020 | Indian Railways, The Center of Excellence for Analytics and AI at South Central Railways, ₹7,600,000. |
| August, 2015 | US-India 21st Century Knowledge Initiative Awards, US-India Educational Foundation, USD 190,000, http://www.usief.org.in/University_of_Illinois_at_Urbana_Champaign.html. |

## 🏛 Research Associates Supervised

| 2022 | Nareen Molugu, joined the Ph.D. program at Anderson, UCLA. |
| 2022 | Prathyusha Vedula, joined the M.S in Business Analytics program at McCombs, UT Austin. |
| 2020 | Himani Ananthula, joined the Ph.D. program at Kellogg, Northwestern University. |
| 2019 | Sandeep Chitla, joined the Ph.D. program at Stern, NYU. |
| 2018 | Arun Rout, joined the Ph.D. program at Jindal, UT Dallas. |
| 2018 | Asrar Ahmed, joined the Ph.D. program at London Business School (later moved back to ISB.) |
| 2017 | Neha Sharma, joined the Ph.D. program at Kellogg, Northwestern University. |
| 2017 | Chandrasekhar, Manchiraju, joined the Ph.D. program at Jindal, UT Dallas. |
| 2016 | Neha Jha, joined the Ph.D. program at Kenan-Flagler, UNC, Chapell Hill. |
| 2016 | Harita Tenneti, joined the MBA program at ISB, India. |
| 2015 | Manjari Singh, Entrepreneur and Co-owner, Shuttl Bus Service, Gurgaon, India. |
| 2013 | Priyank Arora, joined the Ph.D. program at Scheller, Georgia Institute of Technology. |
| 2011 | Bhuvanesh Pareek, joined the FPM program at IIM Bangalore. |

## 🏛 Doctoral Students Supervised and Committee Memberships

| 2024 | Himanshu Arha, ISB FPM program. |
| 2023 | Asrar Ahmed, ISB FPM program. |
| 2023 | Neha Sharma, Kellogg, Northwestern Ph.D. program (external member). |
| 2023 | Chandrasekhar Manchiraju, Jindal, UT Dallas, Ph.D. program (external member). |
| 2022 | Adithya Patil, ISB FPM program (dissertation chair). |
| 2018 | Priyank Arora, Scheller, Georgia Institute of Technology Ph.D. program (external member), first appointment at Isenberg School, University of Massachusetts. |

## ⚲ Invited Presentations

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| OM Seminar | A Structural Analysis of Freight Delays in the Indian Railway Network. |

> ❯ Fox School, Temple University, March, 2025.
> ❯ Bauer School, University of Houston, April, 2025.
> ❯ SUNY Buffalo, March, 2025.

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| OM Seminar | List now or later? An equilibrium analysis of advance booking platforms. |

> ❯ UIUC, February, 2023.
> ❯ UIC, February, 2023.
> ❯ SUNY Buffalo, March, 2023.

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| OM Webinar | It's Not Simply Luck: The Impact of Network Strategy, Schedule Padding, and Operational Improvements on Domestic On-Time Performance in the US Airline Industry. Center of Transportation and Logistics, Indian Institute of Management, Ahemdabad, December, 2022. |
| Keynote Address | Non-Profit Operations. Sixth Biennial Supply Chain Management Conference, Indian Institute of Management, Bangalore, December, 2018. |
| OM Seminar | Optimal Decentralization of Early Infant Diagnosis in Resource-Limited Settings. |

> ❯ UIUC, November, 2014.
> ❯ Scheller, Georgia Tech, May, 2013.
> ❯ Johnson, Cornell, April, 2013.
> ❯ NUS, November, 2013.
> ❯ MIT Workshop on Building Networked Collaboration, October, 2012.
> ❯ University of Utah, October, 2012.
> ❯ Kenan-Flagler, UNC, October, 2012.

| | |
|---|---|
| OM Seminar | Competition, Capacity, and the Evergreening Decision. |

> ❯ Kellogg, Northwestern University, November, 2010.
> ❯ UBC, November, 2010.

| | |
|---|---|
| OM Seminar | Threshold Incentives and the Hockey-Stick Phenomenon. |

> ❯ Stern School, NYU, April, 2007.

| | |
|---|---|
| OM Seminar | Threshold Incentives and Sales Variance. |

> ❯ Krannert School, Purdue, April, 2006.
> ❯ GM -– ISL Workshop on Frontiers of E-Business, Bangalore, India, December 2005.

| | |
|---|---|
| OM Seminar | Airline Network Optimization. |

> ❯ ORCAID-ORSI Bangalore chapter, Bangalore, India, December, 2005.

| | |
|---|---|
| OM Seminar | Revenue Management. |

> ❯ ISI Hyderabad, India, January, 2005.

| | |
|---|---|
| OM Seminar | Integer Programming and Multi-Commodity Network Flow: Applications. |

> ❯ ISI Hyderabad, India, January, 2005.

## 👥 TRACK/SESSION CHAIRS AT CONFERENCES

**Track Chair**    Tracks.
- Applications of OR, **The 22$^{nd}$ conference of the IFORS**, Seoul, South Korea, 2021.
- Healthcare Operations Management, POMS, Houston, 2018.
- Global Operations, POMS, Seattle, 2017.
- Operations Management in Emerging Economies, POMS, Vancouver, 2010.

**Session Chair**    Sessions.
- Improving Operational Outcomes in Public Sector and Non-Profit Organizations, POMS, Washington DC, 2019.
- Empirical Research in Air Transportation, INFORMS, Houston, 2017.
- Nonprofit Operations, INFORMS, Houston, 2017.
- Nonprofit and Humanitarian Operations, POMS, 2015.
- Robust Airline Scheduling and Revenue Management, INFORMS, Phoenix, 2012.
- Robust Airline Scheduling, INFORMS, Austin, 2010.
- Airline Codesharing and Revenue Management, INFORMS, Austin, 2010.
- Alliances, Revenue Management, and Robust Scheduling, INFORMS, San Diego, 2009.
- Information Flow, Incentives, and Supply Chain Contracts, INFORMS, Seattle, 2007.
- Global Healthcare – Quality Initiative, Apollo Institute of Hospital Administration, Hyderabad, India, 2005.
- Operations Research at Delta Air Lines, INFORMS, Atlanta, 2003.
- Airline Marketing and Scheduling, INFORMS, San Antonio, 2000.

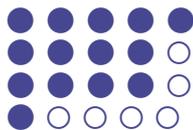## 👥 CONFERENCES ORGANIZED

**2013 – 2015**    ISB-POMS Workshop, ISB, Hyderabad, India.

**2005 – 2006**    Summit on Indian Manufacturing Competitiveness (SIMC), ISB, Hyderabad, India. (In collaboration with members from Deloitte, Stern, NYU, and Krannert, Purdue).

## 🅰 LANGUAGES

English ●●●●●
Marathi ●●●●○
Hindi ●●●●○
French ●○○○○

## ➕ OTHER INTERESTS

- Field Hockey
- Badminton
- Cricket
- Yoga
- Music