

Arian Aflaki

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ACADEMIC POSITION **University of Pittsburgh, Pittsburgh, PA**
School of Business

- Associate Professor, Business Analytics and Operations, Sep 2024 – Present
- PhD Program Coordinator, Business Analytics and Operations, Sep 2024 – Present
- Assistant Professor, Business Analytics and Operations, Jul 2017 – Sep 2024

Pitt Business Center for Supply Chain Management

- Faculty Board Member, Sep 2023 – Present

EDUCATION **Duke University, Durham, NC**
The Fuqua School of Business

- Ph.D. in Operations Management, 2017
 - ◊ *Dissertation:* Implications of Consumer Behavior in Retail Operations

Sharif University of Technology, Tehran
Department of Mathematical Sciences

- M.Sc. in Applied Mathematics, 2013
 - ◊ *Thesis:* Harmonious Coloring of Graphs
- B.Sc. in Industrial Mathematics, 2011

PROFESSIONAL EXPERIENCE **Oracle, Retail Business Unit, Burlington, MA**

- Research Consultant, Jul 2024 – Dec 2024
- Research Specialist Intern, Summer 2014

RESEARCH INTERESTS Revenue management and pricing, Retail analytics, Nonprofit operations, Supply chain management, operations-marketing interface

- JOURNAL PUBLICATIONS**
1. Aflaki A, Zhang Q. Is Your Price Personalized? Alleviating Customer Concerns with Inventory Availability Information. *Operations Research*, Vol. 74, No. 1, January-February 2026
 2. Kotsi TO, Aflaki A, Aydin G, Pedraza-Martinez AJ. Allocation of Nonprofit Funds among Program, Fundraising, and Administration. *Manufacturing & Service Operations Management*, Vol. 25, No. 5, September-October 2023
 3. Aflaki A, Pedraza-Martinez AJ. Competition and Collaboration on Fundraising for Short-Term Disaster Response: The Impact on Earmarking and Performance. *Manufacturing & Service Operations Management*, Vol. 25, No. 4, July-August 2023
 - Finalist, INFORMS PSOR Best Paper Award, 2022
 - Finalist, POMS HOCM Best Paper Award, 2022
 4. Aflaki A, Swinney R. Inventory Integration with Rational Consumers. *Operations Research*, Vol. 69, No. 4, July-August 2021
 5. Aflaki A, Swinney R, Feldman P. Becoming Strategic: Endogenous Consumer Time Preferences and Multiperiod Pricing. *Operations Research*, Vol. 68, No. 4, July-August 2020
 6. Aflaki A, Pedraza-Martinez AJ. Humanitarian Funding in a Multi-Donor Market with Donation Uncertainty. *Production and Operations Management*, Vol. 25, No. 7, July 2016
 7. Aflaki A, Akbari S, Eskandani DS, Jamaali M, Ravanbod H. On the Harmonious Colouring of Trees II. *Ars Combinatoria*, Vol. 128, July 2016
 8. Aflaki A, Akbari S, Edwards KJ, Eskandani DS, Jamaali M. On Harmonious Colouring of Trees I. *The Electronic Journal of Combinatorics*, Vol. 19, No. 1, 2012
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- WORKING PAPERS**
1. Are All Cause Contributions Created Equal? Operational and Competitive Implications of Transactional and Non-Transactional Cause Marketing, with Gal-Or E, Gordon M, Shang J., and Xing E. (*Major Revision at Production and Operations Management*)
 2. Rating Systems under Customer Disconfirmation Bias: Asymptotic Behavior and Granularity, with Zhang Q. (*under revision*)
 3. An Attribute-Based Multi-Item Demand Model with Constrained Machine Learning: Theory and Estimation, with Eskandani D., and Wu S.
 4. Selling Roses on Online Dating Platforms, with M. Hamilton, Tari K., Xing E.
 5. Signaling Quality with Delayed Incentives, with Kadiyala B. and Shin D.
 6. Optimal Fashionability for Seasonal Products, with R. Swinney
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- CASE STUDIES**
- Crane Case Competition, 2017, 2018, 2019, 2021, 2022, 2023
- Co-authored with P. Mirchandani and Operations Club board members at Katz School of Business

TEACHING **University of Pittsburgh**

- Operations Management Foundations and Emerging Topics (PhD, Fall 2025)
- Managing Global Supply Chains (undergraduate, 2017-2025)

Duke University, 2013-2017

- Teaching Assistant, Operations and Supply Chain Management Courses (MBA, CCMBA, EMBA, MMS)

HONORS & AWARDS

Production & Operations Management Best Reviewer Award, 2025

Management Science Meritorious Service Award, 2024

Katz Excellence in Teaching Award, 2023-2024, 2022-2023, 2021-2022, 2018-2019

M&SOM Meritorious Service Award, 2023, 2022, 2021, 2020

Katz Excellence in Research Award, 2022-2023

Finalist, INFORMS Public Sector Operations Research (PSOR) Best Paper Award, 2022

Honorable Mention, POMS Humanitarian Operations and Crisis Management (HOCM) Best Paper Award, 2022

Outstanding Service as a Session Chair, POMS, 2021

Outstanding Reviewer Award, European Journal of Operational Research, 2018

The Fuqua School of Business Doctoral Fellowship, 2012-2017

SELECTED INDUSTRY PROJECTS

Demand Transference Machine Learning Model

Multi-Item Dynamic Price Promotion and Clearance Optimization

Wedge Assortment Planner

MEDIA COVERAGE

Nonprofits can become more resilient by spending more on fundraising and admin—new research, *The Conversation*, October 2023

Personalizing the Prices While Keeping Customers Happy, *The FinReg Blog*, Sponsored by the Duke Financial Economics Center, January 2023

To Buy or Not to Buy, *Questrom School of Business*, December 2019

PROFESSIONAL ACTIVITIES & SERVICE **Board Member**

VP of Awards, POMS College of Humanitarian Operations and Crisis Management (HOCM), 2023–2025

- HOCM Best Paper Competition Organizer, 2024, 2025

Pitt Business Service

Doctoral and Research Committee Member, 2024 – Present

Area PhD Program Coordinator, 2024 – Present

IT Task Force Member, 2018 – 2023

Case write-up supervisor and competition organizer, 2017, 2018, 2019, 2021, 2022, 2023 Sponsored by Crane Co. and Katz Center for Supply Chain Management

Intellectual Environment Task Force Member, 2019

Pitt Business Strategic Plan Development Team Member, 2019

Intelligent Technology Enabled Management (iTEM) Vector Member, 2018

Competition Referee

MSOM Student Paper Competition, 2020, 2021, 2022, 2023, 2025

INFORMS PSOR Best Paper Award, 2023

Race to the Case Competition, 2018, 2019, 2021, 2022, 2023, 2025 Sponsored by Traffic Club of Pittsburgh and Pitt Business Center for Supply Chain Management

POMS HOCM Best Paper Award Competition, 2020

YinzOR Poster Competition, Tepper School of Carnegie Mellon University, 2019

Session Chair

POMS Annual Meeting, Minneapolis, 2024

POMS Annual Meeting, Virtual, 2022

INFORMS Annual Meeting, Anaheim, 2021

POMS Annual Meeting, Virtual, 2021

INFORMS Annual Meeting, Virtual, 2020

INFORMS Annual Meeting, Seattle, 2019

POMS Annual Conference, Washington, DC, 2019

POMS Annual Conference, Seattle, 2017

Ad-Hoc Reviewer

Management Science; Manufacturing & Service Operations Management; Production and Operations Management; Journal of Marketing Research; European Journal of Operational Research; Naval Research Logistics; Omega: The International Journal of Management Science; Review of Industrial Organization; 4OR - A Quarterly Journal of Operations Research

Memberships

Institute for Operations Research and the Management Sciences (INFORMS)

Manufacturing and Service Operations Management Society (MSOM)

Production and Operations Management Society (POMS)

INVITED CONFER- ENCE TALKS

A Proper Multi-item Demand Transference Model: Properties and Empirical Implementation

- INFORMS Annual Meeting, Seattle, 2024

Is Your Price Personalized? Alleviating Customer Concerns with Inventory Availability Information

- INFORMS Revenue Management and Pricing Section Conference, Imperial College Business School, London, 2023
- INFORMS Manufacturing and Service Operations Management Conference, McGill University, Montreal, Canada, 2023

Competing with Cause Marketing: Transactional vs. Non-Transactional Campaigns

- POMS Annual Conference, Minneapolis, 2024
- POMS International Conference, Paris, France, 2023
- POMS Annual Conference, Orlando, 2023

Allocation of Nonprofit Funds among Program, Fundraising, and Administration

- POMS Annual Conference, Orlando, 2023
- INFORMS Annual Meeting, Anaheim, 2021

Competition and Collaboration on Fundraising for Short-Term Disaster Response: The Impact on Earmarking and Performance

- INFORMS Annual Meeting, Indianapolis, 2022

Donations for Disaster Response: Competition on Earmarking and Fundraising Effort vs. Joint Fundraising

- POMS Annual Meeting, Virtual, 2022
- INFORMS MSOM Conference, Virtual, 2021
- POMS Annual Meeting, Virtual, 2021
- INFORMS Annual Meeting, Virtual, 2020
- INFORMS Annual Meeting, Phoenix, 2018
- POMS Annual Conference, Houston, 2018
- INFORMS Annual Meeting, Philadelphia, 2015
- INFORMS Annual Meeting, San Francisco, 2014

Optimal Fashionability for Seasonal Products

- POMS Annual Conference, Washington, DC, 2019

Inventory Integration with Rational Consumers

- POMS Annual Conference, Washington, DC, 2019
- POMS Annual Conference, Seattle, 2017
- INFORMS Annual Meeting, Nashville, 2016

Becoming Strategic: Endogenous Consumer Time Preferences and Multiperiod Pricing

- INFORMS Annual Meeting, Houston, 2017
- INFORMS Annual Meeting, Nashville, 2016
- POMS Annual Conference, Orlando, 2016
- INFORMS Annual Meeting, Philadelphia, 2015

Humanitarian Funding in a Multi-Donor Market with Donation Uncertainty

- POMS Annual Conference, Washington, DC, 2015

- INFORMS Annual Meeting, Phoenix, 2012
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PERSONAL

Languages: English, Persian

Sports: MTB, soccer, basketball, skiing, volleyball