

Arian Aflaki

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Academic Position **University of Pittsburgh, Pittsburgh, PA**
Joseph M. Katz Graduate School of Business
& College of Business Administration

- Assistant Professor, Business Analytics and Operations, 2017-Present
- Faculty Board Member, Center for Supply Chain Management, 2023

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

Sharif University of Technology, Tehran
Department of Mathematical Sciences

- B.Sc. in Industrial Mathematics, 2011

Research Interests Customer behavior in operations, revenue management and pricing, nonprofit operations, social responsibility, supply chain management, operations-marketing interface

Journal Publications

1. Allocation of Nonprofit Funds among Program, Fundraising, and Administration, with T. Kotsi, G. Aydin, and A.J. Pedraza-Martinez. *Manufacturing & Service Operations Management*, Vol. 25, No. 5, September-October 2023
2. Competition and Collaboration on Fundraising for Short-Term Disaster Response: The Impact on Earmarking and Performance, with A.J. Pedraza-Martinez. *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
3. Inventory Integration with Rational Consumers, with R. Swinney. *Operations Research*, Vol. 69, No. 4, July-August 2021

4. Becoming Strategic: Endogenous Consumer Time Preferences and Multiperiod Pricing, with P. Feldman and R. Swinney. *Operations Research*, Vol. 68, No. 4, July-August 2020
 5. Humanitarian Funding in a Multi-Donor Market with Donation Uncertainty, with A.J. Pedraza-Martinez. *Production and Operations Management*, Vol. 25, No. 7, July 2016
 6. On the Harmonious Colouring of Trees II, with S. Akbari, D.S. Eskandani, M. Jamaali, and H. Ravanbod. *Ars Combinatoria*, Vol. 128, July 2016
 7. On Harmonious Colouring of Trees I, with S. Akbari, K.J. Edwards, D.S. Eskandani, M. Jamaali, and H. Ravanbod. *The Electronic Journal of Combinatorics*, Vol. 19, No. 1, 2012
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Working Papers

8. Is Your Price Personalized? Alleviating Customer Concerns with Inventory Availability Information, with Q. Zhang (*major revision at Operations Research*)
 9. Competing with Cause Marketing: Transactional vs. Non-Transactional Campaigns, with E. Gal-Or, M. Gordon, and J. Shang (*under review at Manufacturing & Service Operations Management*)
 11. Rating Platform Design with Reference Effects, with Q. Zhang
 10. Signaling Quality with Delayed Incentives, with B. Kadiyala and D. Shin
 12. Theoretical and Empirical Investigation of a Simple and Flexible Multi-Item Demand Model and Applications to Pricing Problems, with D. Eskandani and Su-Ming Wu
 13. 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
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Teaching

- University of Pittsburgh**, 2017-2023
- Managing Global Supply Chains (undergraduate)
- Duke University**, 2013-2017
- Teaching Assistant, Operations and Supply Chain Management Courses (MBA, CCMBA, EMBA, MMS)
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Honors & Awards

- Katz Excellence in Research Award, 2022-2023
- Katz Excellence in Teaching 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

M&SOM Meritorious Service Award, 2022

Katz Excellence in Teaching Award, 2021-2022

M&SOM Meritorious Service Award, 2021

Racial Equity Consciousness Certificate, University of Pittsburgh, 2021

Outstanding Service as a Session Chair, POMS, 2021

M&SOM Meritorious Service Award, 2020

Katz Excellence in Teaching Award, 2018-2019

Outstanding Reviewer Award, European Journal of Operational Research, 2018

The Fuqua School of Business Doctoral Fellowship, 2012-2017

**Media
References**

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
Experience**

Oracle, Retail Business Unit, Burlington, MA

- Research Specialist Intern, Summer 2014

Selected Projects

- ◇ Multi-Item Dynamic Price Promotion and Clearance Optimization
 - ◇ Wedge Assortment Planner
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**Professional
Activities
& Service**

Board Member

- VP of Awards, POMS College of Humanitarian Operations and Crisis Management, 2023-2025

Competition Referee

- INFORMS PSOR Best Paper Award, 2023
- MSOM Student Paper Competition, 2020, 2021, 2022, 2023
- Race to the Case Competition, 2018, 2019, 2021, 2022, 2023
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

Pitt Business Service

- Committee member, IT Task Force, 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
- Committee member, Intellectual Environment Task Force, 2019
- Committee member, Pitt Business Strategic Plan Development Team, 2019
- Committee member, Intelligent Technology Enabled Management (iTEM) Vector, 2018

Session Chair

- 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 D.C., 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 Conference Talks

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 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 D.C., 2019

Inventory Integration with Rational Consumers

- POMS Annual Conference, Washington D.C., 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 D.C., 2015
- INFORMS Annual Meeting, Phoenix, 2012

Personal

Languages: English, Persian

Sports: MTB, soccer, basketball, skiing, volleyball