

Evgeny Kagan

✉ ekagan@jhu.edu

POSITION **Johns Hopkins Carey Business School** 2018-
Assistant Professor of Operations Management and Business Analytics

RESEARCH INTERESTS Human decision-making in Operations Management, Entrepreneurship, Innovation & product development, Behavioral and experimental methods.

EDUCATION **University of Michigan**, Ann Arbor, MI 2018
PhD in Operations Management, Ross School of Business
Co-advisors: Stephen Leider and William Lovejoy

Erasmus University, Rotterdam, The Netherlands 2012
M.Sc. in Logistics and Information Systems

Mannheim University, Mannheim, Germany 2010
B.Sc. in Business Administration

RESEARCH Publications

1. “Ideation–Execution Transition in Product Development: Experimental Analysis” with S. Leider & W. Lovejoy. *Management Science*, 64 (5), 2018; pp 1975-2471 [Link](#)

- *Finalist, INFORMS Behavioral Operations working paper competition 2016*
- *Finalist, Best paper competition in Innovation Management 2017, EBS Wiesbaden (Awarded for high practical relevance)*

2. “Equity Contracting and Incentive Design in Startup Teams” with S. Leider & W. Lovejoy. *Management Science*, forthcoming. [Link](#)

- *Finalist, POMS College of Product Innovation and Technology Management (PITM) best student paper competition 2017*

Under review

3. “The gatekeeper’s Dilemma: Transfer decisions in services” with Brett Hathaway and Maqbool Dada, Major revision requested at *Operations Research*

Work in progress

4. “Dynamic Decision Making in Operations Management and Marketing” with Stephen Leider and Ozge Sahin, manuscript in preparation.

5. “Entrepreneurial Market Research: When Hypotheses Outnumber Samples” with S. Leider, & W. Lovejoy, manuscript in preparation.

6. “Entrepreneurial Bargaining” with Kyle Hyndman and Anyan Qi, manuscript in preparation.

7. “Managing agile development” with Sebastian Schiffels and Tobias Lieberum, manuscript in preparation.

8. “Stress and Dynamic Pricing” with Yannis Stamatopolous and Michelle Shell

9. “De-biasing startup evaluation: a field experiment” with Ruslan Momot

Non-refereed publications

“Mentoring in Startup Ecosystems” with David Brophy, Melanie Milovac Jeffrey Sanchez-Burks and Tom Jensen

- *Supported by a Kauffman Foundation grant*

TALKS

2020 (scheduled)

INSEAD, INFORMS 2020 (virtual)

2019

Krannert (Purdue), Jindal School of Management (UTD), Questrom (Boston University), McCombs (UT Austin, invited PhD seminar), POMS (Washington DC), MSOM (Singapore), BOM (Eindhoven), INFORMS (Seattle, WA)

2018

Wharton Management/Entrepreneurship (University of Pennsylvania), Carey (Johns Hopkins), Kelley (Indiana), Cox (Southern Methodist University), HEC Paris, ESMT Berlin, Beedie (Simon Fraser University), Behavioral Operations Conference Young Scholar’s workshop (UTD), INFORMS (Phoenix)

2017

Lee Kong Chian School of Business (Singapore Management University), HKUST, D’Amore-McKim (Northeastern), Rotterdam School of Management (Erasmus University), Frankfurt School of Finance and Management, UCL School of Management, WINDS symposium (Wharton), INFORMS (Houston), MSOM (UNC)

TEACHING

Business Analytics (Johns Hopkins, MSc and MBA)
Operations Management (Ross)

Fall 2018, 2019
Winter 2015

**WORK
EXPERIENCE**

DHL Inhouse Consulting Bonn, Germany

Summer 2010

Summer associate, developed performance measurement tools for sales teams

Center for European Economic Research (ZEW), Germany

2009 - 2010

RA; conducted a large scale innovation survey of German technology firms

BASF SE, Ludwigshafen, Germany

Summer 2008

Summer associate; developed a predictive model for campus recruiting

Suedzucker AG, Mannheim, Germany

Winter 2008

Intern; developed LP-based optimization tools for plant-customer delivery streams

SERVICE

Cluster Chair

INFORMS Behavioral Operations track, National Harbor, MD

Nov 2020

Session Chair

INFORMS Annual Meeting, Seattle, WA	Oct 2019
POMS Annual Meeting, Washington, DC	May 2019
INFORMS Annual Meeting, Phoenix, AZ	Nov 2018
INFORMS Annual Meeting, Houston, TX	Oct 2017
INFORMS Annual Meeting, Nashville, TN	Nov 2016

Committee Chair: INFORMS TIMES best paper award 2020

Reviewer

Management Science, Management of Service and Operations Management, Experimental Economics, Production and Operations Management

Course Lead

Business Analytics 2018 -

**GRANTS &
AWARDS****Supplemental Research Support Awards (Carey Business School)**

Joint with Maqbool Dada and Brett Hathaway. 2019 - 2020
 Joint with Stephen Leider and Ozge Sahin. 2018 - 2019

INFORMS TIMES Dissertation award (finalist) 2019

Awarded to outstanding doctoral dissertations in the area of innovation.

Rustgi Family Fund Award in Entrepreneurship (Carey Business School)

Joint with Stephen Leider and Bill Lovejoy. 2018 - 2019

Rackham Pre-doctoral Fellowship (University of Michigan) 2017 - 2018

Highest award for doctoral research at the University of Michigan.

Heinrich-Boell-Foundation Scholarship, Germany. 2007 - 2012

Academic excellence scholarship

Fulbright Scholarship, California State University East Bay, USA Summer 2007

**COMPUTER &
NATURAL
LANGUAGES**

STATA, MATLAB, R, SQL, Python, LaTeX,
 English (fluent), German (fluent), Russian (fluent), French (conversational)