

Evgeny Kagan

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

RESEARCH INTERESTS Human decision-making, Experiment design, Behavioral and experimental methods, Incentive design, Biases and heuristics.

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 Stephen Leider & William 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 Stephen Leider & William Lovejoy. *Management Science*, 66(10): 4879-4898. [Link](#)

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

3. “The Gatekeeper’s Dilemma: When Should I Transfer This Customer?” with Brett Hathaway and Maqbool Dada, **Forthcoming at *Operations Research***. [Link](#)

- *Winner, INFORMS Behavioral Operations working paper competition 2020 (~50 submissions)*

Under Review

4. “Entrepreneur-Investor Bargaining: Theory and Experiments” with Kyle Hyndman and Anyan Qi, **Under revision**. [Link](#)

5. “Dynamic Decision-making in Operations Management” with Stephen Leider and Ozge Sahin, **Under review**.

Manuscripts in preparation

6. “Entrepreneurial Market Research: When Hypotheses Outnumber Samples” with Stephen Leider, & William Lovejoy.

WORK EXPERIENCE	<p>DHL Inhouse Consulting Bonn, Germany Summer 2010 Summer associate, developed performance measurement tools for sales teams</p> <p>Center for European Economic Research (ZEW), Germany 2009 - 2010 RA; conducted a large scale innovation survey of German technology firms</p> <p>BASF SE, Ludwigshafen, Germany Summer 2008 Summer associate; developed a predictive model for campus recruiting</p> <p>Suedzucker AG, Mannheim, Germany Winter 2008 Intern; developed LP-based optimization tools for plant-customer delivery streams</p>
SERVICE	<p>Cluster Chair INFORMS Behavioral Operations track, virtual Nov 2020</p> <p>Session Chair INFORMS Annual Meeting, Anaheim, CA Oct 2021 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</p> <p>Committee Chair: INFORMS TIMES best paper award 2020, 2021</p> <p>Reviewer Management Science, Management of Service and Operations Management, Experimental Economics, Production and Operations Management</p> <p>Course Lead Business Analytics (Carey Business School) 2018 -</p>
GRANTS & AWARDS	<p>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</p> <p>INFORMS TIMES Dissertation award (finalist) 2019 Awarded to outstanding doctoral dissertations in the area of innovation.</p> <p>Rustgi Family Fund Award in Entrepreneurship (Carey Business School) Joint with Stephen Leider and Bill Lovejoy. 2018 - 2019</p> <p>Rackham Pre-doctoral Fellowship (University of Michigan) 2017 - 2018 Highest award for doctoral research at the University of Michigan.</p> <p>Heinrich-Boell-Foundation Scholarship, Germany. 2007 - 2012 Academic excellence scholarship</p> <p>Fulbright Scholarship, California State University East Bay, USA Summer 2007</p>
COMPUTER & NATURAL LANGUAGES	<p>STATA, MATLAB, R, SQL, Python, LaTeX, English (fluent), German (fluent), Russian (fluent), French (conversational)</p>