

# Saša (Sasha) Zorc

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## EMPLOYMENT

Assistant Professor of Business Administration 2018-  
University of Virginia, Darden School of Business  
(Quantitative Analysis area)

## EDUCATION

PhD in Management – INSEAD 2018  
MSc in Management – INSEAD 2015  
MBA – Cotrugli Business School Zagreb 2010  
MSc, BSc in Mathematics – University of Zagreb 2008

## RESEARCH INTERESTS

I study incentives in multi-agent systems such as healthcare and matching markets (both centralized and decentralized). Methodologically, my research relies on stochastic dynamic games, search theory, dynamic mechanism design, contract theory, and data driven simulations.

## PUBLISHED WORK

Zorc, S., Tsetlin I., Deadlines, Offer Timing, and the Search for Alternatives (2020)– *Operations Research*, 68(3), 927-948. [\[SSRN\]](#)

- INFORMS Decision Analysis Society Best Student Paper Award, 2016, Runner up
- Decision Analysis Best Publication Award, 2022, Runner up
- Media coverage: INSEAD Knowledge [\[link\]](#), Ideas to Action [\[link\]](#)

Grauer, R., Ranti, D., Greene, K., Gorin, M. A., Menon, M., Zorc, S., Characterization of Applicant Preference Signals, Invitations for Interviews, and Inclusion on Match Lists for Residency Positions in Urology (2023)– *JAMA Network Open*, 6(1), e2250974-e2250974.

## PAPERS UNDER REVIEW

Zorc, S., Tsetlin I., Hasija S., Chick S. E., The When and How of Delegated Search (minor revision in *Operations Research*) [\[SSRN\]](#)

Zorc, S., Chick S. E., Hasija S., Outcomes-based Reimbursement Policies for Chronic Care Pathways (major revision in *Management Science*) [\[SSRN\]](#)

- The Pierskalla Award (by INFORMS Health Applications Society), 2017, finalist
- IBM Service Science Best Student Paper Award, 2017, finalist
- INSEAD 180 PhD Thesis Competition, 2017, winner

Baucells, M., Zorc, S., Search in the Dark: the Normal Case (submitted) [\[SSRN\]](#)

## WORK IN PROGRESS

Designing Payment Models for the Poor (with B. Uppari)

From Black to Grey: Improving Access to Antimalarial Drugs in the Presence of Counterfeits (with J. Ding and M. Freeman)

Revealed Preferences and the Choice of Residency (with R. Grauer, D. Ranti, and K. Greene)

Empirical Stopping Rules for Search (with M. Baucells and J. Mamer)

Dynamic Principal-Agent Framework for Stochastic Games

## TEACHING EXPERIENCE

Decision Analysis (DA) – University of Virginia 2018-  
DA is a core MBA course covering probability, statistics, decision theory and econometrics.  
I am the primary instructor for this course, teaching 2 sections of 65-75 students each.

Darden Before Darden – University of Virginia 2019-  
DBD is a 7-day pre-matriculation program for incoming MBA students.  
I teach 5 sessions that are focused on developing skills in quantitative skills.

Uncertainty, Data, and Judgment (UDJ) – INSEAD 2014-2017  
UDJ is a core MBA course covering probability, statistics, decision theory and econometrics.  
I taught 7 tutorials for each of four different MBA cohorts (15D, 16J, 17J, 18J).  
Winner - The Dean's Commendation for Excellence in MBA Teaching.

Creating Value in Health (CVH) – INSEAD 2016  
CVH is an elective MBA course on healthcare economics and operations.  
I co-taught (with Stephen Chick) the course part which focuses on Healthcare incentives.

Prices and Markets (P&M) – INSEAD 2014  
P&M is an MBA core course on microeconomics. I taught 7 tutorials for the 15J cohort.  
Winner - The Dean's Commendation for Excellence in MBA Teaching.

## PROFESSIONAL EXPERIENCE

A.T. Kearney - Consultant 2009-2013  
Project experience includes:

- Product development strategy for a global technology market leader
- National economic strategy for an East European government
- Incentive design for sales force and innovation in a regional FMCG firm
- Restructuring and post-merger integration in several European banks

## SELECTED HONORS

Elected to the Council of the Decision Analysis Society, INFORMS 2022  
Runner-up, Decision Analysis Publication Award, INFORMS DAS Society 2022  
Meritorious Service Award – *Management Science* 2020, 2021  
Distinguished Service Award – *Management Science* 2019  
Finalist – The Pierskalla Award by INFORMS Health Applications Society 2017

Finalist – IBM Service Science Best Student Paper Award	2017
Winner – INSEAD 180 PhD Thesis Competition	2017
Runner-up – INFORMS Decision Analysis Society Best Student Paper Award	2016
Winner – Dean’s Commendation for Excellence in MBA Teaching, INSEAD	2015
Passed Comprehensive Exam with Distinction	2015
INSEAD Doctoral Fellowship	2013-2018
Republic of Croatia Scholarship for Excellence	1999-2001

## **INVITED TALKS**

University of Virginia, Darden School of Business (2017), Duke, Fuqua School of Business (2019), National University of Singapore (2019), University of Indiana, Kelley School of Business (2020), University of Chicago, Booth School of Business (2020)

## **PROFESSIONAL SERVICE**

Ad-hoc reviewer for Management Science (MS), Operations Research (OR), Manufacturing and Service Operations Management (MSOM), Production and Operations Management (POM), Decision Analysis (DA), Naval Research Logistics (NRL), European Journal of Operations research (EJOR), Information Systems Research (ISR), Service Science (SS), Journal of Mathematical Psychology (JMP), IISE Transactions, and Theory and Decision.

Program Committee for Algorithmic Decision Theory conference (Duke Fuqua)	2019
Organizing Committee for Advances in Decision Analysis conference (UVA)	2022
Co-chair, the PhD Incubator at the Advances in Decision Analysis conference	2022
Judge, INFORMS Decision Analysis Society’s Best Student Paper competition	2018-present
Co-chair, INFORMS Decision Analysis Society’s Best Student Paper competition	2021-present
Judge, POMS College of Healthcare Operations Management, Best Paper competition	2020-present
Council Member, Decision Analysis Society, INFORMS	2022-present