Saša (Sasha) Zorc

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CURRENT POSITION

Assistant Professor of Business Administration   2018-
University of Virginia, Darden School of Bussines
(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 decentralized matching markets. Methodologically, my research relies on stochastic dynamic games, search theory, mechanism design, contract theory as well as data driven simulations of those systems.

WORKING PAPERS

Zorc, S., I. Tsetlin, Be Patient Yet Firm: Deadlines, Offer Timing, and the Search for Alternatives (Minor revision under review in *Operations Research*) [SSRN]
- Runner up, 2016 INFORMS Decision Analysis Society Best Student Paper Award
- Media coverage: INSEAD Knowledge [link]
- Selected talks: INFORMS 2014, MSOM 2016

Zorc, S., S. E. Chick, S. Hasija, Outcomes-based Reimbursement Policies for Chronic Care Pathways (In preparation for resubmission to *Management Science*) [SSRN]
- Finalist – The Pierskalla Award 2017 (by INFORMS Health Applications Society)
- Finalist – IBM Service Science Best Student Paper Award 2017
- Winner – INSEAD 180 PhD Thesis Competition 2017
- Selected talks: MSOM 2016, 2017, INFORMS 2017,2018 INFORMS Healthcare 2017

RESEARCH IN PROGRESS

Zorc, S., I. Tsetlin, S. Hasija, The When and How of Delegated Search
- Main results complete, planning to submit to this year
- Selected talks: INFORMS 2017, 2018, ADA 2017, INSEAD-Wharton Consortium 2017

Baucells, M., J. Mamer, and S. Zorc, Empirical Stopping Rules for Search
- Main results complete, planning to submit to this year

Zorc, S., S. E. Chick, S. Hasija, From Gray to Black: Markets for Counterfeit Pharmaceutical Products
- Early stage research project

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 students each.

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 lecture which focuses on Healthcare incentives.
                                                                                         2014
Prices and Markets (P&M) – INSEAD
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
Diverse project experience including:
- Product development strategy for a global technology market leader
- National economic strategy for a 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

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-present
Republic of Croatia Scholarship for Excellence	1999-2001
Croatian National Mathematics and Physics Olympiads	1997-1999

PROFESSIONAL SERVICE

Ad-hoc reviewer for Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Naval Research Logistics, Information Systems Research, and Theory and Decision.

Judge for the INFORMS Decision Analysis Society's Best Student Paper Award.