Saša (Sasha) Zorc

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CURRENT POSITION

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 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.

PUBLISHED WORK

Zorc, S., I. Tsetlin, Deadlines, Offer Timing, and the Search for Alternatives – *Operations Research* [SSRN]
- Runner up, 2016 INFORMS Decision Analysis Society Best Student Paper Award
- Media coverage: INSEAD Knowledge [link], Ideas to Action [link]

PAPERS UNDER REVIEW

Zorc, S., I. Tsetlin, S. Hasija, The When and How of Delegated Search (under review after a major revision in *Operations Research*) [SSRN]

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

WORK IN PROGRESS

Baucells, M., S. Zorc, Search in the Dark

Uppari, B. S., S. Zorc. Designing Rent-to-Own Payment Models for the Poor

Zorc, S., From Gray to Black: Markets for Counterfeit Pharmaceutical Products

Baucells, M., J. Mamer, S. Zorc, Empirical Stopping Rules for Search

Zorc, S., 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
which 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.

                                                                               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 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

Meritorious Service Award – *Management Science*	2020
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

PROFESSIONAL SERVICE

Ad-hoc reviewer for Management Science, Operations Research, Manufacturing and Service Operations Management, Production and Operations Management, Naval Research Logistics, Information Systems Research, Service Science, Journal of Mathematical Psychology, IISE, and Theory and Decision.

Program Committee for Algorithmic Decision Theory conference at Duke Fuqua   2019
Judge for INFORMS Decision Analysis Society's Best Student Paper competition   2018-present