

**Miguel Sousa Lobo**  
Curriculum Vitae, August 2020

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## Education

1995-2000 PhD, Stanford University, Information Systems Laboratory, Electrical Engineering, with minor in Engineering-Economic Systems and Operations Research  
1996-1998 MA, Stanford University, Political Science  
1994-1995 MS, Stanford University, Electrical Engineering  
1988-1994 Licenciatura in Electrical and Computer Engineering, Instituto Superior Técnico, Universidade de Lisboa, Portugal

## Experience

2019- Chair, Decision Sciences Area, INSEAD  
2019- Academic Director, INSEAD Middle East Campus in Abu Dhabi  
2013-2019 Director (Executive and Academic), INSEAD Middle East Campus in Abu Dhabi, prepared strategic plan and obtained support from INSEAD board and faculty and from Abu Dhabi government, negotiated 10-year agreement with government, oversaw launch of residential MBA period, led design and launch of facility in financial center  
2012- Associate Professor of Decision Sciences (with tenure), INSEAD  
2008-2012 Assistant Professor of Decision Sciences, INSEAD  
2001-2008 Assistant Professor of Decision Sciences, Duke University, The Fuqua School of Business  
2005-2006 Visiting Professor, Decision Risk and Operations, Columbia University, Columbia Business School  
2003 Visiting Researcher, Operations Research and Econometrics, Tilburg University  
2000-2001 Consulting work, including: Intel, pricing models for mobile CPUs; hedge fund, statistical arbitrage  
2000-2001 Panop, startup, Palo Alto, developed real-time optimization methods for online marketing (acquired by Broadbase); Cariden Networks (acquired by Cisco)  
1999 Teaching Fellow, Stanford University  
1995-1999 Research Assistant (Prof. Stephen Boyd), Stanford University  
1993-1994 National Education Council, elected nationwide representative of Portuguese university and polytechnic student associations  
1992-1993 President of the Student Association, Instituto Superior Técnico  
1991-1992 Editor, Diferencial, student newspaper, Instituto Superior Técnico

## Teaching

INSEAD: Uncertainty, Data and Judgment (MBA, EMBA); Quantitative Methods; Models for Strategic Planning (MBA); Effective Decision-Making (MEL); Quantifying Risk (EMBA); Cognitive Biases in Judgment and Decision Making; Judgments with Uncertainty and Risk; Individual vs. Group Decision Making; Creating Decision Processes; Human Judgment vs. AI: Identifying Opportunities (exec. ed.)  
Reykjavik University (2009): Business Statistics, Judgment and Decisions under Uncertainty (EMBA)  
Duke University: Decision Models (MBA, EMBA); GATE East Asia; GATE Southern Africa; GATE Australia and New Zealand (MBA); Dynamic Programming and Optimal Control (PhD)  
Columbia University: Decision Models (MBA)  
Stanford University: Linear Dynamical Systems (MS)

## Honors and Awards

2011-2012, 2017-2018 INSEAD Deans' Commendation for Excellence in MBA Teaching  
2000 Outstanding Contribution Award, Broadbase Software  
1999 Best Student Paper Award, American Automatic Control Council (ACC, June 1999), for Policies for Simultaneous Estimation and Optimization  
1995 Qualifying exam for the Electrical Engineering PhD program, Stanford University, ranked first  
1990 First prize, Educational Software Awards, Portuguese Ministry of Education, for Dinamix (dynamic systems modeling software)  
1986, 1987 Twice winner of the Portuguese Mathematics Olympiads

## **Publications**

- T. Casciaro and M. S. Lobo, The Pursuit of Affect in Task Advice Networks: Effects on Individual Performance (working paper)
- T. Casciaro, M. S. Lobo, H. Wilhelm and M. Wittland, The Way We Make Each Other Feel: Relational Affect and Joint Performance in Interdependent Tasks (R&R with Academy of Management Discoveries)
- T. Casciaro and M. S. Lobo, Affective Primacy in Intraorganizational Task Networks, *Organization Science*, 2014
- D. Brown, B. Carlin and M. S. Lobo, Optimal Portfolio Liquidation with Distress Risk, *Management Science*, 2010
- F. de Véricourt and M. S. Lobo, Resource and Revenue Management in Nonprofit Operations, *Operations Research*, 2009
- T. Casciaro and M. S. Lobo, When Task Competence is Irrelevant: The Role of Positive and Negative Interpersonal Affect in Instrumental Ties, *Administrative Science Quarterly*, 2008
- B. Carlin, M. S. Lobo and S. Viswanathan, Episodic Liquidity Crises: Cooperative and Predatory Trading, *Journal of Finance*, 2007
- M. S. Lobo, M. Fazel and S. Boyd, Portfolio Optimization with Linear and Fixed Transaction Costs, *Annals of Operations Research*, 2007
- T. Casciaro and M. S. Lobo, Competent Jerks, Lovable Fools, and the Formation of Social Networks, *Harvard Business Review*, 2005
- M. S. Lobo and S. Boyd, Policies for Simultaneous Estimation and Optimization, *Proceedings of the American Control Conference (peer reviewed)*, 1999
- M. S. Lobo, L. Vandenberghe, S. Boyd and H. Le Bret, Applications of Second order Cone Programming, *Linear Algebra and its Applications*, 1998
- A. Hansson, S. Boyd, L. Vandenberghe, M. S. Lobo, Optimal Linear Static Control with Moment and Yield Objectives, *Proceedings of the IEEE Conference on Decision and Control (peer reviewed)*, 1997
- L. Lobo and M. S. Lobo, Robust and Efficient Non-linear Regression of Kinetic Systems by a Direct Search Method, *Computers and Chemical Engineering*, 1991

## **Other Cited Work**

- M. S. Lobo and D. Yao, Human Judgment is Heavy-Tailed: Empirical Evidence and Implications for the Aggregation of Estimates and Forecasts, working paper
- M. S. Lobo, On the Value of Dynamic Pricing, working paper
- M. S. Lobo and S. Boyd, Pricing and Learning with Uncertain Demand, technical report, 2003
- M. S. Lobo, Robust and Convex Optimization with Applications in Finance, Ph.D. thesis, Stanford University, 2000
- M. S. Lobo and S. Boyd, The Worst-case Risk of a Portfolio, technical report, 2000

## Talks

INSEAD masterclasses: Abu Dhabi (2019, 2017); Dubai (2017, 2012); Beirut (2016); Milan (2016); Lisbon (2014); Istanbul (2014); Nairobi (2013); Lagos (2013); Johannesburg (2013)

Talks in support of exec. ed. development: KFAS (2018); Borouge (2017); PNU Riyadh (2015); SEHA (2014); ENOC (2013); SKMC (2013)

Other major practitioner talks: EMIR Boardroom (2019); Google, Digital Marketing Transformation days (2019); GITEX AI stage, workshop (2019); Luxury Forum Paris (2019); INSEAD Tech Talk (2018); Top CEO Awards Jeddah (2018); University Leadership Consortium (2016); INJAZ (2016); Top CEO Awards Dubai (2015); Oil Tech Summit Abu Dhabi (2013); Fin Tech Summit Dubai (2013); Open Thinking Day Dubai (2013); TGM (2013); Turkish Business Council (2013); INSEAD Leadership Summit (2012)

Research talks: Academy of Management Conference, San Antonio, Professional Development Workshop, Why We All Should Be Bayesians: Opportunities of Bayesian Statistics for Management Research (2011); Academy of Management Conference, San Antonio, The Primacy of Affect in Intraorganizational Task Networks (2011); INFORMS Conference, Austin, Human Judgment is Heavy-Tailed: Empirical Evidence and Implications for the Aggregation of Estimates and Forecasts (2010); INSEAD Network Evolution Conference, The Co-Evolution of Instrumental and Affective Content in Intraorganizational Task-Related Networks (2010); ADIA, internal presentation, Optimal Portfolio Liquidation with Distress Risk (2009); INFORMS Conference, D.C., Optimal Partial Liquidation of a Multiple-asset Portfolio with Price Impact (2008); INFORMS Conference, D.C., Revenue Management for Negotiated Prices (2008); Google un-conference, Mountain View, Behavioral Research in Operations (2008); INFORMS Revenue Management Conference, Montreal, Optimal Timing of Price-Quote Revisions (2008); MSOM Service Operations SIG Conference, discussant (2008); Duke University, The Fuqua School of Business, faculty brown bag seminar, Interpersonal Affect and Task Interaction: An Analysis of Causality (2008); Graduate School of Business, University of Chicago, Selling to Buyers with Purchasing Delay (2008); INSEAD Singapore, Selling to Buyers with Purchasing Delay (2007); INFORMS Conference, Seattle, Optimal Timing of Price-Quote Revisions (2007); INSEAD, Decision Sciences Seminar, Fontainebleau, France, Optimal Timing of Price-Quote Revisions (2007); INFORMS Revenue Management Conference, Barcelona, Spain, On the Value of Dynamic Pricing (2007); Duke University Computer Science Algorithms Seminar, Durham, An Overview of Dynamic Pricing, Computational Challenges (2007); International Network of Social Network Analysis (INSNA) Conference, Corfu, Greece, Interpersonal affect and task interaction: An analysis of causality (2007); INSEAD, Decision Sciences Seminar, Fontainebleau, France, On the Value of Dynamic Pricing (2007); INFORMS Conference, Pittsburgh, On the Value of Dynamic Pricing (2006); INFORMS Conference, Pittsburgh, Resource and Revenue Management in Nonprofit Operations (2006); Academy of Management Conference, Atlanta, When Task Competence is Irrelevant: The Role of Positive and Negative Interpersonal Affect in Instrumental Ties (2006); Conference on Modern Financial Institutions, Financial Markets, and Systemic Risk, Federal Reserve Bank of Atlanta, Episodic Liquidity Crises: Cooperative and Predatory Trading (2006); Instituto Nacional de Administração, Lisbon, Portugal, New Organizational Forms: The Role of Interpersonal Affect in Instrumental Ties (2006); Liquidity Risk Symposium, International Association of Financial Engineers, Episodic Liquidity Crises: Cooperative and Predatory Trading (2006); Operations Seminar, Graduate School of Business, University of Chicago, Resource and Revenue Management in Nonprofit Operations (2005); Liquidity Conference, Federal Reserve Bank of New York, Episodic Liquidity Crises: Cooperative and Predatory Trading (2005); INFORMS Conference, San Francisco, Resource and Revenue Management in Nonprofit Operations (2005); Decisions, Operations & Technology Management Colloquium, Andersen School of Management, UCLA, Resource and Revenue Management in Nonprofit Operations (2005); Institute for Operations Research and Management Science (INFORMS) Conference, Denver, Joint Operational and Pricing Decisions in Nonprofit Operations (2004); International Network of Social Network Analysis (INSNA) Conference, Portoroz, Slovenia, An Affective Theory of Instrumental Ties (2004); Kennedy School of Government, Harvard University, An Affective Theory of Instrumental Ties (2004); Portuguese-American Postgraduate Society Forum, New Jersey (2004); Decision Sciences, London Business School, UK, Aggregation of Expert Estimates (2003); Operations Research and Econometrics, Tilburg University, The Netherlands, Aggregation of Expert Estimates (2003); INFORMS Revenue Management and Pricing Conference, Columbia University, Pricing and Learning with Uncertain Demand (2003); Euro-INFORMS Conference, Istanbul, Turkey, Sequential Pricing with

Unknown Demand: Informative Prices and Profit Maximization (2003); Portuguese-American Postgraduate Society Forum, UNC (2002); INFORMS Conference, Miami, Intra-firm Networks and Performance Appraisal (2001); Graduate School of Business, Stanford University, Pricing and Learning with Demand Uncertainty (2001); INFORMS Conference, San Antonio, Perturbation of Conic Programs and Applications (2000); Mathematical Finance Workshop, Stanford University, The Worst-case Risk of a Portfolio (2000); Fuqua School of Business, Duke University, Pricing and Learning with Demand Uncertainty (2000); Graduate School of Industrial Administration, Carnegie-Mellon University, Pricing and Learning with Demand Uncertainty (2000); Engineering-Economic Systems and Operations Research Dept., Stanford University, Robust Optimization with Applications in Finance (2000); KMV (now part of Moody's), internal seminar, San Francisco, Portfolio Optimization with Incomplete Information (2000); INFORMS Conference, Cincinnati, Sequential Pricing with Unknown Demand: Informative Prices and Profit Maximization (1999); Society for Industrial and Applied Mathematics (SIAM) Optimization Conference, Atlanta. Convex Programming for Simultaneous Estimation and Optimization (1999); American Control Conference (ACC), San Diego, Policies for Simultaneous Estimation and Optimization (1999); FIP conference on research and education, Azores, Portugal (1998); SIAM Optimization Conference, Stanford University, Second-order Cone Programming (1997)

### **Academic Service and Other**

Reviewer for, among others: Management Science; INFORMS Journal on Optimization; Operations Research; Administrative Science Quarterly; Organization Science; Manufacturing and Service Operations Management; SIAM Journal on Optimization; SIAM Journal on Financial Mathematics; Annals of Operations Research; Decision Analysis; Journal of Operations Management; International Journal of Applied Mathematics and Computer Science; Optimization and Engineering; Naval Research Logistics; OR Spectrum; MSOM Public Applications of Supply Chain Management Conference; Conference of the MSOM Service Management SIG of INFORMS

AACSB Middle East and North Africa Advisory Council (2015-2017)

Fluent in English, Portuguese and French