

Nicos Savva

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London Business School

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Academic Positions

- 2008- London Business School, Management Science & Operations.
Assistant Professor 2008-15, Associate Professor 2015-19, Professor 2019-
2015-19 Guy's and St. Thomas' NHS foundation Trust. Honorary Appointment.
2010 University of Pennsylvania, The Wharton School, OPIM, Visiting Adjunct Professor.
2006-08 University of Cambridge, Judge Business School, CFAP, Research Associate.

Education

- 2007 PhD, Management Science, Cambridge Judge Business School, University of Cambridge.
2007 MA, Fitzwilliam College, University of Cambridge, University of Cambridge.
2003 MPhil, Financial Engineering, Cambridge Judge Business School, University of Cambridge.
2002 BA, Natural Sciences (Physics), Fitzwilliam College, University of Cambridge.

Research Papers

Publications

1. "Economies of Scale and Scope in Hospital Care." 2021, *Management Science*, 67(2), 673–697, (with M. Freeman and S. Scholtes).
 - An earlier version won the 2016 MSOM Student Paper competition (M. Freeman).
2. "Proactive service: Operational benefits and economic frictions." 2021, *Manufacturing & Service Operations Management*, 23(1), 70–87, (with K. Delana and T. Tezcan).
 - Finalist of the 2018 IBM Best Student Paper Award Competition (K. Delana)
3. "A Review of the Healthcare-Management (Modeling) Literature Published in *M&SOM*", 2020, *Manufacturing & Service Operations Management*, 22(1), 59–72, (with P. Keskinocak). 20th Anniversary Invited Article.
4. "Can Yardstick Competition Reduce Waiting Times?" 2019, *Management Science*, 65(7), 3196–3215, (with T. Tezcan and O. Yildiz).
 - Finalist for the 2020 Service Management SIG Best Paper Award.
5. "Crowdsourcing Exploration," 2018, *Management Science*, 64(4), 1727–1746 (with Y. Papanastasiou and K. Bimpikis).
6. "Gatekeepers at Work: An Empirical Analysis of a Maternity Unit," 2017 *Management Science* 63 (10), 3147–3167 (with M. Freeman and S. Scholtes).
 - An earlier version was a finalist for the 2014 William Pierskalla Award.
7. "Is IT Enough? Evidence from a Natural Experiment in India's Agriculture Markets." 2016, *Management Science*, 62 (9), 2481–2503 (with C. Parker and K. Ramdas).
8. "Dynamic Pricing in the Presence of Social Learning and Strategic Consumers." 2017, *Management Science*, 63 (4), 919–939 (with Y. Papanastasiou).
 - Finalist for the 2020 Best OM Paper in Management Science Award.

9. “Signaling New Product Reliability with After-Sales Service Contracts.” 2015, *Management Science*, 61(8), 1812–1829 (with N. Bakshi and S.H. Kim).
10. “The Role of Equity, Royalty and Fixed Fees in Technology Licensing to University Spin-Offs.” 2015, *Management Science*, 61(6), 1323–1343 (with N. Taneri).
11. “Opt-Out Options in New Product Co-Development Partnerships.” 2014, *Production and Operations Management*, 23(8), 1370–1386, (with S. Scholtes).
12. “Nursevendor Problem: Personnel Staffing in the Presence of Endogenous Absenteeism.” 2013, *Management Science*, 59(10), 2237–2256, (with L.V. Green and S. Savin).
13. “Physician Workload and Hospital Reimbursement.” 2012, *Manufacturing & Service Operations Management*, 14(4), 512–528, (with A. Powell and S. Savin).
14. “Investment under uncertainty with price ceilings in oligopolies.” 2009, *Journal of Economic Dynamics & Control*, 33(2), 507–524, (with F. Roques).

Working papers

15. “The Power of Data: Assessing Primary Care Performance Using Routinely Collected Emergency Department Data” (with S. Sülz). Under review.
16. “Cherry Picking and Upcoding in Hospital Reimbursement” (with L.G. Debo and R.A. Shumsky). Under revision.
17. “Unintended Consequences of Hospital Regulations: The case of the Hospital Readmissions Reduction Program” (with C. Chen).
 - Best Paper Award, Healthcare Operations Management, POMS (second place).
18. “Scarcity Strategies Under Quasi-Bayesian Social Learning.” 2015 (with Y. Papanastasiou and N. Bakshi).

Research Briefs

1. “The world is data-rich but analysis-poor,” Think @ London Business School, 2020
2. “To Reduce Emergency Room Wait Times, Tie Them to Payments,” Harvard Business Review, February 2019.
3. “Making big data deliver,” 2018, *London Business Strategy Review* (with Gabriel Straub).
4. “Algorithmic ethics: lessons and limitations for leaders,” 2017, *London Business Strategy Review*.
5. “Counting the cost of UK maternity wards,” 2017, *London Business Strategy Review*.
6. “What’s wrong with online review platforms?” 2016, *London Business Strategy Review*.
7. “Crop Cycles,” 2016, *London Business Strategy Review*, (with Kamalini Ramdas and Chris Parker).
8. “Investing in market efficiencies, raising the prospects of India’s farmers” 2016, *London Business Strategy Review*, (with K. Ramdas).
9. “Maximising Care.” 2015, *London Business Strategy Review*.
10. “Codeines and Coding.” 2012, *London Business Strategy Review*.
11. “Healthcare: A Patient in Search of Cure.” 2011, *e - London Business Strategy Review*.
12. “The Economics of Licensing Contracts.” 2008, *Nature Biotechnology*, 26(8), 855–857, (with R. Mason and S. Scholtes).

Teaching Cases

1. "Queue Management at Al-Ain Hospital." 2010, (with S. Scholtes).
2. "The value of a portfolio of high-tech venture capital projects." 2007, Finalist, INFORMS Case Competition, (with C. Marinelli and S. Scholtes).
3. "Modeling co-development contracts in the pharmaceutical industry." 2005, Finalist, INFORMS Case Competition, (with S. Scholtes).

Current Teaching Engagements

London Business School

Degree Programmes

- 2017- *The Ethics of Algorithms*. Part of the MBA core course on Managing Responsibly.
- 2016- *Data Mining for Business Intelligence*. MBA elective (with T Tezcan).
- 2015- *Statistical Methods I*. PhD core.
- 2015- *Managing Healthcare*. MBA elective (with J Gallien, K Ramdas).
- 2010- *Advanced Business Analytics*. MBA elective.
- 2014- *Decision Models*. Global EMBA core (program joint with Columbia GSB).

Executive Education

- 2020- *Data Science for Senior Managers*. Open enrollment.
- 2017- *Exploiting Digital Disruption*. Open enrollment.
- 2017- *Data Science Strategy*. Clients: insurance; pharmaceutical firms.
- 2011- *Decision Making*. Clients: telecom, pharmaceutical, financial services.

Graduate students advised^a or collaborated^c with

- 2018- Goksen Goksel, London Business School^c
- 2018- Cem Aydin, London Business School^a
- 2017- Basak Bebitoglu, London Business School^a
- 2017-19 Chris Chen, London Business School^c (First Position: Assistant Professor, University of Indiana)
- 2013-19 Kraig Delana, London Business School^a (First Position: Assistant Professor, University of Oregon)
- 2014-18 Isabel Smith, London Business School^a (First Position: Data Scientist, AstraZeneca)
- 2015-17 Ozlem Yildiz, University of Rochester^c (First Position: Assistant Professor, Darden School of Business, University of Virginia)
- 2012-17 Michael Freeman, Cambridge Judge Business School^c (First Position: Assistant Professor, INSEAD)
- 2010-15 Yiangos Papanastasiou, London Business School^a (First Position: Assistant Professor, University of California at Berkeley)
- 2008-12 Chris Parker, London Business School^c (First Position: Assistant Professor, Smeal College of Business, Penn State)
- 2008-12 Niyazi Taneri, Cambridge Judge Business School^c (First Position: Assistant Professor, Singapore University of Technology and Design)

Teaching Awards

- 2019 Named one of the “Best 40 Professors Under 40” by Poets & Quants.
- 2009 *Distinguished Teaching Award for Teaching Excellence in the First Year MBA Core*, London Business School.
- 2007 Finalist, *INFORMS Case Competition*.
- 2005 Finalist, *INFORMS Case Competition*.

Grants and Awards

- 2018 *Research and Materials Development Fund* at London Business School, £11,000.
- 2016 Deloitte Institute of Innovation & Entrepreneurship Research Award \$21,400
- 2015 Deloitte Institute of Innovation & Entrepreneurship Research Award (joint with T. Tezcan) £14,000
- 2014-15 *Research and Materials Development Fund* at London Business School, £15,000.
- 2013-14 *Research and Materials Development Fund* at London Business School, £15,000.
- 2009-10 *Research and Materials Development Fund* at London Business School, £12,000.
- 2008-09 *Research and Materials Development Fund* at London Business School, £10,300.
- 2003-04 *Overseas Research Council Scholarship*.
- 2001-06 *Fitzwilliam College Scholar & Senior Scholar*.
- 1999-2005 *Cambridge Commonwealth Trust Bursary*.
- 1999 *Fulbright Scholarship* for undergraduate studies at the University of California, Berkeley. Scholarship turned down in lieu of the *Cambridge Commonwealth Trust Bursary*.

Professional Activities

Editorial Positions

- 2017- Associate Editor, *Management Science*. Meritorious Service Award (2018, 2019)
- 2016- Associate Editor, *Manufacturing & Service Operations Management*.
- 2011- Senior Editor, *Production and Operations Management*. Outstanding Senior Editor Award (2017)

Research Competitions

- 2021 MSOM service SIG Best paper award (member)
- 2019 Dantzig Dissertation Award committee (chair)
- 2018 Dantzig Dissertation Award committee (member)
- 2019 HAS best student paper competition (co-chair)
- 2017 MSOM best student paper competition (co-chair)
- 2016 MSOM best student paper competition (co-chair)

PhD Examination Committees

- 2017 Lakshmi Prasad Vana (London Business School)
- 2017 Marc Jansen (Cambridge Judge Business School)
- 2016 Yufei Huang (University College London)

Conference Chair/Board

- 2016- Utah Winter Operations Conference
- 2017-19 Chair of the Healthcare Special Interest Group of the MSOM Society
- 2016 M&SOM Healthcare SIG conference (Auckland)

Invited presentations

- 2022 McCombs School of Business (UT Austin), Jindal School of Management (UT Dallas), NHS England
- 2021 Gies College of Business (UIUC), Marshall School of Business (USC), Chicago Booth, Kellogg School of Management (Northwestern University), Zicklin School of Business (CUNY), Cambridge Judge Business School
- 2020 Stanford GSB, Ross School of Business (University of Michigan)
- 2019 Fuqua School of Business (Duke University), Imperial College (London)
- 2018 Cambridge Judge Business School, Frankfurt School of Finance & Management, Goizueta Business School (Emory University)
- 2017 Eccles School of Business (University of Utah), MIT Sloan School of Management, Harvard Business School, Universitat Pompeu Fabra, IESE, Desautels Faculty of Management (McGill University), Columbia GSB
- 2016 University of Santiago (Chile), Carlson School of Management (University of Minnesota), University of Wisconsin, Cambridge Judge Business School, The Wharton School (UPenn), Koc University, University of Cologne, Anderson School of Management (UCLA)
- 2015 McDonough School of Business (Georgetown University), Sauder School of Business (University of British Columbia), Tuck School of Business (Dartmouth College), Cox School of Business (SMU)
- 2014 Kellogg School of Management (Northwestern University), Olin Business School (Washington University in St. Louis), Cambridge Judge Business School, Johnson Graduate School of Management (Cornell), Simon GSB (University of Rochester), University of Pittsburgh, Cass Business School (City University London), Hong Kong University.
- 2013 Instituto de Empresa Business School (Madrid), IESE (Barcelona), HEC (Paris), Rotterdam School of Management (Erasmus University), INSEAD (Singapore), Singapore University of Technology & Design (Singapore), SMU (Singapore).
- 2012 Stern School of Business (New York University), Columbia GSB, Yale School of Management, Smeal College of Business (Pennsylvania State University).
- 2010 University of Maryland.
- 2007-08 Stanford GSB, Ivey School of Business (University of Western Ontario), University College London, London Business School, Simon GSB (University of Rochester), University of Alberta, Scheller College of Business (Georgia Tech), University of Caen, University of Cyprus.

Conference & Workshop presentations

- 2021 INFORMS Healthcare Conference (Virtual), Wharton Workshop for Empirical Research in Operations Management (Virtual).
- 2020 Utah Winter Operations Conference, INFORMS Annual Meeting (Virtual).
- 2019 INFORMS Annual Meeting (Seattle).
- 2018 INFORMS Annual Meeting (Phoenix).

- 2017 London Health Economics Group, MSOM (Chapel Hill), INFORMS Healthcare Conference (Rotterdam), INFORMS Annual Meeting (Houston).
- 2016 MSOM (Auckland), INFORMS Annual Meeting (Nashville).
- 2015 MSOM (Toronto), INFORMS Annual Meeting (Philadelphia).
- 2014 MSOM (Seattle), IFORS Conference (Barcelona), Wharton Workshop for Empirical Research in Operations Management (Philadelphia), INFORMS Annual Meeting (San Francisco).
- 2013 INFORMS Healthcare Conference (Chicago), MSOM Conference & SIG Conference (INSEAD, Fontainebleau), INFORMS Annual Meeting (Minneapolis), POMS International (Indian School of Business, Hyderabad).
- 2012 MSOM Conference (Columbia GSB, New York), Healthcare Operations Workshop (Koc University, Istanbul), Real Options Conference (London), INFORMS Annual Meeting (Phoenix).
- 2011 INFORMS Healthcare Conference (Montreal), MSOM Conference (University of Michigan, Ann Arbor), Applied Probability Conference (Stockholm), Wharton Workshop for Empirical Research in Operations Management (Philadelphia).
- 2010 MSOM Conference (Technion, Haifa), INFORMS Annual Meeting (Austin), Kellogg Operations Workshop (Evanston).
- 2009 INFORMS Annual Meeting (San Diego), LBS Conference on Innovation in Operations (London).
- 2008 INFORMS Annual Meeting (Washington DC).
- 2005-07 Real Options Conference (Paris), INFORMS Annual Meeting (San Francisco), Real Options Conference (New York), EURO conference (Iceland), Cambridge-Princeton Finance Conference (Princeton), INFORMS Annual Meeting (Pittsburgh), INFORMS Annual Meeting (Seattle).

Interests

Skiing; windsurfing; cycling; contract bridge; wine tasting.

Short bio

Nicos Savva is Professor of Management Science and Operations at the London Business School. He holds a PhD in Management Science, an MPhil in Finance, and a BA/MA in Physics, all from the University of Cambridge. Nicos' research interests include hospital operations, hospital reimbursement and regulation, data analytics, and innovation. He has worked with hospitals in London and with NHS England. His research has appeared in the journals *Management Science*, *MSOM*, and *POM*, where he also holds editorial positions. Nicos teaches MBA core and elective courses on Business Analytics, Data Science, and Healthcare Management, and a PhD class on Statistics. In 2019 he was named as one of the "Best 40 Business School Professors Under 40." Besides London Business School, Nicos has taught at The Wharton School, Columbia GSB, and the Cambridge Judge Business School. His consulting / executive education experience includes pharmaceutical, medical devices, and biotech firms, hospitals, insurance, and financial services.