

## Miguel Sousa Lobo

miguel.lob@insead.edu  
www.sousalobo.com

### 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 Técnica de Lisboa, Portugal

### Experience

- 2008- INSEAD, Assistant Professor of Decision Sciences  
(also visiting in fall of 2007)
- 2001-2008 Duke University, The Fuqua School of Business, Assistant Professor of Decision  
Sciences
- 2005-2006 Columbia University, Columbia Business School, Visiting Professor, Decision Risk  
and Operations
- 2003 Tilburg University, The Netherlands, Visiting Researcher (summer), Operations  
Research and Econometrics
- 2000-2001 Consultant in statistical arbitrage at startup hedge fund
- 2000 Scientist at Panop (acquired by Broadbase Software)
- 1999 Stanford University, Teaching Fellow
- 1995-1999 Stanford University, Research Assistant
- 1993-1994 National Education Council, elected as the representative of Portuguese university  
and polytechnic student associations
- 1992-1993 Student Association of Instituto Superior Técnico, President
- 1991-1992 *Diferencial*, student newspaper of the Instituto Superior Técnico, Editor

## Teaching

- 2007-2012 INSEAD: Uncertainty, Data and Judgment (MBA), Models for Strategic Planning (MBA), Effective Decision-Making (MEL), Quantifying Uncertainty (EMBA), Uncertainty and Judgment (Exec. Ed.)
- 2009 Reykjavik University: Business Statistics, Judgment and Decisions under Uncertainty (MBA)
- 2001-2008 Duke University: Decision Models (MBA, CCMBA, DG-MBA, GEMBA), GATE East Asia (MBA), GATE Southern Africa (MBA), GATE Australia and New Zealand (MBA), Dynamic Programming and Optimal Control (PhD)
- 2005-2006 Columbia University: Decision Models (MBA)
- 1999 Stanford University: Linear Dynamical Systems (MS)

## Honors and Awards

- 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, Affective Primacy in Intraorganizational Task Networks, working paper (minor revision with *Organization Science*)
- M. S. Lobo and D. Yao, Human Judgment is Heavy-Tailed: Empirical Evidence and Implications for the Aggregation of Estimates and Forecasts, *Management Science*, forthcoming

- 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. Lebret, 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, 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

- 2011 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”
- 2010 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”
- 2009 ADIA, internal presentation, “Optimal Portfolio Liquidation with Distress Risk”
- 2008 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”
- 2007 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”
- 2006 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 Administracao, Lisbon, Portugal, “New Organizational Forms: The Role of Interpersonal Affect in Instrumental Ties”
- 2005 Liquidity Risk Symposium, International Association of Financial Engineers, “Episodic Liquidity Crises: Cooperative and Predatory Trading”
- 2005 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”
- 2004 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
- 2003 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”
- 2002 Portuguese-American Postgraduate Society Forum, UNC
- 2001 INFORMS Conference, Miami, “Intra-firm Networks and Performance Appraisal”
- 2001 Graduate School of Business, Stanford University, “Pricing and Learning with Demand Uncertainty”
- 2000 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”
- 1999 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”
- 1998 FIP conference on research and education, Azores, Portugal
- 1997 SIAM Optimization Conference, Stanford University, “Second-order Cone Programming”

## Academic Service and Other

Reviewer for, among others: *Operations Research*; *Management Science*; *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.*

Member of: Program Committee, Behavioral Decision Research in Management (BDRM) conference (2012); Program Committee, Optimization 2011; Conference Committee, Conference of the MSOM Service Management SIG of INFORMS (2008); International Program Committee, Mediterranean Control and Automation Conference (2002); NSF CPATH Faculty Learning Community on Science of Networks (2007-2008). Session chair in Decision Analysis track, INFORMS Conference, Austin, 2010; Session chair in Revenue Management track, INFORMS Conference, D.C., 2008.

Fluent in English, Portuguese and French. Working knowledge of Spanish.  
Dual Portugal and UK national.