

# Dayton Steele

Email: steel502@umn.edu | Phone: (540) 597-7897

Website: <https://daytonsteele.com>

---

EDUCATION	PhD, Business Administration - Operations University of North Carolina at Chapel Hill, Kenan-Flagler Business School • Dissertation: <i>An Empirical Examination of New Innovative Processes in Retail</i> . Available <a href="#">here</a> .	2017-2022
	BS, Mathematical Economics, Summa Cum Laude University of Richmond - School of Arts and Sciences	2009-2013
EMPLOYMENT	Assistant Professor of Supply Chain and Operations University of Minnesota, Carlson School of Management	2022-Present
	Director of Data Analytics Monument Consulting, Richmond, VA	2013-2017
PUBLISHED PAPERS	Kesavan, S.*, Kushwaha, K.*, & Steele, D.* (2025). “Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment.” <i>Management Science</i> . Available <a href="#">here</a> . <i>*All authors contributed equally and their names appear in alphabetical order.</i>	
	Steele, D., Emadi, S., & Kesavan, S. (2024). “Intertemporal Pricing with Resellers: An Empirical Study of Product Drops.” <i>Management Science</i> . Available <a href="#">here</a> .	
	Steele, D., & Hoke, K. W. (2018). “The Effect of Brexit on EU Voting Power.” <i>UMAP Journal</i> , 39(1):27-39. Available <a href="#">here</a> .	
	Mesnager, S., McGrew, G., Davis, J., Steele, D., & Marsten, K. (2017). “A comparison of Carlet's second-order nonlinearity bounds.” <i>International Journal of Computer Mathematics</i> , 94(3):427-436. Available <a href="#">here</a> .	
RESEARCH IN PROGRESS	“Consumers’ Role in Circularity Execution: Evidence from Field Experiments,” with Atalay Atasü and Saravanan Kesavan. Available <a href="#">here</a> . (Reject with option to resubmit at <i>Management Science</i> )	
	“Local Fulfillment in E-Commerce: Structural Estimation of Fulfilling Demand Sensitive to Delivery Speed,” with Saravanan Kesavan. Available <a href="#">here</a> . (Reject with option to resubmit at <i>M&amp;SOM</i> )	
	“Evaluating Crowdsourcing Problem Specifications: A Text Discourse Analysis using LLMs,” with Brian Lee, Anant Mishra, and Andrew Shin (Analysis in progress)	
	“Impact of Interpretable AI on Decision Bias” (Lab experiments in progress)	
	“The Product Drop Strategy,” with Necati Tereyağoglu (Model analysis in progress)	

<b>TEACHING</b>	<i>Instructor, University of Minnesota</i>	2022-Present
	BA 2551: <i>Business Statistics in R</i>	
	MBA 6121: <i>Data Analysis and Statistics for Managers</i>	
	<i>Guest lecturer (“Analytics in R”), University of Minnesota</i>	2024
	ACCT 2051H: <i>Honors: Introduction to Financial Reporting</i>	
	<i>Instructor, UNC Chapel Hill (2021 Latané PhD Outstanding Teacher)</i>	2020
	BUSI 410: <i>Business Analytics</i>	
	<i>Teaching Assistant, UNC Chapel Hill</i>	2017-2021
	BUSI 403: <i>Operations Management</i> , BUSI 410: <i>Business Analytics</i> , MBA 703: <i>Operations Management</i> , MBA 705: <i>Business Modeling: Prescriptive Analytics</i>	
	MBA 706: <i>Data Analytics: Tools and Opportunities (Machine Learning)</i>	
<b>PRESENTATIONS</b>	“Intertemporal Pricing with Resellers: An Empirical Study of Product Drops”	
	• Rotman Young Scholar Series	2023
	• Workshop for Empirical Research in Operations Management	2021
	• Revenue Management and Pricing Conference – <i>Spotlight Session</i>	2021
	• MSOM Annual Conference	2021
	• POMS Annual Conference	2021
	• DSI Annual Conference	2021
	• INFORMS Annual Conference	2020, 2021
	“Consumers’ Role in Circularity Execution: Evidence from Field Experiments”	
	• COER Annual Conference (Harvard Business School/Wharton)	2024
	• Seminar presentation at North Carolina State University	2025
	• Carlson School of Management Applied Economics Series	2025
	• POMS Annual Conference	2022, 2024, 2025
	• INFORMS Annual Conference	2022, 2023
	“Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment”	
	• Carlson School of Management Applied Economics Series	2024
	• POMS Annual Conference	2024
	• INFORMS Annual Conference	2024
	“Local Fulfillment in E-Commerce: Structural Estimation of Fulfilling Demand Sensitive to Delivery Speed”	
	• Carlson School of Management Applied Economics Series	2022
	• POMS Annual Conference	2023
	“How Transparency to Black Box Models Impacts Manager Override Behavior: Explainable AI in Retail”	
	• COER Annual Conference (Harvard Business School/Wharton)	2021
	“Structural Estimation Methods in Practice”	
	• POMS Annual Conference	2023

	<p>“Developing Effective Presentations: Key Skills for the Job Market,” with Park Sinchaisri at UC-Berkeley</p> <ul style="list-style-type: none"> <li>POMS Doctoral Consortium</li> </ul>	2024
<b>EXTERNAL SERVICE</b>	<p>Journal article reviewer, <i>Management Science, Operations Research, Manufacturing &amp; Service Operations Management, Production and Operations Management</i></p> <p>Conference submission reviewer, <i>M&amp;SOM Annual Conference, M&amp;SOM SIG, Service Science Best Student Paper</i></p> <p>Contributor to “Reproducibility in Management Science.” Published in <i>Management Science</i>. Available <a href="#">here</a>.</p> <p>Session Moderator, COER Conference</p> <p>Session Chair, POMS Annual Conference</p> <p>Session Chair, INFORMS Annual Conference</p>	<p>2020-Present</p> <p>2022-Present</p> <p>2023</p> <p>2020-2021</p> <p>2025</p> <p>2020</p>
<b>INTERNAL SERVICE</b>	<p>PhD Admission Committee, Supply Chain &amp; Operations program</p> <p>University of Minnesota Senate, Campus Safety Committee</p> <p>Carlson Research Spend Committee</p>	<p>2023, 2025</p> <p>2025</p> <p>2025</p>
<b>MEDIA</b>	<p>Star Tribune – “Seller, beware – if you're hoping to unload this ubiquitous Ikea dresser, it may be worth more than you think.” Available <a href="#">here</a>.</p> <p>FOX9 – “Taylor Swift resale prices still have Swifties seeing Red.” Available <a href="#">here</a>.</p> <p>KARE11 – “‘Swifties’ compete for pricey resale tickets.” Available <a href="#">here</a>.</p> <p>KTTC – “Business expert breaks down resale ticket market ahead of Taylor Swift Eras Tour stop in Minneapolis.” Available <a href="#">here</a>.</p> <p>UMN Expert Alert – “Taylor Swift mania and the ticket resale market.” Available <a href="#">here</a>.</p> <p>KARE11 – “Look what you made them do: Senators introduce ‘Fans First Act’ to hold ticket sellers accountable.” Available <a href="#">here</a>.</p>	<p>2024</p> <p>2023</p> <p>2023</p> <p>2023</p> <p>2023</p> <p>2023</p>
<b>GRANTS</b>	Dean’s Small Grant, Carlson School (\$4,641.45)	2024-2025
<b>SAFETY</b>	Completion of <i>UMN Active Threat Training</i>	2023
<b>SOFTWARE</b>	R, Python, SLURM, Matlab, Stata, Mathematica, SQL, Excel/VBA	