

# Dayton Steele

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<b>EDUCATION</b>	<i>PhD</i> , 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
	<i>BS</i> , Mathematical Economics, Summa Cum Laude University of Richmond - School of Arts and Sciences	2009-2013
<b>EMPLOYMENT</b>	<i>Assistant Professor of Supply Chain and Operations</i> University of Minnesota, Carlson School of Management	2022-Present
	<i>Director of Data Analytics</i> Monument Consulting, Richmond, VA	2013-2017
<b>PUBLISHED PAPERS</b>	Kesavan, S.*, Kushwaha, K.* & Steele, D.* (2026). “Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment.” <i>Management Science</i> , 72(1):119-127. Available <a href="#">here</a> . <i>*All authors contributed equally and their names appear in alphabetical order.</i>	
	Steele, D., Emadi, S., & Kesavan, S. (2025). “Intertemporal Pricing with Resellers: An Empirical Study of Product Drops.” <i>Management Science</i> , 71(9):7263-7285. 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> .	
<b>RESEARCH IN PROGRESS</b>	“Getting Consumers to Return E-waste: Evidence from Field and Lab Experiments,” with Atalay Atasu and Saravanan Kesavan. Available <a href="#">here</a> . ( <i>Under 2nd round review at 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> . ( <i>Reject with option to resubmit at M&amp;SOM</i> )	
	“Understanding Problem Specifications using Text Analysis,” with Brian Lee, Rachna Shah, and Andrew Shin* ( <i>Data analysis in progress</i> ) <i>*PhD student at University of Minnesota</i>	
	“The Display of Certified Local Food Products on Retail Shelves,” with Orchit Bhattacharyya* and Necati Ertekin ( <i>Field experiment design in progress</i> ) <i>*PhD student at University of Minnesota</i>	

“Impact of Interpretable AI on Decision Bias”  
*(Lab experiment design in progress)*

“The Product Drop Strategy,” with Necati Tereyağlu  
*(Model design in progress)*

<b>TEACHING</b>	<i>Instructor</i> , University of Minnesota BA 2551: <i>Business Statistics in R</i> MBA 6121: <i>Data Analysis and Statistics for Managers</i>	2022-Present
	<i>Guest lecturer (“Analytics in R”), University of Minnesota</i> ACCT 2051H: <i>Honors: Introduction to Financial Reporting</i>	2024
	<i>Instructor</i> , UNC Chapel Hill ( <i>2021 Latané PhD Outstanding Teacher</i> ) BUSI 410: <i>Business Analytics</i>	2020
	<i>Teaching Assistant</i> , UNC Chapel Hill 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>	2017-2021
<b>PRESENTATIONS</b>	<p>“Getting Consumers to Return E-waste: Evidence from Field and Lab Experiments”</p> <ul style="list-style-type: none"><li>• Seminar presentation at University of Texas at Austin 2025</li><li>• Seminar presentation at North Carolina State University 2025</li><li>• COER Annual Conference (Harvard Business School/Wharton) 2024</li><li>• Carlson School of Management Applied Economics Series 2025</li><li>• POMS Annual Conference 2022, 2024, 2025</li><li>• INFORMS Annual Conference 2022, 2023</li></ul> <p>“Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment”</p> <ul style="list-style-type: none"><li>• Carlson School of Management Applied Economics Series 2024</li><li>• POMS Annual Conference 2024</li><li>• INFORMS Annual Conference 2024</li></ul> <p>“Intertemporal Pricing with Resellers: An Empirical Study of Product Drops”</p> <ul style="list-style-type: none"><li>• Rotman Young Scholar Series 2023</li><li>• Workshop for Empirical Research in Operations Management 2021</li><li>• Revenue Management and Pricing Conference – <i>Spotlight Session</i> 2021</li><li>• MSOM Annual Conference 2021</li><li>• POMS Annual Conference 2021</li><li>• DSI Annual Conference 2021</li><li>• INFORMS Annual Conference 2020, 2021</li></ul> <p>“Local Fulfillment in E-Commerce: Structural Estimation of Fulfilling Demand Sensitive to Delivery Speed”</p> <ul style="list-style-type: none"><li>• Carlson School of Management Applied Economics Series 2022</li><li>• POMS Annual Conference 2023</li></ul>	

	“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
	“Developing Effective Presentations: Key Skills for the Job Market,” with Park Sinchaisri at UC-Berkeley	
	• POMS Doctoral Consortium	2024
<b>EXTERNAL SERVICE</b>	Journal article reviewer, <i>Management Science</i> (24 papers) <i>Manufacturing &amp; Service Operations Management</i> (12 papers), <i>Operations Research</i> (6 papers), <i>Production and Operations Management</i> (5 papers)	2022-Present
	Conference submission reviewer, <i>M&amp;SOM Annual Conference</i> , <i>M&amp;SOM SIG, Service Science Best Student Paper</i>	2022-Present
	Contributor to “Reproducibility in Management Science.” Published in <i>Management Science</i> . Available <a href="#">here</a> .	2023
	Session Chair, POMS Annual Conference	2025
	Session Moderator, COER Conference	2020-2021
	Session Chair, INFORMS Annual Conference	2020
<b>INTERNAL SERVICE</b>	PhD Student Advisor (two students)	2024-Present
	PhD Admission Committee, Supply Chain & Operations program	2023, 2025
	PhD Student Summer Paper Review Committee	2023-2025
	University of Minnesota Senate, Campus Safety Committee	2025
	Carlson Research Spend Committee	2025
<b>MEDIA</b>	Minnesota Public Radio – “AI's role in holiday shopping is mostly under the hood, for now, researcher says.” Available <a href="#">here</a> .	2025
	Star Tribune – “How AI is quietly reshaping your shopping trip.” Available <a href="#">here</a> .	2025
	UMN Expert Alert – “How AI impacts holiday shopping supply chains.” Available <a href="#">here</a> .	2025
	Food On Demand – “AI Brings Big Advantages to Small Businesses.” Available <a href="#">here</a> .	2025

	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> .	2024
	FOX9 – “Taylor Swift resale prices still have Swifties seeing Red.” Available <a href="#">here</a> .	2023
	KARE11 – “Swifties' compete for pricey resale tickets.” Available <a href="#">here</a> .	2023
	KTTC – “Business expert breaks down resale ticket market ahead of Taylor Swift Eras Tour stop in Minneapolis.” Available <a href="#">here</a> .	2023
	UMN Expert Alert – “Taylor Swift mania and the ticket resale market.” Available <a href="#">here</a> .	2023
	KARE11 – “Look what you made them do: Senators introduce 'Fans First Act' to hold ticket sellers accountable.” Available <a href="#">here</a> .	2023
<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	