

# Dayton Steele

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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	“Getting Consumers to Return E-waste: Evidence from Field and Lab Experiments,” with Atalay Atasu and Saravanan Kesavan. Available <a href="#">here</a> . (Under 2 <sup>nd</sup> round review 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> )	
	“Understanding Problem Specifications using Text Analysis,” with Brian Lee, Rachna Shah, and Andrew Shin* (Data analysis in progress) <i>*PhD student at University of Minnesota</i>	
	“The Display of Certified Local Food Products on Retail Shelves,” with Orchi Bhattacharyya* and Necati Ertekin (Field experiment design in progress) <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 Tereyağolu  
*(Model design in progress)*

## TEACHING

<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>	

## PRESENTATIONS “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 – *Spotlight Session* 2021
- MSOM Annual Conference 2021
- POMS Annual Conference 2021
- DSI Annual Conference 2021
- INFORMS Annual Conference 2020, 2021

“Getting Consumers to Return E-waste: Evidence from Field and Lab Experiments”

- Seminar presentation at University of Texas at Austin 2025
- Seminar presentation at North Carolina State University 2025
- COER Annual Conference (Harvard Business School/Wharton) 2024
- 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

	<p>“How Transparency to Black Box Models Impacts Manager Override Behavior: Explainable AI in Retail”</p> <ul style="list-style-type: none"> <li>COER Annual Conference (Harvard Business School/Wharton)</li> </ul>	2021
	<p>“Structural Estimation Methods in Practice”</p> <ul style="list-style-type: none"> <li>POMS Annual Conference</li> </ul>	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>	Journal article reviewer, <i>Management Science</i> , <i>Operations Research</i> , <i>Manufacturing &amp; Service Operations Management</i> , <i>Production and Operations Management</i>	2020-Present
	Conference submission reviewer, <i>M&amp;SOM Annual Conference</i> , <i>M&amp;SOM SIG</i> , <i>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 Moderator, COER Conference	2020-2021
	Session Chair, POMS Annual Conference	2025
	Session Chair, INFORMS Annual Conference	2020
<b>INTERNAL SERVICE</b>	PhD Admission Committee, Supply Chain & Operations program	2023, 2025
	University of Minnesota Senate, Campus Safety Committee	2025
	Carlson Research Spend Committee	2025
<b>MEDIA</b>	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	