

Dayton Steele

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EDUCATION	<i>PhD, Business Administration - Operations</i> 2017-2022 University of North Carolina at Chapel Hill, Kenan-Flagler Business School • Dissertation: <i>An Empirical Examination of New Innovative Processes in Retail.</i> Available here .
	<i>BS, Mathematical Economics, Summa Cum Laude</i> 2009-2013 University of Richmond - School of Arts and Sciences
EMPLOYMENT	<i>Assistant Professor of Supply Chain and Operations</i> 2022-Present University of Minnesota, Carlson School of Management
	<i>Director of Data Analytics</i> 2013-2017 Monument Consulting, Richmond, VA
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 here . <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 here .
	Steele, D., & Hoke, K. W. (2018). “The Effect of Brexit on EU Voting Power.” <i>UMAP Journal</i> , 39(1):27-39. Available here .
	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 here .
RESEARCH IN PROGRESS	“Getting Consumers to Return E-waste: Evidence from Field and Lab Experiments,” with Atalay Atasu and Saravanan Kesavan. Available here . (Under 2 nd 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 here . (Reject with option to resubmit at <i>M&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

<p><i>Instructor</i>, University of Minnesota BA 2551: <i>Business Statistics in R</i> MBA 6121: <i>Data Analysis and Statistics for Managers</i></p> <p><i>Guest lecturer</i> (“<i>Analytics in R</i>”), University of Minnesota ACCT 2051H: <i>Honors: Introduction to Financial Reporting</i></p> <p><i>Instructor</i>, UNC Chapel Hill (<i>2021 Latané PhD Outstanding Teacher</i>) BUSI 410: <i>Business Analytics</i></p> <p><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></p>	<p>2022-Present</p> <p>2024</p> <p>2020</p> <p>2017-2021</p>
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PRESENTATIONS “Intertemporal Pricing with Resellers: An Empirical Study of Product Drops”

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| • 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 |

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

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| • 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”

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| • 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”

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| • 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"> COER Annual Conference (Harvard Business School/Wharton) 	2021
	<p>“Structural Estimation Methods in Practice”</p> <ul style="list-style-type: none"> 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"> POMS Doctoral Consortium 	2024
EXTERNAL SERVICE	Journal article reviewer, <i>Management Science</i> , <i>Operations Research</i> , <i>Manufacturing & Service Operations Management</i> , <i>Production and Operations Management</i>	2020-Present
	Conference submission reviewer, <i>M&SOM Annual Conference</i> , <i>M&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 here .	2023
	Session Moderator, COER Conference	2020-2021
	Session Chair, POMS Annual Conference	2025
	Session Chair, INFORMS Annual Conference	2020
INTERNAL SERVICE	PhD Admission Committee, Supply Chain & Operations program	2023, 2025
	University of Minnesota Senate, Campus Safety Committee	2025
	Carlson Research Spend Committee	2025
MEDIA	Star Tribune – “Seller, beware – if you're hoping to unload this ubiquitous Ikea dresser, it may be worth more than you think.” Available here .	2024
	FOX9 – “Taylor Swift resale prices still have Swifties seeing Red.” Available here .	2023
	KARE11 – “‘Swifties’ compete for pricey resale tickets.” Available here .	2023
	KTTC – “Business expert breaks down resale ticket market ahead of Taylor Swift Eras Tour stop in Minneapolis.” Available here .	2023
	UMN Expert Alert – “Taylor Swift mania and the ticket resale market.” Available here .	2023
	KARE11 – “Look what you made them do: Senators introduce ‘Fans First Act’ to hold ticket sellers accountable.” Available here .	2023

GRANTS	Dean's Small Grant, Carlson School (\$4,641.45)	2024-2025
SAFETY	Completion of <i>UMN Active Threat Training</i>	2023
SOFTWARE	R, Python, SLURM, Matlab, Stata, Mathematica, SQL, Excel/VBA	