Dayton Steele

Email: dayton_steele@kenan-flagler.unc.edu | Phone: (540) 597-7897
Website: https://daytonsteele.com

EDUCATION

PhD, Operations — Expected Graduation 2022
Advisor: Saravanan Kesavan
University of North Carolina at Chapel Hill - Kenan-Flagler Business School
Dissertation: *"An Empirical Examination of New Innovative Processes in Retail"*

BS, Mathematical Economics, Summa Cum Laude — Graduated 2013
University of Richmond - School of Arts and Sciences

RESEARCH IN PROGRESS

"Intertemporal Pricing with Resellers: An Empirical Study of Product Drops," with Saravanan Kesavan and Seyed Emadi. Available for download here.
(Under preparation for resubmission to Management Science)

- Key methodology: structural estimation

"Enhancing Local Fulfillment in Retail: A Structural Model of Fulfilling Demand Sensitive to Waiting," with Saravanan Kesavan
(Working paper, targeting Manufacturing & Service Operations Management)

- Key methodology: structural estimation

"How Transparency to Black Box Models Impacts Manager Override Behavior: Explainable AI in Retail," with Saravanan Kesavan
(Field experiments in progress)

- Key methodology: field experimentation

"Incentivizing Recycling to Improve Sustainability: Empirical Evidence from a Consumer Electronics Retailer," with Atalay Atasu and Saravanan Kesavan
(Field experiments in progress)

- Key methodology: field experimentation

PUBLISHED PAPERS

"The Effect of Brexit on EU Voting Power" (2018), with Kathy Hoke
The UMAP Journal. Available for download here.

"A comparison of Carlet's second order nonlinearity bounds" (2017), with Sihem Mesnager, Gavin McGrew, James Davis, Katherine Marsten
International Journal of Computer Mathematics. Available for download here.

TEACHING

Instructor, UNC Chapel Hill *(2021 Latané PhD Outstanding Teacher)*
BUSI 410: Business Analytics — 2020
Instructor Evaluation: 4.8/5.0 (Response Rate: 93%, from 26/28)

- Available for download here.

Teaching Assistant, UNC Chapel Hill
BUSI 403: Operations Management (Undergraduate Course) — 2019
BUSI 410: Business Analytics (Undergraduate Course) — 2020
MBA 703: Operations Management — 2017-2020
MBA 705: Business Modeling: Prescriptive Analytics — 2020-2021
MBA 706: Data Analytics: Tools and Opportunities (Machine Learning) — 2020

PRESENTATIONS

"Intertemporal Pricing with Resellers: An Empirical Study of Product Drops"

- DSI Annual Conference 2021
- INFORMS Annual Conference 2021
- Workshop for Empirical Research in Operations Management 2021
  (Hosted by the Wharton School)
- Revenue Management and Pricing Conference – *Spotlight Session* 2021
  (Hosted by John Hopkins Carey Business School)
- MSOM Annual Conference 2021
- POMS Annual Conference 2021
- INFORMS Annual Conference 2020

"How Transparency to Black Box Models Impacts Manager Override Behavior: Explainable AI in Retail"

- Consortium of Operational Excellence in Retail 2021
  (Hosted by the Wharton School)

ACADEMIC SERVICE

Ad-hoc Reviewer, *Management Science* and *M&SOM* 2020-2021

Session Moderator (7 sessions), Consortium of Operational Excellence in Retail (Hosted by the Wharton School) 2021

Session Moderator (4 sessions), Consortium of Operational Excellence in Retail (Hosted by Harvard Business School) 2020

Session Co-chair, INFORMS Annual Conference 2020

DIVERSITY, EQUITY & INCLUSION

Completion of *Foundations of Diversity and Inclusion at Work*, Coursera – University of Virginia Darden School of Business 2021

Completion of *Leading for Equity, Diversity and Inclusion in Higher Education*, Coursera – University of Michigan 2021

DEI Liaison, UNC Kenan-Flagler Business School 2021

PROFESSIONAL EXPERIENCE

Director of Data Analytics 2013-2017
Monument Consulting, Richmond, VA

- Managed a team of three full-time Business Analysts
- Led all client meetings involving data analysis
- Architected SQL data warehouse to streamline reporting across $500MM in client spend across 12 clients

SOFTWARE

R, Python, Matlab, Stata, Mathematica, SQL, Excel/VBA

REFERENCES

Prof. Saravanan Kesavan (Advisor), kesavans@kenan-flagler.unc.edu
Prof. Seyed Emadi (Co-author), Seyed_Emadi@kenan-flagler.unc.edu
Prof. Atalay Atasu (Co-author), atalay.atasu@insead.edu