

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 here .	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 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, University of Minnesota</i> BA 2551: <i>Business Statistics in R</i> MBA 6121: <i>Data Analysis and Statistics for Managers</i></p> <p><i>Guest lecturer (“Analytics in R”), University of Minnesota</i> ACCT 2051H: <i>Honors: Introduction to Financial Reporting</i></p> <p><i>Instructor, UNC Chapel Hill (2021 Latané PhD Outstanding Teacher)</i> BUSI 410: <i>Business Analytics</i></p> <p><i>Teaching Assistant, UNC Chapel Hill</i> 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

<p>“Getting Consumers to Return E-waste: Evidence from Field and Lab Experiments”</p> <ul style="list-style-type: none"> • 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 	
<p>“Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment”</p> <ul style="list-style-type: none"> • Carlson School of Management Applied Economics Series 2024 • POMS Annual Conference 2024 • INFORMS Annual Conference 2024 	
<p>“Intertemporal Pricing with Resellers: An Empirical Study of Product Drops”</p> <ul style="list-style-type: none"> • 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 	
<p>“Local Fulfillment in E-Commerce: Structural Estimation of Fulfilling Demand Sensitive to Delivery Speed”</p> <ul style="list-style-type: none"> • 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	<p>Journal article reviewer, <i>Management Science</i> (22 papers) <i>Manufacturing & Service Operations Management</i> (11 papers), <i>Operations Research</i> (6 papers), <i>Production and Operations Management</i> (4 papers)</p>	2022-Present
	<p>Conference submission reviewer, <i>M&SOM Annual Conference</i>, <i>M&SOM SIG</i>, <i>Service Science Best Student Paper</i></p>	2022-Present
	<p>Contributor to “Reproducibility in Management Science.” Published in <i>Management Science</i>. Available here.</p>	2023
	<p>Session Chair, POMS Annual Conference</p>	2025
	<p>Session Moderator, COER Conference</p>	2020-2021
	<p>Session Chair, INFORMS Annual Conference</p>	2020
INTERNAL SERVICE	<p>PhD Student Advisor (two students)</p>	2024-Present
	<p>PhD Admission Committee, Supply Chain & Operations program</p>	2023, 2025
	<p>PhD Student Summer Paper Review Committee</p>	2023-2025
	<p>University of Minnesota Senate, Campus Safety Committee</p>	2025
	<p>Carlson Research Spend Committee</p>	2025
MEDIA	<p>Star Tribune – “Seller, beware – if you're hoping to unload this ubiquitous Ikea dresser, it may be worth more than you think.” Available here.</p>	2024
	<p>FOX9 – “Taylor Swift resale prices still have Swifties seeing Red.” Available here.</p>	2023
	<p>KARE11 – “Swifties' compete for pricey resale tickets.” Available here.</p>	2023
	<p>KTTC – “Business expert breaks down resale ticket market ahead of Taylor Swift Eras Tour stop in Minneapolis.” Available here.</p>	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	