# Dayton Steele

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**EDUCATION**

*PhD*, Business Administration - Operations          2017-2022
University of North Carolina at Chapel Hill, Kenan-Flagler Business School
- Dissertation: *An Empirical Examination of New Innovative Processes in Retail.* Available [here](#).

*BS*, Mathematical Economics, Summa Cum Laude          2009-2013
University of Richmond - School of Arts and Sciences

**EMPLOYMENT**

*Assistant Professor of Supply Chain and Operations*          2022-Present
University of Minnesota, Carlson School of Management

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

**PUBLISHED PAPERS**

Steele, D., Emadi, S., & Kesavan, S. (2024). "Intertemporal Pricing with Resellers: An Empirical Study of Product Drops." *Management Science*. Available [here](#).

Kesavan, S.*, Kushwaha, K.*, & Steele, D.* (2024). "Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment." *Management Science (Accepted).*
*All authors contributed equally and their names appear in alphabetical order.*

Steele, D., & Hoke, K. W. (2018). "The Effect of Brexit on EU Voting Power." *UMAP Journal*, 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." *International Journal of Computer Mathematics*, 94(3):427-436. Available [here](#).

**RESEARCH IN PROGRESS**

"Consumers' Role in Circularity Execution: Evidence from Field Experiments," with Atalay Atasu and Saravanan Kesavan. Available [here](#).
*(Reject with option to resubmit at Management Science)*

"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 M&SOM)*

"Evaluating Crowdsourcing Problem Specifications: A Text Discourse Analysis using LLMs," with Brian Lee, Anant Mishra, and Andrew Shin
*(Targeting submission to Management Science)*

"Impact of Interpretable AI on Decision Bias"
*(Lab experiments in progress)*

"The Product Drop Strategy," with Necati Tereyağoğlu
*(Model analysis in progress)*

| **TEACHING** | *Instructor*, University of Minnesota | 2022-Present |
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*Instructor*, University of Minnesota            2022-Present
     BA 2551: *Business Statistics in R*

*Guest lecturer (analytics in R)*, University of Minnesota     2024
     ACCT 2051H: *Honors: Introduction to Financial Reporting*

*Instructor*, UNC Chapel Hill *(2021 Latané PhD Outstanding Teacher)*    2020
     BUSI 410: *Business Analytics*

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

**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

"Consumers' Role in Circularity Execution: Evidence from Field Experiments"
- 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, (2025)

"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

"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

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|  | • POMS Doctoral Consortium | 2024 |
| **ACADEMIC SERVICE** | Journal article reviewer, *Management Science*, *Operations Research, Manufacturing & Service Operations Management, Production and Operations Management* | 2020-Present |
|  | Conference submission reviewer, *M&SOM Annual Conference, M&SOM SIG, Service Science Best Student Paper* | 2022-Present |
|  | PhD Admission Committee, Supply Chain & Operations program | 2023, 2025 |
|  | Contributor to Management Science Reproducibility Collaboration | 2023 |
|  | Session Moderator, COER Conference | 2020-2021 |
|  | Session Chair, POMS Annual Conference | 2025 |
|  | Session Chair, INFORMS Annual Conference | 2020 |
|  | 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 |
| **DIVERSITY, EQUITY & INCLUSION** | Coursework (Coursera): *Foundations of Diversity and Inclusion at Work*, and *Leading for Equity, Diversity and Inclusion in Higher Education* | 2021 |
|  | DEI Liaison, UNC Kenan-Flagler Business School | 2021-2022 |
| **SAFETY** | University of Minnesota Senate, Campus Safety Committee | 2025 |
|  | Completion of *UMN Active Threat Training* | 2023 |
| **SOFTWARE** | R, Python, SLURM, Matlab, Stata, Mathematica, SQL, Excel/VBA |  |