

# ROBERT EVAN SANDERS

<http://www.robertesanders.com/>

## ACADEMIC POSITIONS

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- 2022**     *Visiting Scholar*, University of Texas at Austin, McCombs School of Business<sup>1</sup>
- 2018 -**     *Assistant Professor*, University of California, San Diego, Rady School of Management

## EDUCATION

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- 2018**     University of Chicago, Booth School of Business  
Ph.D. Business Administration (Track: Quantitative Marketing and Economics)
- 2012**     University of Pennsylvania, Wharton School of Business  
B.Sc. Economics (with distinction)

## PEER-REVIEWED PUBLISHED AND ACCEPTED PAPERS

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### Accepted/Published

1. [Uninformed Choices in Perishables](#)  
with Karsten Hansen and Kanishka Misra  
Forthcoming in *Marketing Science*  
(Recipient of Becker Friedman Institute – Industrial Organization Initiative Award)
2. [Dynamic Pricing and Organic Waste Bans: A Study of Grocery Retailers' Incentives to Reduce Food Waste](#)  
Forthcoming in *Marketing Science*  
(Winner of 2017 Alden G. Clayton Doctoral Dissertation Proposal Competition from the Marketing Science Institute.)
3. [Consumer Misinformation and the Brand Premium: A Private Label Blind Taste Test](#)  
with Bart Bronnenberg and Jean-Pierre Dubé  
*Marketing Science* 39(2):382-406.  
(One of four finalists for the Robert D. Buzzell MSI Best Paper Award 2021; One of four finalists for the MSI 2018 – 2020 Research Priorities Working Paper Competition)

### Under Review/Revision

4. [Inventory Record Inaccuracy Explains Price Rigidity in Perishable Groceries](#)  
with Naveed Chehrazai and Ioannis Stamatopoulos  
Under Review

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<sup>1</sup>During this time, I was still an employee of the University of California and was not receiving payment from the University of Texas at Austin.

## INVITED PRESENTATIONS

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**2023** Summer Institute for Competitive Strategy (SICS, discussant)

**2023** INFORMS Marketing Science

**2022** Wharton Consortium For Operational Excellence in Retailing (COER)

**2022** Stanford

**2021** INFORMS Annual Conference

**2021** Harvard Consortium For Operational Excellence in Retailing (COER)

**2020** Virtual Quant Marketing Seminar

**2020** POMS (Invited and Accepted, Cancelled due to Covid-19)

**2019** INFORMS: International Conference

**2019** University of Texas at Austin

**2018** AMA, Marketing Science Institute

**2018** INFORMS Revenue Management and Pricing Conference

**2018** INFORMS Marketing Science Conference

**2017** University of California, San Diego

**2017** Washigton University in St. Louis

**2017** University of Michigan

**2017** London Business School

**2017** Northwestern University

## SERVICE

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### Conference organization

**2021** INFORMS Annual Conference  
Session organizer: Empirical Research in Revenue Management

**2018** INFORMS Marketing Science Conference  
Session organizer: Dynamic pricing and Revenue Management

## 2018 - Ad Hoc Reviewer

- Marketing Science
- Journal of Marketing Research
- Management Science
- Quantitative Marketing and Economics
- Production and Operations Management
- Food Policy
- Journal of Operations Management
- Annals of Operations Research

## Advising

## Placement

Hale Erkan (as committee member, 2023)

Aarizona State University

Fiori Anglou (as co-advisor; expected to graduate 2025)

Kohei Hayashida (as committee member; expected to graduate 2025)

Seung Hyun Kim (as committee member, expected to graduate 2023)