

# ROBERT EVAN SANDERS

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

## ACADEMIC POSITIONS

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2025 Associate Professor, University of California, San Diego, Rady School of Management

## PAST 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 (*magna cum laude*)

## PEER-REVIEWED PUBLISHED AND ACCEPTED PAPERS

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### Accepted/Published

1. [Inventory information frictions explain price rigidity in perishable groceries](#)  
with Naveed Chehrazi and Ioannis Stamatopoulos  
*Marketing Science*, 44(2):411–436, 2025  
Media coverage: [NPR Planet Money](#); [Salon](#); [Retail Dive](#)
2. [Of the first five US states with food waste bans, Massachusetts alone has reduced landfill waste](#)  
with Ioannis Stamatopoulos and Fiorentia Zoi Anglou  
*Science*, 385:1236–1240, 2024  
Media coverage: [New York Times](#); [Washington Post](#); [Bloomberg](#); [Associated Press](#); [NPR](#); [Forbes](#); [Boston Globe](#); [Science Press Release](#); [NBC San Diego](#); [UCSD Press Release](#); [Fast Company](#)
3. [Uninformed choices in perishables](#)  
with Karsten Hansen and Kanishka Misra  
*Marketing Science*, 43(4):751–777, 2024  
Media coverage: [The Hill](#)

- Recipient of Becker Friedman Institute – Industrial Organization Initiative Award

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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.

4. **Dynamic pricing and organic waste bans: A study of grocery retailers' incentives to reduce food waste**  
*Marketing Science*, 43(2):289–316, 2024  
 Media coverage: [New York Times](#); [The Hill](#); [NBC San Diego](#); [PBS San Diego](#); [Eater](#); [Civil Eats](#); [RetailWire](#); [Times of San Diego](#); [UCSD press release](#)
  - **Winner, 2017 MSI Alden G. Clayton Doctoral Dissertation Proposal Competition**
5. **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, 2020
  - **Finalist, Robert D. Buzzell MSI Best Paper Award 2021**
  - **Finalist, MSI 2018 – 2020 Research Priorities Working Paper Competition**

#### Working Papers

1. **Observational price variation in scanner data cannot reproduce experimental price elasticities**  
 Revise & Resubmit at *Econometrica*  
 with Rob Bray and Ioannis Stamatopoulos
2. **Electronic shelf labels have not led to surge pricing in US grocery retail, despite regulator concerns**  
 with Rob Bray and Ioannis Stamatopoulos  
 Media coverage: [Wall Street Journal](#); [Associated Press](#); [UCSD Press Release](#); [Northwestern Press Release](#)

#### In Progress

3. **Grocery retailers reduce food waste through local demand learning**  
 with Kaniska Misra and Kohei Hayashida
4. **Food date-label formats**  
 with Ioannis Stamatopoulos and Fiorentia Zoi Angloul
  - **MSI Grant # 4001868 (\$5,000)**
  - **McCombs Research Excellence Grant (\$15,000)**

#### **INVITED PRESENTATIONS**

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2025 Southern Methodist University

2024 United States Environmental Protection Agency (EPA) and Global Methane Initiative

2024 Georgetown University

2024 Johns Hopkins University

2023 Summer Institute for Competitive Strategy

2023 Stanford's Marketing for Environmental Sustainability Conference

2023 The University of Virginia

2023 The University of Hong Kong

2023 University of California, Berkeley

2023 Quantitative Marketing and Economics

2023 INFORMS Marketing Science

2022 Wharton Consortium For Operational Excellence in Retailing

2022 Stanford University

2021 Harvard Consortium For Operational Excellence in Retailing

2021 INFORMS Annual Conference

2020 Virtual Quant Marketing Seminar

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 Washington University in St. Louis

2017 University of Michigan

2017 London Business School

2017 Northwestern University

## **SERVICE**

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### **Policy work and government service**

2023 –2024 Washington State Department of Ecology  
 Serve on advisory committee supervising  
 roll-out of organic-waste management law (House Bill 1799)

## 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

## Editorial Review Board

- 2025 –    Marketing Science

## Ad Hoc Reviewer

- 2018 –    Marketing Science, Journal of Marketing Research, Management Science, Quantitative Marketing and Economics, Journal of Marketing, Marketing Letters, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Journal of Operations Management, Annals of Operations Research, Food Policy, Journal of Hunger and Environmental Nutrition

## Advising

Hale Erkan (as committee member, 2023)

Seung Hyun Kim (as committee member, 2024)

Fiori Angloul (as co-advisor, 2025)

Kohei Hayashida (as co-advisor, expected to graduate 2026)

## Placement

Arizona State University

Northeastern University (Visiting)

University of Colorado, Boulder  
Business and Sustainability Post-Doc Position