ROBERT EVAN SANDERS

http://www.robertesanders.com/

ACADEMIC POSITIONS

2022 — Visiting Scholar, University of Texas at Austin, McCombs School of Business[1]

2018 - — Assistant Professor, University of California, San Diego, Rady School of Management

EDUCATION

2012 – 2018 — University of Chicago, Booth School of Business
Ph.D. Business Administration (Track: Quantitative Marketing and Economics)

2006 – 2012 — University of Pennsylvania, Wharton School of Business
B.Sc. Economics (*magna cum laude*)

PEER-REVIEWED PUBLISHED AND ACCEPTED PAPERS

Accepted/Published

1. **Inventory information frictions explain price rigidity in perishable groceries**
   with Naveed Chehrazi and Ioannis Stamatopoulos
   Forthcoming in *Marketing Science*
   Media coverage: NPR Planet Money; Salon; Retail Dive

2. **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**

3. **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: NBC San Diego; PBS San Diego; Eater; Civil Eats; RetailWire; Times of San Diego; UCSD press release; The Hill

   - **Winner, 2017 MSI Alden G. Clayton Doctoral Dissertation Proposal Competition**

4. **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. **Organic waste bans have failed to divert waste away from landfills in the United States—except in Massachusetts**
   Under revision for *Science* (3rd round)
   with Ioannis Stamatopoulos and Fiorentia Zoi Anglou

2. **Observational price variation in scanner data cannot reproduce experimental price elasticities**
   with Rob Bray and Ioannis Stamatopoulos

In Progress

3. **Learning to reduce waste**
   with Kaniska Misra and Kohei Hayashida

4. **Food date-label formats**
   with Ioannis Stamatopoulos and Fiorentia Zoi Anglou
   - **MSI Grant # 4001868 ($5,000)**
   - **McCombs Research Excellence Grant ($15,000)**

INVITED PRESENTATIONS

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 Summer Institute for Competitive Strategy

2023 INFORMS Marketing Science

2022 Wharton Consortium For Operational Excellence in Retailing

2022 Stanford University

2021 INFORMS Annual Conference

2021 Harvard Consortium For Operational Excellence in Retailing

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

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

2018 –   **Ad Hoc Reviewer**

- Marketing Science

- Journal of Marketing Research

- Management Science

- Operations Research

- Quantitative Marketing and Economics

- Journal of Marketing

- Marketing Letters

- Production and Operations Management

- Food Policy

- Journal of Operations Management

- Annals of Operations Research

Advising   Placement

Hale Erkan (as committee member, 2023)   Arizona State University

Seung Hyun Kim (as committee member, 2024)   Northeastern Univeristy (Visiting)

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

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