

# 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.)  
Media mentions: [NBC San Diego](#); [PBS San Diego](#); [Eater](#); [Civil Eats](#); [RetailWire](#); [Times of San Diego](#); [UCSD press release](#)
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, 2020  
(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 Information Frictions Explain Price Rigidity in Perishable Groceries](#)  
with Naveed Chehraz and Ioannis Stamatopoulos  
Under Review at *Marketing Science*

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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.

## In Progress

5. On the endogeneity of U.S. retail prices: Insights from a large-scale field experiment  
with Rob Bray and Ioannis Stamatopoulos
6. Have organic waste bans actually diverted waste away from landfills in adopting states?  
with Ioannis Stamatopoulos and Fiorentia Zoi Anglou
7. Learning to reduce retail food waste: evidence from a large Japanese grocery retail chain  
with Kaniska Misra and Kohei Hayashida

## **INVITED PRESENTATIONS**

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**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

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### Policy work and government service

**2023** – 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
- 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)

Arizona State University

Fiori Angloul (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)