

Dayton Steele

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EDUCATION	PhD, Business Administration - Operations University of North Carolina at Chapel Hill, Kenan-Flagler Business School • Dissertation: <i>An Empirical Examination of New Innovative Processes in Retail.</i> Available here .	2017-2022
	BS, Mathematical Economics, Summa Cum Laude University of Richmond - School of Arts and Sciences	2009-2013
EMPLOYMENT	Assistant Professor of Supply Chain and Operations University of Minnesota, Carlson School of Management	2022-Present
	Director of Data Analytics Monument Consulting, Richmond, VA	2013-2017
PUBLISHED PAPERS	Steele, D., Emadi, S., & Kesavan, S. (2024). "Intertemporal Pricing with Resellers: An Empirical Study of Product Drops." <i>Management Science</i> . Available here .	
	Kesavan, S.*, Kushwaha, K.*, & Steele, D.* (2024). "Profit Implications of Judgmental Adjustments to Forecast Inputs: Evidence from a Large-Scale Field Experiment." <i>Management Science (Accepted)</i> . <i>*All authors contributed equally and their names appear in alphabetical order.</i>	
	Steele, D., & Hoke, K. W. (2018). "The Effect of Brexit on EU Voting Power." <i>UMAP Journal</i> , 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." <i>International Journal of Computer Mathematics</i> , 94(3):427-436. Available here .	
RESEARCH IN PROGRESS	"Consumers' Role in Circularity Execution: Evidence from Field Experiments," with Atalay Atasü and Saravanan Kesavan (<i>Reject with option to resubmit at Management Science</i>)	
	"Local Fulfillment in E-Commerce: Structural Estimation of Fulfilling Demand Sensitive to Delivery Speed," with Saravanan Kesavan. Available here . (<i>Reject with option to resubmit at M&SOM</i>)	
	"Evaluating Crowdsourcing Problem Specifications: A Text Discourse Analysis using LLMs," with Brian Lee, Anant Mishra, and Andrew Shin (<i>Targeting submission to Management Science</i>)	
	"Impact of Interpretable AI on Decision Bias" (<i>Lab experiments in progress</i>)	
	"The Product Drop Strategy," with Necati Tereyağolu (<i>Model analysis in progress</i>)	

TEACHING	<i>Instructor, University of Minnesota BA 2551: Business Statistics in R</i>	2022-Present
	<i>Guest lecturer (analytics in R), University of Minnesota ACCT 2051H: Honors: Introduction to Financial Reporting</i>	2024
	<i>Instructor, UNC Chapel Hill (2021 Latané PhD Outstanding Teacher) BUSI 410: Business Analytics</i>	2020
	<i>Teaching Assistant, UNC Chapel Hill 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)</i>	2017-2021
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 – <i>Spotlight Session</i>	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
	• POMS Annual Conference	2022, 2024
	• INFORMS Annual Conference	2022, 2023
	“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	
	• POMS Doctoral Consortium	2024

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