

Dayton Steele

Email: dayton_steele@kenan-flagler.unc.edu | Phone: (540) 597-7897

Website: <https://daytonsteele.com>

EDUCATION	<i>PhD</i> , Operations Advisor: Saravanan Kesavan University of North Carolina at Chapel Hill - Kenan-Flagler Business School Dissertation: “ <i>An Empirical Examination of New Innovative Processes in Retail</i> ” <i>BS</i> , Mathematical Economics, Summa Cum Laude University of Richmond - School of Arts and Sciences	Expected Graduation 2022 Graduated 2013
WORKING PAPERS	“Intertemporal Pricing with Resellers: An Empirical Study of Product Drops,” with Saravanan Kesavan and Seyed Emadi. Available for download here . (<i>Under preparation for resubmission to Management Science</i>) <ul style="list-style-type: none">• Key methodology: structural estimation “Enhancing Local Fulfillment in Retail: A Structural Model of Fulfilling Demand Sensitive to Waiting,” with Saravanan Kesavan. Available for download here . (<i>Targeting Manufacturing & Service Operations Management</i>) <ul style="list-style-type: none">• Key methodology: structural estimation	
WORKS IN PROGRESS	“How Transparency to Black Box Models Impacts Manager Override Behavior: Explainable AI in Retail,” with Saravanan Kesavan (<i>Field experiments in progress</i>) <ul style="list-style-type: none">• Key methodology: field experimentation “Incentivizing Recycling to Improve Sustainability: Empirical Evidence from a Consumer Electronics Retailer,” with Atalay Atasu and Saravanan Kesavan (<i>Field experiments in progress</i>) <ul style="list-style-type: none">• Key methodology: field experimentation	
PUBLISHED PAPERS	“The Effect of Brexit on EU Voting Power” (2018), with Kathy Hoke <i>The UMAP Journal</i> . Available for download here . “A comparison of Carlet’s second order nonlinearity bounds” (2017), with Sihem Mesnager, Gavin McGrew, James Davis, Katherine Marsten <i>International Journal of Computer Mathematics</i> . Available for download here .	
TEACHING	<i>Instructor</i> , UNC Chapel Hill (<i>2021 Latané PhD Outstanding Teacher</i>) BUSI 410: Business Analytics Instructor Evaluation: 4.8/5.0 (Response Rate: 93%, from 26/28) <ul style="list-style-type: none">• Available for download here. <i>Teaching Assistant</i> , UNC Chapel Hill BUSI 403: Operations Management (Undergraduate Course) BUSI 410: Business Analytics (Undergraduate Course) MBA 703: Operations Management MBA 705: Business Modeling: Prescriptive Analytics	2020 2019 2020 2017-2020 2020-2021

	MBA 706: Data Analytics: Tools and Opportunities (Machine Learning)	2020
PRESENTATIONS	“Intertemporal Pricing with Resellers: An Empirical Study of Product Drops”	
	<ul style="list-style-type: none"> • Workshop for Empirical Research in Operations Management (Hosted by the Wharton School) 2021 • Revenue Management and Pricing Conference – <i>Spotlight Session</i> (Hosted by John Hopkins Carey Business School) 2021 • DSI Annual Conference (to be presented) 2021 • INFORMS Annual Conference (to be presented) 2021 • MSOM Annual Conference 2021 • POMS Annual Conference 2021 • INFORMS Annual Conference 2020 	
	“How Transparency to Black Box Models Impacts Manager Override Behavior: Explainable AI in Retail”	
	<ul style="list-style-type: none"> • Consortium of Operational Excellence in Retail (Hosted by the Wharton School) 2021 	
ACADEMIC SERVICE	Session Moderator (7 sessions), Consortium of Operational Excellence in Retail (Hosted by the Wharton School)	2021
	Session Moderator (4 sessions), Consortium of Operational Excellence in Retail (Hosted by Harvard Business School)	2020
	Session Co-chair, INFORMS Annual Conference	2020
	Ad-hoc Reviewer, <i>Management Science</i>	2020
DIVERSITY, EQUITY & INCLUSION	Completion of <i>Foundations of Diversity and Inclusion at Work</i> , Coursera – University of Virginia Darden School of Business	2021
	Completion of <i>Leading for Equity, Diversity and Inclusion in Higher Education</i> , Coursera – University of Michigan	2021
PROFESSIONAL EXPERIENCE	<i>Director of Data Analytics</i> Monument Consulting, Richmond, VA	2013-2017
	<ul style="list-style-type: none"> • Managed a team of three full-time Business Analysts • Led all client meetings involving data analysis • Architected SQL data warehouse to streamline reporting across \$500MM in client spend across 12 clients 	
SOFTWARE	R, Python, Matlab, Stata, Mathematica, SQL, Excel/VBA	
REFERENCES	Prof. Saravanan Kesavan (Advisor), kesavans@kenan-flagler.unc.edu Prof. Seyed Emadi (Co-author), Seyed_Emadi@kenan-flagler.unc.edu Prof. Atalay Atasu (Co-author), atalay.atasu@insead.edu	