ROBERT EVAN SANDERS

http://www.robertesanders.com/

ACADEMIC POSITIONS

- 2022 Visiting Scholar, University of Texas at Austin, McCombs School of Business¹
- 2018 Assistant Professor, University of California, San Diego, Rady School of Management

EDUCATION

- 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

Accepted/Published

- Inventory information frictions explain price rigidity in perishable groceries with Naveed Chehrazi and Ioannis Stamatopoulos Marketing Science, 44(2):411–436, 2025 Media mentions: 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 mentions: 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 mentions: The Hill
 - Recipient of Becker Friedman Institute Industrial Organization Initiative Award
- 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 mentions: 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

¹During this time, I was still an employee of the University of California and was not receiving payment from the University of Texas at Austin.

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

In Progress

2. Learning to reduce waste

with Kaniska Misra and Kohei Hayashida

3. Food date-label formats

with Ioannis Stamatopoulos and Fiorentia Zoi Anglou

- MSI Grant # 4001868 (\$5,000)
- McCombs Research Excellence Grant (\$15,000)

INVITED PRESENTATIONS

2025 Southern Methodist University

- 2024 United States Environmental Protection Agency (EPA) and Global Methane Initiative
- 2024 Georgetown University
- 2024 Johns Hopkins University
- 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 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

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

 $2025 - \bullet$ 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

Placement

Hale Erkan (as committee member, 2023)

Seung Hyun Kim (as committee member, 2024)

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

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

Arizona State University

Northeastern University (Visiting)