

ROBERT E. SANDERS

CONTACT INFORMATION

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EMPLOYMENT

University of California, San Diego
Rady School of Management
Assistant Professor of Marketing

July 2018 - Present

EDUCATION

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

August 2018

University of Pennsylvania, Wharton School of Business
B.Sc. Economics, (with distinction)

May 2012

WORKING PAPERS

- “The Economics of Retail Food Waste”
- “Reducing Retailer Food Waste through Revenue Management”
- “Consumer Misinformation and the Brand Premium: a Private Label Blind Taste”, With Jean-Pierre Dubé and Bart J. Bronnenberg

WORKS IN PROGRESS

- “Food Waste and Dynamic Pricing of Perishables: a Field Experiment”
- “The Value of Temporal Data in Target Marketing”
- “Alcohol Consumption, Externalities, and the Business Cycle: Optimal Taxation Implications”, with Michael Thomas

CONFERENCE PRESENTATIONS

INFORMS Marketing Science Conference <i>Reducing Retailer Food Waste through Revenue Management</i>	Philadelphia, PA	<i>June 2018</i>
INFORMS Revenue Management and Pricing Conference <i>Reducing Retailer Food Waste through Revenue Management</i>	Toronto, CA	<i>June 2018</i>
AMA, Marketing Science Institute, Special Session Linking Academic Theory and Marketing Practice (MSI)	Boston, MA	<i>August 2018</i>

SEMINAR PRESENTATIONS

2017: UCSD, LBS, University of Michigan, WUSTL, Northwestern

PROFESSIONAL ACTIVITIES

Conference organization:

INFORMS Marketing Science Conference: Created and Co-chaired Special Session on Dynamic Pricing (with Max Joo) Session 1. <i>Perishable and seasonal goods</i> Session 2. <i>Advance-selling Market</i>	Philadelphia, PA	<i>June 2018</i>
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Adhoc reviewer for *Production and Operations Management*

Member of AEA, AMA, INFORMS

AWARDS AND HONORS

Becker Friedman Institute - Industrial Organization Initiative Award	<i>2018</i>
Winner of the 2017 Alden G. Clayton Doctoral Dissertation Proposal Competition from the Marketing Science Institute.	<i>2017</i>
Wesley C. Pickard PhD Fellowship	<i>2016-2017</i>
Katherine Dusak Miller PhD Fellowship,	<i>2015-2016</i>
Booth School of Business Ph.D. Fellowship	<i>2012-2017</i>
Lisa & David Matlin Scholarship, University of Pennsylvania	<i>2011-2012</i>
Ellis and Betty Finkelman Scholarship, University of Pennsylvania	<i>2011</i>
William and Louise Meiklejohn Scholarship, University of Pennsylvania	<i>2011</i>
Elizabeth S. Hadley Scholarship, University of Pennsylvania	<i>2009</i>