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CURRICULUM VITAE – KARSTEN THEIL HANSEN

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**Citizenship**

Denmark, USA

**Education:**

Ph.D., Economics 2000, Brown University, USA.  
M.A., Economics 1995, University of Copenhagen, Denmark.

**Dissertation:**

“Essays on Bayesian Semiparametric Models”,  
Advisor: Professor Tony Lancaster, Brown University.

**Graduate Academic Honors:**

1998/1999 Alfred P. Sloan Doctoral Dissertation Fellowship,  
1998 Abramson Award for Exceptional Dissertation Progress  
1995-1997 Danish Research Academy Fellowship.

**Post Graduate Academic Honors:**

2022 Best Paper Paper Award, AMA, Pricing Area  
2007 MSI Young Scholar  
2005–2006 Kraft Research Professor  
2005 Finalist for the Paul E. Green Award (JMR)  
2005 Aigner Award for best applied paper in  
the Journal of Econometrics, 2003–2004.  
2003–2004 Kraft Research Professor

**Professional Experience:**

Duane A. Nelles Jr. Endowed Chair in 2025–present  
Corporate Governance  
Professor UC San Diego, 2014–2024  
Associate Professor UC San Diego, 2008–2014  
Associate Professor Northwestern University, 2006–2008  
Assistant Professor Northwestern University, 2002–2006  
Post-doctoral Fellow and Lecturer The University of Chicago, 1999–2002.

## Publications

1. "Uninformed Choices in Perishables",  
(joint with Robert E. Sanders and Kanishka Misra),  
Marketing Science, 43 (4), 751-777, 2024
2. "Dominance Effects in the Wild",  
(joint with Ariel Fridman and On Amir),  
Journal of Consumer Research, 50 (6), 1117-1135, 2024
3. "Variation and Covariation in Large-scale Replication Projects: An Evaluation of Replicability.",  
(joint with Blakeley B. McShane and Ulf Böckenholt),  
Journal of the American Statistical Association, 2022, Vol. 117, NO. 540
4. "Collusive Outcomes via Pricing Algorithms",  
(joint with Mallesh M. Pai and Kanishka Misra),  
Journal of European Law and Economics, 2021, Vol.12, No.4
5. "Algorithmic Collusion: Supra-competitive Prices via Independent Algorithms"  
(joint with Mallesh M. Pai and Kanishka Misra),  
Marketing Science, Vol.40, No.1, 2021.
6. "Can Short Psychological Interventions Affect Educational Performance? Revisiting the Effect of Self-Affirmation Interventions."  
(joint with Mallesh M. Pai and Kanishka Misra),  
Psychological Science , Vol.31, No.7, 2020.
7. "Average Power: A Cautionary Note."  
(joint with Blakeley B. McShane and Ulf Böckenholt),  
Advances in Methods and Practices in Psychological Science, Vol. 3(2) , 2020.
8. "How Context Affects Choice."  
(joint with Thomadsen, Raphael, Robert P. Rooderkerk et.al),  
Customer Needs and Solutions , 5, no. 1-2 , 2018.
9. "Adjusting for Publication Bias in Meta-Analysis: An Evaluation of Selection Methods and Some Cautionary Notes"  
(joint with Blakeley B. McShane and Ulf Böckenholt),  
Perspectives on Psychological Science, Vol. 11(5) , 2016.
10. "Outsourcing Retail Pricing to a Category Captain: The Role of Information Firewalls"  
(joint with Vincent Nijs and Kanishka Misra),  
Marketing Science, Vol 33, No. 1, 2014.
11. "Hierarchical Modeling of Choice Concentration of US Households"  
(joint with Vishal Singh and Romana Khan),  
to appear in *Bayesian Inference in the Social Sciences*, Jeliaskov, I. and Yang, X.(eds),  
Wiley, 2013.
12. "Wal-Mart's Impact on Supplier Profits"  
(joint with Vincent Nijs, Eric Anderson and Qingyi Huang)  
Journal of Marketing Research, Vol. 49, No. 2, 2012.

13. "Parameter Orthogonalization and Bayesian Inference with Many Instruments",  
(joint with Jinyong Hahn).  
Economics Letters, 112, 2011.
14. "Channel Pass-through of Trade Promotions",  
(joint with Vincent Nijs, Eric Anderson, Kanishka Misra and Laskhman Krishnamurthi).  
Marketing Science, Vol. 29, No. 2, 2010
15. "The Option Value of Returns – Theory and Empirical Evidence",  
(joint with Eric Anderson and Duncan Simester)  
Marketing Science, Vol.28, No.3, 2009.
16. "Market Structure across Retail Formats", (joint with Vishal Singh)  
Marketing Science, Vol.28, No.4, 2009.
17. "Are Store Brand Buyers Store Loyal? – An Empirical Investigation"  
(joint with Vishal Singh).  
Management Science, Vol.54, No.10, 2008.
18. "Market Entry and Consumer Behavior: An Investigation of a Wal-Mart Supercenter",  
(joint with Vishal Singh and Robert C. Blattberg),  
Marketing Science, Vol.25, No.5, 2006.
19. "Understanding Store Brand Purchase Behavior Across Categories",  
(joint with Vishal Singh and Pradeep Chintagunta),  
Marketing Science, Vol.25, No.1, 2006.
20. "Modeling Preferences for Common Attributes in Multi-Category Brand Choice",  
joint with Sachin Gupta and Vishal Singh,  
Journal of Marketing Research, May 2005.  
(Finalist for the *Paul E. Green Award*)
21. "The Effect of Schooling and Ability on Achievement Test Scores",  
joint with James J. Heckman and Kathleen Mullen,  
Journal of Econometrics, Volume 121, July-August 2004.  
(Winner of the *Aigner Award* for best applied paper in the *Journal of Econometrics*, 2003–2004.)
22. "Estimating Distributions of Treatment Effects with an Application to the  
Returns to Schooling and and Measurement of the Effects of Uncertainty on College Choice"  
(joint with Pedro Carneiro and James J. Heckman),  
International Economic Review, May 2003, Vol.44, No.2 (lead article)
23. "Removing the Veil of Ignorance in Assessing The Distributional Impacts of Social Policies "  
(joint with James J. Heckman and Pedro Carneiro), Swedish Economic Policy Review, 8, 2001.