

ROBERT EVAN SANDERS

<http://www.robertesanders.com/>

ACADEMIC POSITIONS

2025 Associate Professor, University of California, San Diego, Rady School of Management

PAST 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

1. **Inventory information frictions explain price rigidity in perishable groceries**
with Naveed Chehri and Ioannis Stamatopoulos
Marketing Science, 44(2):411–436, 2025
Media coverage: [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 coverage: [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 coverage: [The Hill](#)
 - **Recipient of Becker Friedman Institute – Industrial Organization Initiative Award**

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.

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 coverage: [New York Times](#); [CNBC](#); [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
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
2. **Electronic shelf labels have not led to surge pricing in US grocery retail, despite regulator concerns**
with Rob Bray and Ioannis Stamatopoulos
Media coverage: [Wall Street Journal](#); [CNBC](#); [Associated Press](#); [USA Today](#); UCSD Press Release; Northwestern Press Release

In Progress

3. **Grocery retailers substantially reduce food waste through local demand learning**
with Kaniska Misra and Kohei Hayashida
4. **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 University of California, Riverside

2025 Southern Methodist University

2024 United States Environmental Protection Agency (EPA) and Global Methane Initiative

2024 Georgetown University

2024 Johns Hopkins University

2023 Summer Institute for Competitive Strategy

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 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 – 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

Hale Erkan (as committee member, 2023)

Seung Hyun Kim (as committee member, 2024)

Fiori Anglou (as co-advisor, 2025)

Kohei Hayashida (as co-advisor, expected to graduate 2026)

Placement

Arizona State University

Northeastern University (Visiting)

University of Colorado, Boulder
Business and Sustainability Post-Doc Position