

May 25<sup>th</sup>, 2023

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<b>Education</b>	HARVARD UNIVERSITY	Cambridge, MA
	Ph.D. in Statistics, November 1994 Cognate: Statistical Applications in Business and Marketing Research Thesis topic: Analysis of Ordinal Survey Data with No Answer Responses Advisor: Professor Alan M. Zaslavsky	
	HARVARD UNIVERSITY	Cambridge, MA
	A.M. in Statistics, March 1990	
	THE WHARTON SCHOOL, UNIV. of PENN	Philadelphia, PA
	Bachelor of Science in Economics, May 1988 - Major in Statistics	
<b>Employment</b>	THE WHARTON SCHOOL, UNIV. of PENN	Philadelphia, PA
	<ul style="list-style-type: none"> <li>• Chairperson, Wharton Marketing Department, 2014-</li> <li>• K.P. Chao Professor, Professor of Marketing, Statistics and Data Science, Education and Economics (tenured), July 2015-</li> <li>• Vice-Dean, Analytics at Wharton, 2019-</li> <li>• Vice-Dean and Director, Wharton Doctoral Programs, July 2009-2016</li> <li>• K.P. Chao Professor, Professor of Marketing, Statistics, and Education (tenured), July 2006-2015</li> <li>• K.P. Chao Professor, Professor of Marketing and Statistics (tenured), July 2005-June 2006.</li> <li>• Associate Professor of Marketing and Statistics (tenured), July 2000-June 2005</li> <li>• Assistant Professor of Marketing and Statistics, July 1996 – June 2000</li> <li>• Lecturer, Statistics Department, January 1995 – May 1996</li> <li>• Academic Director, Wharton Small Business Dev. Center, March 2002-June 2008</li> <li>• Wharton Risk Center Fellow, February 2007-</li> <li>• Senior Fellow, Leonard Davis Institute of Health Economics, 2007-</li> <li>• Co-Director, Wharton Interactive Media Initiative, March 2008-December 2010</li> </ul>	

	<ul style="list-style-type: none"> <li>• Faculty Director, Wharton Customer Analytics Initiative, January 2011-2019</li> <li>• University of Pennsylvania Fellow, 2009-2011</li> <li>• Fellow, Warren Center in Network and Data Sciences, Penn School of Engineering, 2013-</li> <li>• Academic Fellow, Marketing Science Institute, 2020-</li> </ul>	
<b>Research Interests</b>	<ul style="list-style-type: none"> <li>• Probability models for Marketing data</li> <li>• Applied Bayesian modeling</li> <li>• Missing data problems</li> <li>• Choice modeling</li> <li>• Statistical models for unique data structures</li> </ul>	
<b>Work Experience</b>	<p>GBK COLLECTIVE, LLC December 2015- Co-Founder and Chief Research Officer</p> <ul style="list-style-type: none"> <li>• Business Intelligence</li> <li>• Marketing Research</li> <li>• Custom Analytics</li> </ul> <p>EDUCATIONAL TESTING SERVICE (Princeton, NJ) Associate Research Scientist, September 1994 - June 1996 Statistics and Psychometric Research Division</p> <ul style="list-style-type: none"> <li>• Bayesian Item Response Models</li> <li>• Testlet Models</li> <li>• Computerized Adaptive Testing</li> </ul>	New York, NY
	<p>E.I. DuPONT de NEMOURS &amp; CO. May 1991 - August 1994 Statistician and Doctoral Research Fellow, Corporate Marketing and Business Research Division. Full time May 1991 - September 1992 while living in Wilmington. Part time Consultant September 1992 - August 1994</p> <ul style="list-style-type: none"> <li>• Analysis of Categorical Survey Data (Multivariate Analysis, Logistic Regression, OLS Regression, Factor Analysis, Bayesian Modeling, etc.)</li> <li>• Experimental Design</li> <li>• Consultant to Corporate Management</li> <li>• Developed corporate metrics</li> <li>• Implemented a new “one page trade off” grid technique</li> </ul>	Wilmington, DE

	<p>RENT BUREAU, LLC  June 2007-June 2015  Statistician, Research Fellow, and Equity Partner</p> <ul style="list-style-type: none"> <li>• Address the predictive nature of monthly rental data on future rental behavior.</li> <li>• Business Strategy and Consulting</li> </ul>	Atlanta, GA
	<p>INVITE MEDIA, INC [Sold to Google]  August 2007- June 2010  Chief Scientist</p> <ul style="list-style-type: none"> <li>• Responsible for all statistical projects</li> <li>• Targeted banner advertising using click-through and social network data.</li> <li>• Business Strategy and Consulting</li> </ul>	Philadelphia, PA
	<p>OFFICE ARROW, INC.  July 2008-July 2011  Statistical and Business Consultant</p> <ul style="list-style-type: none"> <li>• Responsible for improving business model for social networking website</li> </ul>	Atlanta, GA
	<p>STRATEGIC DATA CORPORATION  September 1999-September 2001  [Sold to Fox Media Interactive]  Chief Scientist</p> <ul style="list-style-type: none"> <li>• Development of targeted banner advertising engine</li> </ul> <p>Statistical Consulting</p> <p>Board Memberships</p> <ul style="list-style-type: none"> <li>• Wanderfly.com</li> <li>• Passionate Research</li> <li>• FABeetle.com</li> <li>• Clean Slate, Inc.</li> </ul> <p>NOMI, INC.</p> <ul style="list-style-type: none"> <li>• Academic Advisor and Statistical Consultant on Path Modeling</li> </ul>	Santa Monica, CA
<b>Awards</b>	<ul style="list-style-type: none"> <li>• 4 time winner (1988-1991), Harvard University Derek Bok Center for excellence in teaching</li> <li>• E.I. DuPont de Nemours and Company young researcher award, Corporate Marketing Division, 1992</li> <li>• Appointed Research Consultant, AT&amp;T Bell Laboratories, 1997</li> <li>• Finalist 1997 American Statistical Association Savage Award Dissertation Prize</li> <li>• 1998, 1999, 2001, 2012, 2013 Wharton MBA Core Curriculum Teaching Award</li> </ul>	

- 1999, 2000, 2001, 2002, 2007, 2008 Miller-Sherrerd MBA Core Teaching Award
- Invited Speaker and Spokesperson for  $\mu\alpha\theta$ , national mathematics high school honor society, 2001
- 2001-2002, 2004-2005, 2006-2007, 2010-2011, 2013-2014 Helen Kardon Moss Anvil Award Finalist
- 2003, 2004, 2005, 2006, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 Wharton School, MBA Excellence in Teaching Award
- 2003 AERA Outstanding Reviewer
- 2003 Wharton West WEMBA Teaching Award
- 2004 Wharton School, Undergraduate Excellence in Teaching Award
- Finalist, Paul E. Green Award for the best paper in *Journal of Marketing Research*, 2004.
- Appointed Fellow of the American Statistical Association, 2005
- 2006, 2007, 2008 Wharton East WEMBA Teaching Award
- 2006, 2007, 2008, 2011, 2012, 2014, 2015, 2018 “Goes Above and Beyond the Call of Duty” Wharton MBA Teaching Award
- 2006 NCME Technical or Scientific Contribution to the Field of Educational Measurement: Development of Testlet Response Theory
- 2006, 2007 Outstanding Reviewer -- *Journal of Educational and Behavioral Statistics*.
- Winner of the 2006 Research Committee of the Society of General Internal Medicine Best Paper Award.
- Winner, American Marketing Association, EXPLOR Award (2007)
- Finalist, John D.C. Little Award (2008) for best paper in *Marketing Science* or *Management Science*
- Appointed Fellow of the American Education Research Association, (2009).
- Appointed Inaugural Fellow of the University of Pennsylvania, (2009)
- Finalist, H. Paul Root Award (2009), Best Paper in *Journal of Marketing*.
- Named Top-5 Business School Professor, *Financial Times* (2010)
- Finalist, Paul E. Green Award for the best paper in *Journal of Marketing Research*, 2011, 2015.
- Finalist, Steenkamp Award for Long-Term Impact, *International Journal of Research in Marketing*, 2015.
- Winner, Helen Kardon Moss Anvil Award for MBA teaching.
- Winner, Donald Lehmann Award for Best Dissertation Paper *Journal of Marketing* or *Journal of Marketing Research* (2016)
- Winner, *IJRM* (2016) Jan-Benedict Steenkamp Paper Award for Long-term Impact
- Winner John D.C. Little Award, Best Paper, *Marketing Science*, (2017)
- Finalist, Davidson Award, Best Paper, *Journal of Retailing* (2018)
- Provost's Lindback Award for Distinguished PhD Teaching and Mentoring (2020)
- Fellow of the INFORMS Society for Marketing Science (2020)
- Chief Data Officer Magazine - 2021 List of 100 Leading Academic Data

	Leaders
<b>Professional Associations</b>	<ul style="list-style-type: none"> <li>• Board Member, American Marketing Association, 2013-2016.</li> <li>• Co-Editor, Replication Corner, <i>Marketing Letters</i>, 2012-</li> <li>• Area Editor, <i>Journal of Marketing Research</i>, 2012-</li> <li>• Area Editor, <i>Journal of the American Statistical Association</i>, Theory and Methods, 2011-</li> <li>• Editor-in-Chief: <i>Marketing Science</i>, 2008-2010</li> <li>• Area Editor: <i>Marketing Science</i>, 2006-2007.</li> <li>• Associate Editor: <i>Psychometrika</i>, 2002-2007.</li> <li>• Senior Associate Editor: <i>Journal of Educational and Behavioral Statistics</i>, 2002-2007.</li> <li>• Associate Editor: <i>Journal of Educational and Behavioral Statistics</i>, 2002-2007.</li> <li>• Associate Editor: <i>Bayesian Analysis</i>, 2004-</li> <li>• Editorial Board: <i>International Journal of Research in Marketing</i>, 2007-</li> <li>• Chair, William O'Dell Award Committee, <i>Journal of Marketing Research</i></li> <li>• Co-Editor, Replications Corner, <i>IJRM</i>, 2013-</li> <li>• Editorial Board: <i>Marketing Science</i>, 2001- 2007</li> <li>• Editorial Board: <i>Journal of Marketing Research</i>, 2004-</li> <li>• Editorial Board: <i>Journal of Consumer Research</i>, 2007-</li> <li>• Associate Editor: <i>Quantitative Marketing and Economics</i>, 2003-</li> <li>• Editorial Board: <i>Marketing Letters</i>, 1999-</li> <li>• Editorial Board: <i>Quarterly Journal of Electronic Commerce</i>, 2000- 2007</li> <li>• Editorial Board: <i>Journal of Marketing</i>, 2008-</li> <li>• Associate Editor: <i>Journal of Computational and Graphical Statistics</i>, 1997-2003</li> <li>• Associate Editor: Special Issue of <i>Management Science</i>, 2003</li> <li>• Program Committee Chair: Princeton-Trenton Chapter ASA, 1995-1996</li> <li>• Chance Task Force : American Statistical Association, 2001-2002</li> <li>• Treasurer, INFORMS Society on Marketing Science, 2005-</li> <li>• Management Committee: <i>Journal of Educational and Behavioral Statistics</i>, 2003-2006.</li> <li>• Section on Statistics in Marketing, American Statistical Association, Chair 2002, Council of Representatives 2005.</li> <li>• Appointed National Academy of Sciences Panel Member, Food Insecurity Task Force, 2004-2005.</li> <li>• Appointed National Academy of Sciences Panel Member, Census Program of Evaluations and Experiments, 2007-2008.</li> <li>• Reviewer: <i>Journal of the American Statistical Association</i>, <i>Psychometrika</i>, <i>Statistica Sinica</i>, <i>Marketing Science</i>, <i>Statistical Science</i>, <i>Journal of Educational Measurement</i>, <i>Marketing Letters</i>, <i>Journal of Marketing Research</i>, <i>Statistics in Medicine</i>, <i>The American Statistician</i>, <i>Management Science</i>, <i>Journal of Business and Economic Statistics</i>, <i>Journal of Educational and Behavioral Statistics</i>, <i>Journal of Computational and Graphical Statistics</i>, <i>Journal of Consumer Research</i>, <i>Applied Psychological Measurement</i>, <i>Quantitative Marketing and Economics</i>, <i>Chance</i></li> </ul>

**Publications in  
Refereed  
Journals**

- 1) Doksum, K., Blyth, S., Bradlow, E.T., Meng, X-L., Zhao, H. (1994) "Correlation Curves as Local Measures of Variance Explained by Regression," *Journal of the American Statistical Association*, Vol. 89, 426, 571-572
- 2) Bradlow, E.T. (1996), "Negative Information and the Three-Parameter Logistic Model," *Journal of Educational and Behavioral Statistics*, Summer, Vol. 21, Number 2, 179-185.
- 3) Bradlow, E.T. (1997), "A Note on Multivariable Testing in Marketing Research ...or Forbes, Free Popcorn, and Experimental Design," *CHANCE*, Vol. 10(2), Summer, 11-13.
- 4) Bradlow, E.T. and Zaslavsky, A. M. (1997), "Case Influence Analysis in Bayesian Inference," *Journal of Computational and Graphical Statistics*, September, Vol. 6, 314-331.
- 5) Junker, B.W. and Bradlow, E.T. (1997), Discussion of Val Johnson's "Alternatives to GPA-based Evaluation of Student Performance," *Statistical Science*, Vol. 42, Number 4, 274-276.
- 6) Bradlow, E.T. and Wainer, H. (1998), "Publication Delays in Statistics Journals," *CHANCE*, 11(1), 42-45, Lead article.
- 7) Wainer, H., Palmer, S. J., and Bradlow, E.T. (1998), "A Selection of Selection Anomalies," *CHANCE*, 11(2), 3-7.
- 8) Bradlow, E.T. and Wainer, H. (1998), "Some Statistical and Logical Considerations when Rescoring Tests," *Statistica Sinica*, July, Vol. 8, No. 3, 713-728.
- 9) Bradlow, E.T. and Thomas, N. (1998), "Item Response Theory Models Applied to Data Allowing Examinee Choice," *Journal of Educational and Behavioral Statistics*, Fall, Vol. 23, No. 3, 236-243.
- 10) Bradlow, E.T., Weiss, R.E., and Cho, M. (1998), "Bayesian Identification of Outliers in Computerized Adaptive Tests," *Journal of the American Statistical Association*, September, Vol. 93, No. 443, 910-919.
- 11) Bradlow, E.T. (1998), "Encouragement Designs: An approach to self-selected samples in an experimental design," *Marketing Letters*, 9:4, 383-391.
- 12) Bradlow, E.T. and Zaslavsky, A. M. (1999), "A Hierarchical Latent Variable Model for Ordinal Data From a Customer Satisfaction Survey with 'No Answer' Responses," *Journal of the American Statistical Association*, March, Vol. 94, No. 445, 43-52.
- 13) Bradlow, E.T., Wainer, H., and Wang, X. (1999), "A Bayesian Random Effects Model for Testlets," *Psychometrika*, 64, 153-168.
- 14) West, P.M., Ariely, D., Bellman, S., Bradlow, E.T., Huber, J., Johnson, E., Kahn, B., Little, J., Schkade, D. (1999), "Agents to the Rescue?" *Marketing Letters*, HEC Special Issue on Advances in Choice Theory, 207-240.
- 15) Hoch, S.J., Bradlow, E.T., and Wansink, B. (1999), "The Variety of An Assortment," *Marketing Science*, Volume 18, Number 4, 527-546.
- 16) Montgomery, A.L. and Bradlow, E.T. (1999), "Why Analyst Overconfidence about the Functional Form of Demand Models Can Lead to Overpricing," *Marketing Science*, Volume 18, Number 4, 569-583.
- 17) Bradlow, E.T. and Schmittlein, D.C. (1999), "The Little Engines That Could: Modeling the Performance of World Wide Web Search Engines," *Marketing Science*, Volume 19, Number 1, 43-62.
- 18) Bradlow, E.T. and Rao, V.R. (2000), "A Hierarchical Bayes Model for Assortment Choice," *Journal of Marketing Research*, Vol. XXXVII (May), 259-268.
- 19) Bradlow, E.T. and Fitzsimons, G.J. (2001), "Subscale Distance and Item

- Clustering Effects in Self-Administered Surveys: A New Metric,” *Journal of Marketing Research*, Vol. XXXVIII (May), 254-261.
- 20) Bradlow, E.T. and Weiss, R.E., (2001), “Outlier Measures and Norming Methods for Computerized Adaptive Tests,” *Journal of Educational and Behavioral Statistics*, Spring, Vol. 26, No. 1, 83-102.
  - 21) Bradlow, E.T. and Fader, P.S. (2001), “A Bayesian Lifetime Model for the ‘Hot 100’ Billboard Songs,” *The Journal of the American Statistical Association*, Vol. 96, No. 454, 368-381.
  - 22) Bradlow, E.T. and Hutchinson, W. (2001), “Choosing the Optimal Number of Clusters in K-means Clustering,” a comment, *Journal of Consumer Psychology*, Vol. 10, Number 1 and 2, 103-104.
  - 23) Bradlow, E.T., Hardie, B.G.S., and Fader, P.S. (2002), “Bayesian Inference for the Negative Binomial Distribution Via Polynomial Expansions,” *Journal of Computational and Graphical Statistics*, Vol. 11, Number 1, 189-201.
  - 24) Wang, X., Bradlow, E.T., and Wainer, H. (2002), “A General Bayesian Model for Testlets: Theory and Applications,” *Applied Psychological Measurement*, 26 (1), 1090-128. Also listed as ETS GRE Technical Report 98-01.
  - 25) Everson, P.J. and Bradlow, E.T. (2002), “Bayesian Inference for the Beta-Binomial Distribution via Polynomial Expansions,” *Journal of Computational and Graphical Statistics*. Volume 11, Number 1, 202-207.
  - 26) Hoch, S.J., Bradlow, E.T., and Wansink, B. (2002), “Rejoinder to ‘The Variety of An Assortment: An Extension to the Attribute-Based Approach’,” *Marketing Science*, Vol. 21, Number 3, 342-346.
  - 27) Bradlow, E.T. (2002), “Exploring Repeated Measures Data Sets for Key Features Using Principal Components Analysis,” *International Journal of Research in Marketing*, (19), 167-179.
  - 28) Bradlow, E.T., Hoch, S., and Hutchinson, W. (2002), “An Assessment of Basic Computer Proficiency Among Active Internet Users: Test Construction, Calibration, Antecedents, and Consequences,” *Journal of Educational and Behavioral Statistics*, Fall, Vol. 27, No. 3, 237-253.
  - 29) Marshall, P. and Bradlow, E.T. (2002), “A Unified Approach to Conjoint Analysis Models,” *Journal of the American Statistical Association*, Volume 97, Number 459, 674-682.
  - 30) Silber, J.H., Rosenbaum, P.R., Even-Shoshan, O., Zhang, X., Bradlow, E.T., Shabbout, M. and Marsh, R. (2003), “Length of Stay, Conditional Length of Stay, and Prolonged Stay in Pediatric Asthma,” *Health Services Research*, Volume 38, Number 3 (June), 867-886.
  - 31) Bradlow, E.T. (2003), “A Comment on Comparing Harm Done by Mobility and Class Absence: Missing Students and Missing Data,” *Journal of Educational and Behavioral Statistics*, 28(3).
  - 32) Bradlow, E.T., Hu, Y., and Ho, T-H. (2004), “A Learning-based Model for Imputing Missing Levels in Partial Conjoint Profiles,” *Journal of Marketing Research*, **Lead Article and discussion paper**, Vol. XLI (November), 369-381. **Finalist, Paul E. Green Award, best paper in Journal of Marketing Research.**
  - 33) Bradlow, E.T., Hu, Y. and Ho, T.H. (2004), “Modeling Behavioral Regularities of Consumer Learning in Conjoint Analysis,” *Journal of Marketing Research*, Vol. XLI (November), 392-396.
  - 34) Wainer, H., Wang, X., Skorupski, W. P., and Bradlow, E.T. (2005), “A Bayesian Advantage in Evaluating Passing Scores: The PPOp Curve,” *Journal of Educational Measurement*, Fall, Vol 42, No 3, 271-282.
  - 35) Park, Y.H. and Bradlow, E.T. (2005), “An Integrated Model for Bidding

- Behavior in Internet Auctions: Whether, Who, When, and How Much,” *Journal of Marketing Research*, Vol. XLII (November 2005), 470–482. An article in the NY Daily News based on this paper appeared February 21<sup>st</sup>, 2006.
- 36) Bradlow, E.T. (2005), “Current Issues and a Wish-List for Conjoint Analysis,” *Applied Stochastic Models in Business and Industry*, with discussion and rejoinder, Vol. 21, No 4-5, 319-323, 331-332.
- 37) Larson, J.S., Bradlow, E.T. and Fader, P. (2005), “An Exploratory Look at In-Store Supermarket Shopping Paths,” *International Journal of Research in Marketing*, Vol. 22, No. 4, 395-414. **Winner, Steenkamp Award for Long-Term Impact.**
- 38) Bradlow, E.T., Bronnenberg, B., Russell, G.J., Arora, N., Bell, D.R., Deepak, S.D., ter Hoefstede, F., Sismeiro, C., Thomadsen, R., and Yang, S. (2005), “Spatial Models in Marketing”, *Marketing Letters*, Volume 16, Numbers 3-4, 267-278.
- 39) Zanutto, E. and Bradlow, E.T. (2006), “The Perils of Data Pruning in Consumer Choice Models,” *Quantitative Marketing and Economics*, September, Vol. 4, No. 3, 267-287.
- 40) Schweidel, D.A., Bradlow, E.T., and Williams, P. (2006), “A Feature-Based Approach to Assessing Advertisement Similarity,” *Journal of Marketing Research*, Vol. 43, Issue 2, 237-243.
- 41) Musalem, A., Bradlow, E.T. and Raju, J. (2006), “Bayesian Estimation of Random-Coefficients Choice Models using Aggregate Data,” *Journal of Applied Econometrics*, to appear.
- 42) Braun, M., Fader, P.S., Bradlow, E.T., and Kunreuther, H. (2006), “Modeling the ‘Pseudodeductible’ in Insurance Claims Decisions,” *Management Science*, Vol. 52, No. 8., 1258-1272. **Winner of 2006 INFORMS Decision Analysis Society (DAS) student paper competition.**
- 43) Miller, S.J., Bradlow, E.T., and Dayartna, K. (2006) “Closed-Form Bayesian Inferences for the Logit Model via Polynomial Expansions”, *Quantitative Marketing and Economics*, Vol 4. No 2, 173-206.
- 44) Schweitzer, M., Hershey, J., and Bradlow, E.T. (2006), “Promises and Lies: Restoring Violated Trust,” *Organizational Behavior and Human Decision Processes*, Issue 1, September, Pages 1-19, **Lead Article.**
- 45) Werner, Rachel M. and Eric T. Bradlow (2006). "Relationship between Medicare's Hospital Compare performance measures and mortality rates." *Journal of the American Medical Association*, 296(22): 2694-2702 with discussion. **Winner of the 2006 Research Committee of the Society of General Internal Medicine Best Paper Award.** Response article, April 4<sup>th</sup>, 2007, Vol 297, no. 13, p 1431.
- 46) Burns, L.R., Lee, J.A., Bradlow, E.T. , and Antonacci, A.C. (2007), “Surgeon Evaluation of Suture and Endo-Mechanical Products”, *Journal of Surgical Research*, Vol 141, 2, 220-233.
- 47) Bradlow, E.T. and Park, Y-H. (2007), “Bayesian Estimation of Bid Sequences in Internet Auctions Using a Generalized Record Breaking Model,” *Marketing Science*, Mar/Apr; 26(2): 218 – 229. **Finalist, John D.C. Little Award (2008) for best paper in Marketing Science or Management Science.**
- 48) Burns, L.R., Lee, J.A., Bradlow, E.T. , and Antonacci, A.C. (2007), “Assessment of Medical Devices: How to Conduct Comparative Technology Evaluations of Product Performance”, *International Journal of Technology Assessment in Health Care*, 23(4):455-63.
- 49) Schweidel, D.A., Fader, P.S, Bradlow, E.T. (2008), “Modeling Retention



- In and Across Cohorts”, *Journal of Marketing*, Vol 72, 82-94.
- 50) McShane, B., Adrian, M., Bradlow, E.T., Fader, P.S. (2008), “Count Models Based on Weibull Interarrival Times”, *Journal of Business and Economic Statistics*, Vol 26, No. 3, 369-378.
  - 51) Wang, X., Bradlow, E., Wainer, H. & Muller, E. (2008). A Bayesian method for studying DIF: A cautionary tale filled with surprises and delights. *Journal of Educational and Behavioral Statistics*, 33, 363-384.
  - 52) Schweidel, D.A., Fader, P.S, and Bradlow, E.T. (2008), “A Bivariate Timing Model for Customer Acquisition and Retention”, *Marketing Science*, Vol. 27, No. 5, September–October 2008, pp. 829–843.
  - 53) Werner, R.M., Bradlow, E.T., and Asch, D. A. (2008), “Evaluating the role of performance measures in quality improvement: Do process measures capture unmeasured quality information?”, *Health Services Research*, **Lead Article**, Vol. 43, Number 5, 1464-1484.
  - 54) Musalem, A., Bradlow, E.T., and Raju, J. (2008), “Who’s got the coupon? Estimating Consumer Preferences and Coupon Usage from Aggregate Information”, *Journal of Marketing Research*, Vol. XLV (December 2008), 715–730. 715.
  - 55) Naik, P., Wedel, M., Bacon, L., Bodapati, A., Bradlow, E.T., Kamakura, W., Kruegen, J., Lenk, P., Montgomery, Madigan, D., A.M. (2008), “Challenges and Opportunities in High Dimensional Choice Data Analyses”, *Marketing Letters*, December, 3-4, 201-213.
  - 56) Netzer, O., Toubia, O, Bradlow, E.T., Dahan, E., Evgeniou, T., Feinberg, F.M., Feit, E.M., Hui, S.K., Johnson, J., Liechty, J.C., Orlin, J.B., Rao, V.R. (2008), “Beyond Conjoint Analysis: Advances in Preference Measurement”, *Marketing Letters*, December, 3-4, 337-354.
  - 57) Bradlow, E.T., Jensen, S.T., Wolfers, J, and Wyner, A.J. (2008), “A Statistical Look at Roger Clemens’ Pitching Career”, *Chance*, Volume 21, Number 3, 24-30.
  - 58) Hui, S.K., Fader, P.S., and Bradlow, E.T. (2009) “Path Data in Marketing: An Integrative Framework and Prospectus for Model-Building”, *Marketing Science*, Vol. 28, No. 2, 320-335.
  - 59) Hui, S.K., Fader, P.S., and Bradlow, E.T. (2009), “The Traveling Salesman Goes Shopping: The Systematic Inefficiencies of Grocery Paths”, *Marketing Science*, 28 566-572.
  - 60) Hui, S.K., Bradlow, E.T., and Fader, P.S. (2009), “An Integrated Model of Grocery Store Shopping Path and Purchase Behavior”, *Journal of Consumer Research*, Vol. 36, 478-493.
  - 61) Ding, M, Park, Y.H, and Bradlow, E.T. (2009), “Alternative Preference Measurement Methods: Sequential Choice and Barter Conjoint”, *Management Science*, to appear.
  - 62) Chandon, P., Hutchinson, J.W., Bradlow, E.T. and Young, S. (2009), “Does In-Store Marketing Work? Effects of the Number and Position of Shelf Facings on Attention and Evaluation at the Point of Purchase”, *Journal of Marketing*, **Lead Article**, Vol 73, Number 6, 1-17. **Finalist, H. Paul Root Award for Best Paper in the Journal of Marketing.** A managerial summary of this work also appears as "In-Store Marketing Work: Effects of the Number and Position of Shelf Facings on Brand

- Attention and Evaluation," *Journal of Retail Analytics*, 5 (4), 40-42.
- 63) Kunreuther, H, Silvasi, G., Bradlow, E.T., and Small, D. (2009), "Bayesian Analysis of Deterministic and Stochastic Prisoner's Dilemma Games", *Journal of Decision Making*, to appear.
- 64) Lee, K.L, Meyer, R.J. and Bradlow, E.T. (2009), "An Analysis of Internet Usage during Hurricane Katrina", *Risk Analysis*, 29(12), 2009, 1645 - 1808.
- 65) Kaufman-Scarborough, C., Morrin, M., Petro, G., and Bradlow, E.T. (2010), "Improving the Crystal Ball: Consumer Consensus and Retail Prediction Markets", *Journal of Research in Interactive Marketing*, Vol. 4 Iss: 1, pp.30 - 45.
- 66) Wang, X. Baldwin, S., Wainer, H. and Bradlow, E. T. with Reeve, B., Smith, A., Bellizzi, K. & Baumgartner, K. (2010). "Using Testlet Response Theory to Analyze Data from a Survey of Attitude Change among Breast Cancer Survivors", *Statistics in Medicine*, 29, Volume: 29 Issue: 19 Pages: 2028-2044 Published: AUG 30 2010.
- 67) Werner, R.M. and Bradlow, E.T. (2010), "Public Reporting On Hospital Process Improvements Is Linked To Better Patient Outcomes", *Health Affairs*, 29, no. 7 (2010): 1319-1324.
- 68) Musalem, A., Olivares, M, Bradlow, E.T, Terwiesch, and Corsten, D. (2010), "Structural Estimation of the Effect of Out-of-Stocks", *Management Science*, Volume 56, Number 7, 1180-1197.
- 69) Ailawadi, K.A., Bradlow, E.T., Draganska, M., Nijs, V., Rooderkerk, R., Sudhir, K., Wilbur, K., Zhang, J. (2010), "Empirical Models of Manufacturer-Retailer Interaction: A Review and Agenda for Future Research", *Marketing Letters*, Vol 21, No. 3, 273-285.
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<b>Books</b>	<p>Wainer, H., Bradlow, E.T., and Wang, X. (2007), “Testlet Response Theory and Its Applications”, Cambridge University Press, ISBN-13: 9780521681261   ISBN-10: 052168126X.</p> <p>Bradlow, E.T., Niedermeier, K., Williams, P. (2009), “Marketing in the Financial Services Industry”, McGraw-Hill, New York.</p>
<b>Book Chapters</b>	<p>102) Bradlow, E.T. (2000), “A Comparison of Computational Methods for Hierarchical Models in Customer Survey Questionnaire Data,” in <i>Simulation-Based Inference in Econometrics: Methods and Applications</i>, Mariano, R. S., Schuermann, T., and Weeks, M. (eds), Cambridge University Press, 307-327.</p> <p>103) Wainer, H., Bradlow, E.T., and Du, Z. (2000), “Testlet Response Theory: An</p>

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<p><b>Other Publications</b></p>	<p>112) Wainer, H. and Bradlow, E.T. (1996), “On the Consequences of Some Test Rescoring Policies,” Educational Testing Service, Tech Rep. 96-5.</p> <p>113) Bradlow, E.T. and Zaslavsky, A. M. (1996), “Case Influence Analysis in Bayesian Inference,” <i>Proceedings of the 28th Symposium on the Interface</i>, Sydney, Australia, 150-161.</p> <p>114) Zaslavsky, A. M. and Bradlow, E.T. (1997), “Posterior Predictive Outlier Detection Using Sample Reweighting,” <i>Proceedings: Section of Bayesian Statistical Science, American Statistical Association</i>, 55-62.</p> <p>115) Bradlow, E.T. and Kalyanam, K. (1998), “A Comment on Customer Value Analysis,” <i>Case Studies in Bayesian Statistics IV</i>, Springer-Verlag, 60-63.</p> <p>116) Bradlow, E.T. (2002), “A Day in the Life,” <i>Amstat News</i>, 40-41, September.</p> <p>117) Wang, X, Bradlow, E. T., &amp; Wainer, H. (2004). User's Guide for SCORIGHT (Version 3.0): A computer program for scoring tests built of testlets including a module for covariate analysis. ETS Technical Report RR-04-49. Princeton, NJ: Educational Testing Service.</p>

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<p><b>Submitted Papers</b></p>	<p>127) Novak, J., Feit, E.M., Jensen, S.T. and Bradlow, E.T., (2022) “Bayesian Imputation for Anonymous Visits in CRM Data”, <i>Marketing Science</i>, <i>revise and resubmit</i>.</p> <p>128) Rhodes, M., Feit, E.M., Bradlow, E. T. and Phan, T. (2022), “An Integrated Model for Dynamic Brand Equity”, <i>Marketing Science</i>, <i>revise and resubmit</i>.</p> <p>129) Gopalakrishnan, A., and Bradlow, E.T. (2022), “Hidden Markov Models: Backcasting Flexibility Versus Forecasting Limitations”, <i>Quantitative Marketing and Economics</i>, <i>revise and resubmit</i>.</p> <p>130) Lu, T, Bradlow, E.T., and Hutchinson, J.W. (2022), “Multiple Dimensions of Binge Learning in Online Education”, <i>Journal of Marketing</i>, <i>2<sup>nd</sup> round</i>.</p> <p>131) Yu, Q., Berman, R., Bradlow, E.T. (2022), "The Dark Side of Category Expansion: Will (and Which) Existing Ones "Pay the Price"?", <i>Marketing Science</i>.</p> <p>132) Yang, L. Bradlow, E.T., and Fader, P. (2022), “Inferring Individual Preferences and Intra-Household Dynamics with Aggregate Data: An Application to Targeted TV Advertising”, <i>Management Science</i>.</p> <p>133) McCoy, J.P., Ciulli, R., and Bradlow, E.T. “Two-For-One Conjoint: Bayesian Cross Category Learning for Shared Attribute Categories”, <i>Journal of Marketing Research</i>.</p> <p>134) McShane, B, Bradlow, E.T., Lynch, J.G. and Meyer, R.J, “<i>Statistical Significance" and Statistical Reporting: Moving Beyond Binary</i>, <i>Journal of Marketing</i>.</p> <p>135) Kim, M., Bradlow, E.T., and Iyengar, R.I. “A Bayesian Dual-Network Clustering Approach for Selecting Data and Parameter Granularities”,</p>

	<i>Marketing Science.</i>
<b>Papers in Progress</b>	Working on a multitude of papers on branding, advertising effectiveness, and learning models.
<b>Doctoral Supervisor</b>	<ul style="list-style-type: none"> <li>• Du, Z., Education Department, Columbia University (1998), Winner of AERA Division D – Mary Catherine Ellwein Outstanding Dissertation Award, 2002 American Psychological Association Division 5 Distinguished Dissertation Award</li> <li>• Cain, Lisa B., Marketing Department, The Wharton School, co-chair with Len Lodish (2001)</li> <li>• Musalem, Andres, Marketing Department, The Wharton School, co-chair with Jagmohan Raju (2006)</li> <li>• Schweidel, David, Marketing Department, The Wharton School, co-chair with Peter S. Fader (2006)</li> <li>• Hui, Sam, Marketing Department, The Wharton School, co-chair with Peter S. Fader (2008), Winner of Levy and Weitz Doctoral Dissertation Competition, AMA John A. Howard Dissertation Award, Honorable Mention Winner Academy of Marketing Science - Mary Kay Dissertation Competition, Finalist George B. Dantzig Dissertation Prize in Operations Research.</li> <li>• Zhang, Yao, Statistics Department, The Wharton School, co-chair with Dylan Small (2012)</li> <li>• Schwartz, Eric ,Marketing Department, The Wharton School, co-chair with Peter S. Fader (2013), Honorable Mention, 2012 MSI Alden G. Clayton Doctoral Dissertation Proposal Competition</li> <li>• Wang, Pengyuan, Statistics Department, The Wharton School, co-chair with Ed George (2013)</li> <li>• Affandi, Raja, Statistics Department, The Wharton School, co-chair with Emily Fox (2014).</li> <li>• Gopalakrishnan, Arun, Marketing Department, The Wharton School, co-chair with Peter S. Fader (2015)</li> <li>• Novak, Julie, Statistics Department, The Wharton School, co-chair with Shane Jensen (2015)</li> <li>• Stourm, Valeria, Marketing Department, The Wharton School, co-chair with Peter S. Fader (2016), Honorable Mention – AMA Mathew Joseph Emerging Scholar Award, Honorable Mention, 2015 MSI Alden G. Clayton Doctoral Dissertation Proposal Competition.</li> <li>• Stourm, Ludovic, Marketing Department, The Wharton School, co-chair with Raghu Iyengar (2016).</li> <li>• Phan, Tung, Statistics Department, The Wharton School, co-chair with Shane Jensen (2016)</li> <li>• McCarthy, Daniel, Statistics Department, The Wharton School, co-chair with Shane Jensen (2017). Winner, ISMS Dissertation Award, Winner Alden G. Clayton Dissertation Prize.</li> <li>• Yang, Liangbin, Marketing Department, The Wharton School, co-chair with Peter Fader (2017)</li> <li>• Lu, Tong, Marketing Department, The Wharton School, co-chair with Wes Hutchinson (2018)</li> <li>• Lee, Sangkil, Psychology Department, University of Pennsylvania, co-chair with Joe Kable (2020)</li> <li>• Yu, Qi, Marketing Department, University of Pennsylvania, co-chair with Ron</li> </ul>

	<p>Berman (2021)</p> <ul style="list-style-type: none"> <li>• Kim, Mingyung, Marketing Department, University of Pennsylvania, co-chair with Raghu Iyengar (2024)</li> </ul>
<b>Doctoral Committees</b>	<ul style="list-style-type: none"> <li>• Zhou, H., Statistics Department, The Wharton School (1997)</li> <li>• Kostritskaya, K., Statistics Department, The Wharton School (1998)</li> <li>• Wang, Y., Statistics Department, The Wharton School (1998)</li> <li>• Moe, Wendy, Marketing Department, The Wharton School (2000)</li> <li>• Ming, Kewei, Statistics Department, The Wharton School (2000)</li> <li>• Diaz-Tena, Nuria, Statistics Department, The Wharton School (2001)</li> <li>• Deepak, Sri Devi, Marketing Department, Columbia University (2001)</li> <li>• Park, Young-Hoon, Marketing Department, The Wharton School (2001)</li> <li>• Eisenstein, Eric, Marketing Department, The Wharton School (2002)</li> <li>• Chen, Pei-Yu, OPIM Department, The Wharton School (2002)</li> <li>• May, Henry, School of Education, The University of Pennsylvania (2002)</li> <li>• Zhang, Ren, Statistics Department, The Wharton School (2002)</li> <li>• Janakiraman, Narayan, Marketing Department, The Wharton School (2003)</li> <li>• Hu, Ye, Marketing Department, The Wharton School (2004)</li> <li>• Sangyoung Song, Marketing Department, The Wharton School (2005)</li> <li>• Donovan, Mark, Department of Biostat, The University of Pennsylvania (2006)</li> <li>• Braun, Michael, OPIM Department, The Wharton School (2006)</li> <li>• Xu, Xinyi, Statistics Department, The Wharton School (2006)</li> <li>• Machin, Jane Marketing Department, The Wharton School (2006)</li> <li>• de Jong, Martijn G., Marketing Department, Tilburg University (2006)</li> <li>• Baldwin, Su, Department of Education, University of Mass-Amherst (2007)</li> <li>• Harik, Polina, Department of Education, University of Delaware (2008)</li> <li>• Wang, Lie, Statistics Department, The Wharton School (2008)</li> <li>• Verrochi, Nicole, Marketing Department, The Wharton School (2009)</li> <li>• McShane, Blake, Statistics Department, The Wharton School (2010)</li> <li>• Luming Wang, Marketing Department, University of Alberta (2010)</li> <li>• Bhattacharjee, Amit, Marketing Department, University of Pennsylvania (2012)</li> <li>• Bedev, Anton, Economics Department, University of Pennsylvania (2013)</li> <li>• Yang, Fan, Statistics Department, The Wharton School (2013)</li> <li>• Li, Ke, Marketing Department, Temple University (2013)</li> <li>• Lee, Jae Young, Marketing Department, The Wharton School (2014)</li> <li>• Li, Hui, Economics Department, University of Pennsylvania (2015)</li> <li>• Wei, Max, Economics Department, University of Pennsylvania (2015)</li> <li>• Li, Kathleen, Marketing Department, The Wharton School (2018)</li> <li>• Sunada, Takeaki, Economics Department, University of Pennsylvania (2019)</li> <li>• Pan, Qi, Economics Department, University of Pennsylvania (2019)</li> <li>• Li, Minshen, Economics Department, University of Pennsylvania (2019)</li> <li>• Fan, Jeremy, Marketing Department, University of Pennsylvania (2020)</li> <li>• Pavlov, Vladimir, Marketing Department, University of Pennsylvania (2021)</li> <li>• Rhodes, Morgan, Marketing Department, Drexel University (2023)</li> <li>• Aka, Ada, Psych and Marketing Departments, University of Pennsylvania (2023)</li> <li>• Tian, Zijun, Economics Department, University of Pennsylvania (2023)</li> <li>• Yuan, Yihao, Marketing Department, University of Pennsylvania (2024)</li> </ul>
<b>University</b>	<ul style="list-style-type: none"> <li>• Participant, Faculty International Seminar in Korea, 1997</li> </ul>



<b>Service</b>	<ul style="list-style-type: none"> <li>• Wharton MBA Curriculum Committee, 1997</li> <li>• Moderator, Marketing Panel, Wharton Women in Business, October 1997 and October 1998</li> <li>• Faculty Advisor, American Marketing Association, Wharton School 1996-1997</li> <li>• MBA Advisor, Wharton Marketing Department, 1998-</li> <li>• Doctoral Committee Marketing Department 1997-</li> <li>• Computer Committee, Marketing Department 1997, 1998, 1999, 2000, 2007, 2008</li> <li>• Chair Computer Committee, Marketing Department 2003-2004, 2007-</li> <li>• Faculty Recruiting Committee, Marketing Department 1999, 2000, 2002, 2004, 2008</li> <li>• Chair, Faculty Recruiting Committee, Marketing Department 2001, 2004</li> <li>• Chair, Senate Committee on the Economic Status of the Faculty 2001-2003</li> <li>• Co-Course Head for MGMT 653, Field Application Project course</li> <li>• Senate Committee on the Economic Status of the Faculty 2001-2004</li> <li>• University Council Committee on Personal Benefits, 2002-2003, 2007-2008.</li> <li>• University (Provost) Committee on Retirement Benefits, 2004</li> <li>• Academic Director, Wharton Small Business Development Center, 2002-2008</li> <li>• Wharton School Undergraduate Research Fellows Program, Advisor 2004.</li> <li>• MBA Cohort Mentor, 2003-2006.</li> <li>• Dean’s Taskforce on the Undergraduate Curriculum, 2003-2004.</li> <li>• 2005-2006 Wharton Committee on Academic Freedom and Responsibility</li> <li>• 2005-2009 Wharton Research Data Services Advisory Board</li> <li>• 2005 Wharton Core Faculty Advisory Committee</li> <li>• 2003-2009 University of Pennsylvania, Faculty Senate</li> <li>• 2006-2009 University of Pennsylvania, University Council</li> <li>• 2006 Wharton West Q-Review Committee</li> <li>• 2007 Weiss Center Quinquennial Review Committee Chair</li> <li>• 2007, 2008 Wharton Executive MBA Committee</li> <li>• 2007-2008, Chairperson, Wharton Committee on Academic Freedom and Responsibility</li> <li>• 2008, University Committee on Personnel Benefits</li> <li>• 2008, Committee MBA Experience and Engagement Committee</li> <li>• 2009, University of Pennsylvania Provost Search Committee</li> <li>• 2009-2011, University of Pennsylvania Academic Planning and Budgeting Committee</li> <li>• 2009, University of Pennsylvania Patent Policy Committee</li> <li>• 2011, Review Committee for Center for Health Care Outcomes Research, University of Pennsylvania, School of Medicine</li> <li>• 2011, University of Pennsylvania, Vice Provost for Research, Research Endowment Committee</li> <li>• 2012-2013, University Council Committee on Personnel Benefits</li> <li>• Wharton Dean’s Advisory Council, 2014-</li> </ul>
<b>Wharton Teaching Record</b>	<ul style="list-style-type: none"> <li>• Statistics 101 (introductory statistics), as Visiting Lecturer, September 1994</li> <li>• Statistics 111 (introductory statistics) as Visiting Lecturer, September 1995</li> <li>• Marketing 212 (marketing research), Fall 1996, Spring 2003</li> <li>• Marketing 612 (2013-2022) – Marketing Core Strategy</li> <li>• Marketing 613 (2013) – Marketing Core Simulation</li> <li>• Marketing 621 (marketing essentials), Fall 2006, Fall 2007, WEMBA Spring 2008</li> </ul>

	<ul style="list-style-type: none"> <li>• Marketing 622 (marketing management), Core Class (3 Sections), Spring 1998, Spring 1999, Spring 2000, Spring 2001, Spring 2005, Spring 2006, Spring 2007, WEMBA 2005, WEMBA 2006, WEMBA 2007, Spring 2011.</li> <li>• Marketing 756 (marketing research), Fall 1996, Fall 1998, Spring 2003 (WOMBA and WEMBA WEST), Fall 2003 (WEMBA WEST), Spring 2004, Summer 2004 (WEMBA WEST), Spring 2005</li> <li>• Statistics 500 (Regression and ANOVA), Fall 2000</li> <li>• Management 653 (Field Application Project), 2000-2001</li> <li>• Marketing 964 (PhD Empirical Models in Marketing), Spring 2014-Spring 2022</li> <li>• Marketing 966 (PhD Data Analysis), Spring 1999-2014</li> </ul>
<p><b>Papers Presented</b></p>	<p>“Hierarchical Models for Customer Satisfaction Questionnaire Data,” Contributed Paper presented August 1993 at the Joint Statistical Meetings, San Francisco, CA</p> <p>“A Bayesian Model for Ordinal Survey Responses,” Invited Talk presented January 1994 at Dept. of Biostatistics, Harvard University</p> <p>“Case Influence Analysis in Bayesian Inference,” Invited Talk presented April 1995 at Dept. of Statistics, The Pennsylvania State University</p> <p>“Analysis of Ordinal Survey Data with ‘No Answer’ Responses,” Invited Talk presented June 1995 at Interface95 conference, Pittsburgh PA</p> <p>“Negative Information and the Three-Parameter Logistic Model,” Contributed Paper presented August 1995 at the Joint Statistical Meetings, Orlando, FL</p> <p>“Case Influence Analysis in Bayesian Inference,” Invited Talk presented July 1996, SISC - Interface96, Sydney, Australia</p> <p>“Error Rates Due to Rescoring Tests,” August 1996, Joint Statistical Meetings, Chicago, IL</p> <p>“Item Response Theory Models Applied to Data Allowing Examinee Choice,” Invited Talk presented March 1997, Duke University, Department of Statistics</p> <p>“Analysis of Ordinal Survey Data,” Invited Talk presented at the Ohio State University, May 1997</p> <p>“Posterior Predictive Outlier Detection Using Sample Reweighting,” Invited Talk, INFORMS meeting, Dallas, Texas, October 1997</p> <p>“The Variety of an Assortment,” Invited Talk, Cornell University, Marketing Department, December 1997</p> <p>“The Variety of an Assortment,” Invited Talk, University of Chicago, Marketing Department, January 1998</p> <p>“A Hierarchical Latent Variable Model for Ordinal Customer Satisfaction Data with No Answer Responses,” Invited Talk, Temple University, Marketing and Statistics Department, February 1998</p> <p>“The Variety of an Assortment,” Invited Talk, UCLA, Marketing Department, March</p>

1998

“A Hierarchical Bayes Model for Bundle Choices of a Fixed Size,” Marketing Science Conference, INSEAD, Fontainebleau, France, July 1998

“The Little Engines that Could: Modeling the Performance of World Wide Web Search Engines,” Joint Statistical Meetings, Dallas, August 1998

“The Little Engines that Could: Modeling the Performance of World Wide Web Search Engines,” The Wharton School Statistics Department, March 1999

“The Little Engines that Could: Modeling the Performance of World Wide Web Search Engines,” Marketing Science Conference, Syracuse, NY, May 1999

“A Bayesian Random Effects Model for Testlets,” Invited Talk, European Meeting of the Psychometric Society, Lueneberg, Germany, July 1999

“The Little Engines that Could: Modeling the Performance of World Wide Web Search Engines,” The Pennsylvania State University, Marketing Department E-commerce Speaker Series, February 2000

“Closed-Form Bayesian Inference for the Negative Binomial Distribution,” The Wharton School Statistics Department, April 2000

“A Bayesian Lifetime Model for the Hot 100 Billboard Songs,” The University of Houston, July 2000

“Launching New-Nondurables in Japan: Marketing Practices and Marketing Consequences,” Joint Statistical Meetings, Atlanta GA, August 2001

“A Pattern Reinforcement Model for Partial Profile Conjoint,” University of Michigan Business School, January 2002

“A Pattern Reinforcement Model for Partial Profile Conjoint,” University of California, Berkeley, Marketing Department, May 2002

“A Pattern Reinforcement Model for Partial Profile Conjoint,” Columbia University Department of Statistics, November 2002

“An Integrated Model for Who, When, and How Much in Internet Auctions,” MIT Ph.D. Camp, September 2003

“An Integrated Model for Who, When, and How Much in Internet Auctions,” Yale University, Marketing Department, September 2003

“Spatial Statistics in Marketing”: 6<sup>th</sup> Invitation Choice Conference, University of Colorado at Boulder, June 2004

“Bayesian Estimation of Random Coefficients Choice Models Using Aggregate Data”, Tilburg Marketing Camp, December 2004.

“Who’s got the coupon? Estimating Consumer Preferences and Coupon Usage from

Aggregate Information”, Olin School of Business, Washington University in St. Louis, April 2005.

“Bayesian Estimation of Random Coefficients Choice Models Using Aggregate Data”, Harvard Business School, May 2005.

“Bayesian Estimation of Random Coefficients Choice Models Using Aggregate Data”, Bayes Econometric Conference at Washington University, August 2005.

“Modeling the Acquisition and Retention of Services at a Multi-Service Provider”, Joint Statistics Meetings, Minneapolis, MN, August 2005.

“Bayesian Estimation of Bid Sequences in Internet Auctions Using a Generalized Record Breaking Model”, NYU Statistics Department, March 2006.

“Bayesian Estimation of Bid Sequences in Internet Auctions Using a Generalized Record Breaking Model”, Stanford University, April 2006.

“Bayesian Estimation of Bid Sequences in Internet Auctions Using a Generalized Record Breaking Model”, Northwestern University, September 2006.

“Analysis of Path Data in Marketing with Applications to Grocery Shopping”, University of Maryland, May 2007.

“Analysis of Path Data in Marketing with Applications to Grocery Shopping”, Wharton Alumni Forum, Hong Kong, May 2007.

“Wharton SBDC in Action”, Zhejiang University, Hangzhou, China, May 2007.

“Bayesian Estimation of IDS and Stochastic Prisoner’s Dilemma Games”, QME Conference, Chicago, IL, September 2007.

“Bayesian Estimation of IDS and Stochastic Prisoner’s Dilemma Games”, University of Houston, Houston, TX, November 2007.

“Bayesian Estimation of IDS and Stochastic Prisoner’s Dilemma Games”, Emory University, Atlanta, GA, December 2007.

“Bayesian Estimation of IDS and Stochastic Prisoner’s Dilemma Games”, University of Southern California, Los Angeles, CA, March 2008.

“Future and Current Directions for Marketing Science”, Haring Symposium Keynote Address, University of Indiana, Bloomington, IN, April 2008.

“Bayesian Estimation of IDS and Stochastic Prisoner’s Dilemma Games”, Columbia University Marketing Camp, May 2008.

“Bayesian Structural Estimation of Retail Demand Under Partially Observed Out-of-Stocks”, Emory University, September 2008.

“Bayesian Structural Estimation of Retail Demand Under Partially Observed Out-of-Stocks”, University of Rochester, October 2008.

	<p>“Bayesian Structural Estimation of Retail Demand Under Partially Observed Out-of-Stocks”, University of Miami, December 2008.</p> <p>“Bayesian Structural Estimation of Retail Demand Under Partially Observed Out-of-Stocks”, USC, January 2009.</p> <p>“Bayesian Structural Estimation of Retail Demand Under Partially Observed Out-of-Stocks”, University of Wisconsin, January 2009.</p> <p>“Multichannel Forecasting of Media Usage”, Johns Hopkins University, September 2010.</p> <p>“Clumpiness Measures and Their Applications in Marketing”, Harvard University, May 2012</p> <p>“Clumpiness Measures and Their Applications in Marketing”, Harvard University, October 2012</p> <p>“From RFM to RFMC: Clumpiness Measures and Their Applications in Marketing”, USC, March 2013</p> <p>“From RFM to RFMC: Clumpiness Measures and Their Applications in Marketing”, Dartmouth Inaugural Marketing Camp, May 2013.</p> <p>“From RFM to RFMC: Clumpiness Measures and Their Applications in Marketing”, Temple, September 2014.</p> <p>“Bayesian Imputation for CRM Data with Anonymous Visits”, Kellogg School of Management, May 2016.</p> <p>“Selecting the Correct Data Granularity”, Stanford University, April 2019.</p> <p>“Selecting Data Granularity Using the Power Likelihood”, USC, September 2019.</p> <p>“Two-for-One Conjoint: Bayesian Cross-Category Learning for Shared Attribute Product Categories”, Arizona State University, April 2022.</p>
<p><b>Executive Education Teaching</b></p>	<p>Data Mining Seminar, December 1999 “Case Discussion Leader”</p> <p>DuPont Customized Program, January and February 2000, “Marketing Strategy”</p> <p>Essentials of Marketing Program 2003-2005</p> <p>Marketing in the Financial Services Industry 2003-2008</p> <p>Morgan Stanley Financial Services Program 2003-2007</p> <p>Management Engineers, 2005</p> <p>Wharton-NFL Program</p>

	Academic Director, Wharton Philip-Morris Program, 2004-2008 Academic Director and Founder, Google Program 2010-	
<b>Additional Teaching Experience</b>	HARVARD UNIVERSITY	Cambridge, MA
	Introduction to Quantitative Methods September 1988 - August 1990 and September 1992 - January 1994 Teaching Fellow.  Quantitative Reasoning A (QRA) September 1990 – September 1991: Teaching Fellow:	
	NORTHEASTERN UNIVERSITY	Boston, MA
	Lecturer in Mathematics September 1988 – August 1990 Taught specialized courses for adults over thirty who needed to learn algebra and geometry for work.	
<b>Research Experience</b>	HARVARD UNIVERSITY January 1993 – August 1994	Cambridge, MA
	Research Assistant: Dept. of Health Care Policy. Finding applications of Bayesian Hierarchical Models in Health Care research. Under the direction of Professors Carl N. Morris and Constantine Gatsonis	
	JOSLIN DIABETES CENTER Summer 1989	Boston, MA
	Research Assistant/Statistical Consultant: Developed methods of analyzing large scale longitudinal data sets to help determine the factors that trigger the onset of diabetes in those predisposed to the disease.	
<b>Grants Received</b>	<ul style="list-style-type: none"> <li>• Awarded Wharton School Sol C. Snider Entrepreneurial Center Research Grant, 1999, \$7000</li> <li>• Awarded Wharton WEBI initiative grant, co P.I. with Professors Reibstein and Kahn to study build-to-order sites, \$7,000, 2000.</li> <li>• Collaborator -- NIH Grant “Study of Pediatric Asthma”, P.I. -- Dr. Jeffrey Silber, Health Care Outcomes Research Department, The University of Pennsylvania, 5% time, 2001-2003.</li> <li>• “Research Advisor in Marketing”: Development of Management Technologies to Improve Productivity in Mass Consumption Supply Chains: the case of Supermarkets., P.I. – Professor Maximo Bosch, University of Chile, \$220,000, 2004-</li> <li>• Statistical and Marketing Consultant: USDA Meat Market Study, 2004-2008, \$4.3 Million Dollars: P.I Professor Martin Asher and RTI International.</li> <li>• “Developing methods to tailor depression treatment to older adults”, PI – Marsha</li> </ul>	

	Wittink, NIH Fund – 400-4312-4-552007-xxxx-2000-2932, \$475,000
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