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CURRICULUM VITAE – KARSTEN THEIL HANSEN

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**Citizenship**

Denmark

**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:**

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:**

Professor UC San Diego, 2014–  
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. "Outsourcing Retail Pricing to a Category Captain: The Role of Information Firewalls"  
(joint with Vincent Nijs and Kanishka Misra),  
Accepted for publication, Marketing Science, 2013.
2. "Hierarchical Modeling of Choice Concentration of US Households"  
(joint with Vishal Singh and Romana Khan),  
to appear in *Bayesian Inference in the Social Sciences*, Jeliazkov, I. and Yang, X.(eds),  
Wiley, 2013.
3. "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.
4. "Parameter Orthogonalization and Bayesian Inference with Many Instruments",  
(joint with Jinyong Hahn).  
Economics Letters, 112, 2011.
5. "Channel Pass-through of Trade Promotions",  
(joint with Vincent Nijs, Eric Anderson, Kanishka Misra and Lashman Krishnamurthi).  
Marketing Science, Vol. 29, No. 2, 2010
6. "The Option Value of Returns – Theory and Empirical Evidence",  
(joint with Eric Anderson and Duncan Simester)  
Marketing Science, Vol.28, No.3, 2009.
7. "Market Structure across Retail Formats", (joint with Vishal Singh)  
Marketing Science, Vol.28, No.4, 2009.
8. "Are Store Brand Buyers Store Loyal? – An Empirical Investigation"  
(joint with Vishal Singh).  
Management Science, Vol.54, No.10, 2008.
9. "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.
10. "Understanding Store Brand Purchase Behavior Across Categories",  
(joint with Vishal Singh and Pradeep Chintagunta),  
Marketing Science, Vol.25, No.1, 2006.
11. "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*)
12. "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.)

13. "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)
14. "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.

#### **Papers Under Review**

15. "Measuring the Mere Measurement Effect in Non-Experimental Field Settings" (joint with Eric Anderson and Manish Tripathi), under revision for 2nd round, Marketing Science.
16. "Estimating Heterogeneity and State Dependence with Aggregate data" (joint with Kanishka Misra and Eric Anderson), under revision for 2nd round, Management Science.
17. "Shielding Store Brands: A Large-Scale Field Experiment", (joint with Eric Anderson and Duncan Simester), under revision for 2nd round, Management Science.

#### **Working Papers**

18. "Do Retail Credit Cards Create Loyalty?" (joint with Eric Anderson and Kanishka Misra)
19. "How are Demand and Returns Related?", (joint with Lei Wang, Duncan Simester and Eric Anderson).
21. "Aging and Decision Making: Evidence from a Mundane Activity" (joint with Vishal Singh and Romana Khan)

#### **Professional Activities**

Associate Editor	Management Science, 2014–
Ph.D. Director	UC San Diego, Rady School of Management, 2010-2014
Co-chair	"Hedonic Consequences of Choice", Workshop, Choice Symposium Conference, Key Largo, Florida, 2010.
Marketing Cluster Chair	Inform Conference, San Diego 2009.

### **Recent Invited Presentations (since 2009)**

1. UCLA,USC,UCSD,UC Irvine, UC Riverside Marketing Camp, April 2009.
2. Erasmus University, Rotterdam, May 2009.
3. University of Aarhus, May 2009.
4. Doctoral Consortium, Marketing Science, University of Michigan, June 2009.
5. DMEF conference, San Diego, October 2009
6. UCSD, Economics Department, May 2011.
7. UC San Diego, USD, SDSU Marketing Camp, May 2012.
8. USC, Marketing Department, October 2012.
9. SCP, San Antonio, March 2013.
10. UC Irvine, Economics Department, November 2013
11. Northwestern, Marketing Department, February 2014