

EDWARD J. FOX
Corrigan Research Professor and Professor of Marketing
W.R. & Judy Howell Director,
JCPenney Center for Retail Excellence

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EDUCATION

Wharton School, University of Pennsylvania
Ph.D., Marketing

Wharton School, University of Pennsylvania
M.A., Marketing

J.L. Kellogg School of Management, Northwestern University
Master of Management with Distinction, Marketing

Medill School of Journalism, Northwestern University
M.S. with Distinction, Marketing Communications

United States Military Academy, West Point
B.S., Engineering

HONORS AND AWARDS

SMU/Cox Research Excellence Award 2005, 2009-2010
Awarded for research conducted during the preceding three-year period

SMU Emerging Leader 2015
Selected for university-level development program based on leadership potential

Marilyn and Leo Corrigan Endowed Faculty Research Professorship 2005, 2009, 2011, 2012, 2013, 2014, 2016, 2017

Frank and Susan Dunleavy Endowed Faculty Research Fellowship 2006

SMU/Cox Media Expert of the Year Award 2012-2013, 2013-2014, 2014-2015, 2015-2016, 2016-2017
Awarded for outreach to local, national and international media

SMU/Cox BBA Outstanding Teaching Award 2010-2011
Awarded for undergraduate teaching excellence

Golden Mustang Faculty Award Nominee, Southern Methodist University 2003-4
Nominated for teaching excellence

HOPE (Honoring Our Professor's Excellence) Honoree, Southern Methodist University 2003
Awarded for impact on undergraduate students

SMU Guild of Marshals Honoree, Southern Methodist University 2017
Awarded for service to the Guild of Marshals for University events and ceremonies

Research Fellow, Wharton School of the University of Pennsylvania 1995-9

Kappa Tau Alpha Journalism Honor Society 1994

Highest academic average at the J.L. Kellogg School of Management 1991-3

RESEARCH INTERESTS

Retail management, including assortment, pricing, and promotional decisions; consumer shopping behavior; shopper loyalty

My main interest involves modeling phenomena important to retail decision-makers, including the shopping behaviors of their customers. My approach to the modeling of shopping behaviors builds on economic foundations, but accommodates the complexities of real-world data.

PUBLICATIONS AND RESEARCH

Articles in Refereed Journals

Fox, Edward J., Laura E. Norman, and John H. Semple (2018), "Choosing an n -Pack of Substitutable Products," *Management Science*, 64 (5), 1975-2471.

Briesch, Richard A., William R. Dillon, and Edward J. Fox (2013), "Category Positioning and Store Choice: The Role of Destination Categories," *Marketing Science*, 32 (3), 488-509.

Fox, Edward J., Steven R. Postrel, and John H. Semple (2009), "Optimal Category Pricing with Endogenous Store Traffic," *Marketing Science*, 28 (4), 709-720.

Briesch, Richard A., Pradeep K. Chintagunta, and Edward J. Fox (2009), "How Does Assortment Affect Grocery Store Choice?" *Journal of Marketing Research*, 46 (2), 176-189.

Mantrala, Murali K., Michael Levy, Barbara E. Kahn, Edward J. Fox, Peter Gaidarev, William Dankworth, and Denish Shah (2009), "Why Is Assortment Planning So Difficult for Retailers? A Framework and Research Agenda," *Journal of Retailing*, 85 (1), 71-83.

- Fox, Edward J., Richard Metters, and John Semple (2006), "Optimal Inventory Policy with Two Suppliers," *Operations Research*, 53 (2), 389-393.
- Fox, Edward J., and Stephen J. Hoch (2005), "Cherry-Picking," *Journal of Marketing*, 69 (1), 46-62.
- Fox, Edward J., Alan L. Montgomery, and Leonard M. Lodish (2004), "Consumer Shopping and Spending Across Retail Formats," *Journal of Business*, 77 (2), S25-S60.
- Thomas, Jacqueline S., Robert C. Blattberg and Edward J. Fox (2004), "Recapturing Lost Customers," *Journal of Marketing Research*, 41 (February), 31-45.
- Blattberg, Robert C., Richard Briesch, and Edward J. Fox (1995), "How Promotions Work," *Marketing Science*, 14 (3), G122-G132.
- Blattberg, Robert C., Richard Briesch, and Edward J. Fox (1994), "Unanswered Questions in Sales Promotion," *Recherche et Applications en Marketing*, 9 (3), 109-123.

Book Chapters and Monographs

- Fox, Edward J. (2018), "Choosing to Choose: The Dynamics of Store, Product, and Consumption Choices," in *Handbook of Research on Retailing*, Gielens, Katrijn and Els Gijbrecchts eds., Elgar Publishing.
- Fox, Edward J., and Raj Sethuraman (2006, 2010), "Retail Competition," in *Retailing in the 21st Century: Current and Future Trends*, Krafft, Manfred and Murali K. Mantrala eds., Springer: Berlin, Heidelberg.
- Blattberg, Robert C., and Edward J. Fox (1995), *Category Management: The Category Plan*, Washington, D.C.: Research Department of the Food Marketing Institute.
- Blattberg, Robert C., and Edward J. Fox (1995), *Category Management: Blueprint for Implementation*, Washington, D.C.: Research Department of the Food Marketing Institute.
- Blattberg, Robert C., and Edward J. Fox (1995), *Category Management: Getting Started*, Washington, D.C.: Research Department of the Food Marketing Institute.

Research in Progress

- Eric Anderson and Edward J. Fox, "Price Promotions," revision invited for *Handbook of Marketing and Economics*, Dube, Jean-Pierre, and Peter Rossi eds.
- Fox, Edward J., Laura E. Norman, and John H. Semple, "Do Consumers Hedge Against Future Preference Uncertainty? Testing a Theory of Shopping and Consumption." Working paper drafted; preparing for submission to *Journal of Consumer Research*.

- Fox, Edward J., John H. Semple, and William R. Dillon, "A Model of Multi-Store Shoppers' Buying Decisions." Working paper drafted; preparing for submission to *Management Science*.
- Fox, Edward J., Bezalel Gavish, and John H. Semple, "A General Approximation for the Distribution of Count Data with Applications to Inventory Modeling." Working paper drafted; preparing for submission to *Management Science*.
- Fox, Edward J., and Steven R. Postrel, "The Impact of Retail Location on Retailer Revenues: An Empirical Investigation." Working paper drafted; preparing for submission to *Journal of Marketing*.
- Fox, Edward J., John H. Semple, and William R. Dillon, "Will Shoppers Pay for Variety?" Preparing to gather data.
- Fox, Edward J., Richard Metters, and John H. Semple, "Every House a Warehouse: An Inventory Model of Shopping Behavior." Working paper drafted.
- Fox, Edward J., and Jacquelyn S. Thomas, "Predicting Retail Customers' Share-of-Wallet Using Shopper Loyalty Card Data." Working paper drafted.

Invited Papers and Presentations

- Fox, Edward J., Laura E. Norman and John H. Semple, "Choosing an n -Pack of Substitutable Products." Invited talk presented in 2015 at the University of Arkansas, Fayetteville, AK.
- Fox, Edward J., Laura E. Norman and John H. Semple, "A Dynamic Model of Shopping and Consumption." Contributed paper presented at the 2014 Marketing Science Conference, Atlanta, GA. Invited talk presented at Tilburg University, Tilburg, Netherlands.
- Dillon, William R., Edward J. Fox and John H. Semple, "Where Multi-Store Shoppers Buy: Theory and Empirical Evidence." Contributed paper presented at the 2013 Pricing & Retailing Conference at Babson College, Boston, MA.
- Fox, Edward J., Bezalel Gavish and John H. Semple, "A General Approximation for the Distribution of Count Data with Applications to Inventory Modeling." Invited talk presented at the 2011 Retail Operations and Marketing Conference, Istanbul, Turkey. Contributed paper presented at the 2014 IFORS Conference in Barcelona, Spain.
- Fox, Edward J., "Retail Competition." Invited talk presented at the 2010 Latin American Retail Congress, Sao Paulo, Brazil.
- Fox, Edward J., "Competitive Issues in Retailing." Invited talk presented at the 2008 Customer Experience Management in Retailing Conference, Babson College, Boston, MA.
- Fox, Edward J., Steve Postrel and John Semple, "Optimal Category Pricing with Endogenous Store Traffic." Contributed paper presented at the 2006 annual meeting of the Marketing

Science Institute, Atlanta, GA. Invited talk presented at 2006 PriceX Conference, Scottsdale, AZ, and 2006 Category Management Development and Marketing Conference, Huntington Beach, CA.

Fox, Edward J., John Semple and Suzanne Shu, "Using Utility-Based Models from Economics and Psychology to Explain Consumer Choice under Uncertainty." Contributed paper presented at the 2005 annual meeting of the Marketing Science Institute, Atlanta, GA.

Fox, Edward J., "Introduction to Retail Digital Signage." Invited talk presented at 2005 Retail Digital Signage Conference, Chicago, IL.

Fox, Edward J., "Convenience, Price and Assortment: Modeling the Determinants of Store Choice." Invited talk presented at University of Arkansas. Contributed paper presented at the 2004 annual meeting of the Marketing Science Institute, Rotterdam, Holland.

Fox, Edward J., "Competitive Issues in Retailing." Invited talk presented at the 2004 Retailing in the 21st Century Conference, Dusseldorf, Germany.

Fox, Edward J., and Jacquelyn S. Thomas, "Estimating Retail Customers' Share-of-Wallet Using Shopper Loyalty Card Data." Contributed paper presented at the 2002 annual meeting of the Marketing Science Institute, Edmonton, Alberta. Invited talk presented in 2002 at the Customer Focus Council, Dallas, TX. Invited talk presented at the 2004 AMA Summer Educators Conference, Boston, MA. Invited talk presented in 2005 at Texas A&M University, College Station, TX.

Fox, Edward J., and Stephen J. Hoch "Cherry Pickers, Switchers, and Store Loyals." Invited talk presented at the 2003 Texas Marketing Collegium, College Station, TX.

Fox, Edward J., "The Myth of Retail Customer Loyalty." Invited talk presented at the 2002 International Council of Shopping Centers Research Conference, Plano, TX. Invited talk presented in 2003 to the Retail Executives Association of DFW, Dallas, TX. Invited talk presented in 2005 to the Farmers Branch Planning and Zoning Commission, Farmers Branch, TX.

Fox, Edward J., and John Semple, "Understanding Cherry-Pickers: How Retail Customers Split Their Shopping Baskets." Contributed paper presented at the 2002 annual meeting of the Marketing Science Institute, Edmonton, Alberta.

Fox, Edward J., Richard Metters, and John Semple, "Every House a Warehouse: An Inventory-Theoretic Model of Retail Shopping Behavior." Contributed paper presented at the 2001 annual meeting of the Marketing Science Institute, Wiesbaden, Germany. Invited talk presented at Southern Methodist University, Dallas, TX.

Fox, Edward J., "The Effect of Store Location on Household Spending Across Retail Formats." Contributed paper presented at the 2000 annual meeting of the Marketing Science Institute, Los Angeles, CA. Invited talk presented in 2001 at Cornell University, Ithaca, NY.

Fox, Edward J., Alan L. Montgomery and Leonard Lodish, "Consumer Shopping and Spending Across Retail Formats: A Multivariate Tobit Model." Contributed paper presented at the 2000 Joint Statistical Meetings, Indianapolis, IN. Invited talk presented at the 2000 Texas Marketing Faculty Consortium, Richardson, TX.

Fox, Edward J., Alan L. Montgomery and Leonard Lodish, "Identifying Household Shopping Strategies Across Retail Formats and Stores." Contributed paper presented at the 1998 annual meeting of the Marketing Science Institute, Fountainebleau, France.

Fader, Peter, Edward J. Fox, Bruce G.S. Hardie and Michael Wisniewski, "Product Deletion Decisions for Consumer Packaged Goods." Contributed paper presented at the 1997 annual meeting of the Marketing Science Institute, Berkeley, CA. Invited paper presented at the 1997 Product Variety Management Conference, Los Angeles, CA.

Blattberg, Robert C., Richard Briesch and Edward J. Fox, "How Promotions Work." Invited talk presented at the 1994 Empirical Generalizations Conference of the Marketing Science Institute, Philadelphia, PA.

TEACHING

Previous Position

Adjunct Assistant Professor, 1995
J.L. Kellogg Graduate School of Management, Northwestern University

Courses Taught

"Managerial Statistics," 2009-Present
E.L. Cox School of Business, Southern Methodist University

"Retail Analytics," 2015-Present
E.L. Cox School of Business, Southern Methodist University

"Retailing," 2002-Present
E.L. Cox School of Business, Southern Methodist University

"Retailer Behavior and Sales Promotion," 2004-2012
E.L. Cox School of Business, Southern Methodist University

"Marketing Research," 2003-2008
E.L. Cox School of Business, Southern Methodist University

"Marketing Principles," 1999-2004
E.L. Cox School of Business, Southern Methodist University

“Introduction to Marketing,” 1997
Wharton School, University of Pennsylvania

“Quick Response and Efficient Consumer Response (ECR),” 1997
Aresty Institute for Executive Education, Wharton School, University of Pennsylvania

“Retailer Behavior and Sales Promotion,” 1995
J.L. Kellogg School of Management, Northwestern University

“Category Management,” 1994-1995
James L. Allen Center for Executive Education, J.L. Kellogg School of Management

PROFESSIONAL ACTIVITIES

Current

JCPenney Center for Retail Excellence, Southern Methodist University, 2000-Present
W.R. & Judy Howell Director

Founding director of retail center that applies cutting-edge methods, theories, and findings from academia to relevant issues for retail practice.

Dallas Fort Worth Retail Executives Association, 2002-Present

Member of the Governing Board

Currently serve as Vice President for Administration

Previous

Cox School of Business, Southern Methodist University, 1999-2006
Assistant Professor

Center for Retail Management, Northwestern University, 1993-1995
Research Director

Michelin Tire Corporation, 1988-1991
Project Engineer

United States Army, 1981-1988
Director of Operations and Airborne Company Commander

Consulting

I have consulted with retailers and manufacturing companies on strategic planning, category management and marketing management. Clients include:

- Federal Trade Commission – Developed an expert report in support of retail antitrust lawsuit
- Consortium of Food and Drug Retailers – Developed an expert report in support of retail

price-fixing lawsuit

- Burlington Stores, Inc. – Worked as a retailing expert in a retail competition lawsuit
- Dillard’s, Inc. – Worked as a retailing expert in a product packaging lawsuit
- La Michoacana Meat Markets – Worked as a retailing expert in a retail competition lawsuit
- ACME Markets – Developed plans for the company’s mystery shopper program
- Genuardi Family Markets – Facilitated the company’s implementation of category management
- Ben E. Keith Co. – Provided training on retail promotions
- Radio Shack – Developed training to improve retail decision-making
- Softspikes, Inc. – Helped expand distribution strategy to include mass retailers
- Reliant Rehabilitation – Performed data analysis and statistical models to determine the revenue impact of changes in Medicare Part B reimbursement
- Aegon Direct, Inc. – Presented detailed training on retail management principals and practices
- VHA, Inc. – Presented extensive training on retail marketing
- AstraZeneca Pharmaceuticals – Developed and presented market-share models of the company’s products
- Shaped Wire, Inc. – Provided extensive training on marketing decision-making
- Booz Allen Hamilton – Trained consulting staff on marketing models
- Chamber of Commerce of Pennsylvania – Developed and implemented a survey of member companies

I have spoken about retail management, category management and shopper loyalty to retail industry conferences and trade associations including:

- Food Marketing Institute
- International Council of Shopping Centers
- Retail Executives Association of Dallas/Ft Worth
- Wal-Mart Site Selection Conference

- Category Management Development and Marketing Conference
- SAS Institute's Datamining Conference
- SAS Institute's Marketing ROI Conference
- Price-X Pricing Conference
- Customer Focus Council (AT Kearney)
- Retail Digital Signage Conference

Affiliations

American Marketing Association

Institute for Operations Research and Management Sciences