

MICHAEL BRAUN
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<https://braunm.github.io>

Academic Appointments

- Southern Methodist University, Cox School of Business
 - Associate Professor of Marketing, 2013-present
 - Corrigan Research Professor, 2018-2021
 - Fisher Faculty Fellow, 2016-2018
- Massachusetts Institute of Technology, MIT Sloan School of Management
 - Associate Professor of Management Science (Marketing Group), 2011-2013
 - Assistant Professor of Management Science (Marketing Group), 2006-2011
 - Homer A. Burnell (1928) Career Development Professor, 2008-2011
 - Affiliate Faculty, MIT Operations Research Center, 2006-2013
- Short-term appointments
 - University of Oxford, Saïd Business School, Visiting Professor, Trinity Term 2016
 - University of Queensland, Visiting Research Fellow, Spring 2016
 - Tilburg University, Visiting Scholar, Spring 2009
 - University of Michigan, Ross School of Business, Visiting Scholar, Fall 2008

Education

- University of Pennsylvania, Wharton School, Ph.D. , 2006
- Duke University, Fuqua School of Business, M.B.A., 1996
- Princeton University, A.B. with Honors in Economics, 1992

Publications

- M. Braun, R. F. Wright, and J. I. Turner (2026). "Defense Use of Digital Discovery in Criminal Cases: A Quantitative Analysis." *Justice Quarterly*, 43(1): 53–77. DOI:[10/ppqp](https://doi.org/10/ppqp).
- M. Braun (2025). "Revisiting Scalable Targeted Marketing with Distributed Markov Chain Monte Carlo." *Journal of Marketing Research*, 62(3): 466–469. DOI:[10/m6sv](https://doi.org/10/m6sv).
- M. Braun and E. M. Schwartz (2025). "Where A-B Testing Goes Wrong: How Divergent Delivery Affects What Online Experiments Cannot (and Can) Tell You About How Customers Respond to Advertising." *Journal of Marketing*, 82(2): 71–95. DOI:[10/nb5p](https://doi.org/10/nb5p).
 - Finalist, Shelby D. Hunt/Harold H. Maynard Award (article that has made the most significant contribution to marketing theory in 2025).
 - Finalist, AMA/Marketing Science Institute/H. Paul Root Award (article that has made the most significant contribution to the advancement of marketing practice in 2025).

- R. Dew, N. Padilla, L. Luo, S. Oblander, A. Ansari, K. Boughanmi, M. Braun, F. Feinberg, J. Liu, T. Otter, L. Tian, Y. Wang, and M. Yin (2024). “Probabilistic Machine Learning: New Frontiers for Modeling Consumers and their Choices.” *International Journal of Research in Marketing*. DOI:10.1016/j.ijresmar.2024.11.002. In press and available online.
- M. Braun, B. de Langhe, S. Puntoni, and E. Schwartz (2024). “Leveraging Digital Advertising Platforms for Consumer Research.” *Journal of Consumer Research*, 51(1): 119–128. DOI:10/m6sx.
- J. I. Turner, R. Wright, and M. Braun (2024). “Neglected Discovery.” *Duke Law Journal*, 73(6): 1173–1228.
- F. Feinberg, E. Bruch, M. Braun, B. H. Falk, N. Fefferman, E. M. Feit, J. Helveston, D. Larremore, B. B. McShane, A. Patania, and M. L. Small (2020). “Choices in Networks: A Research Framework.” *Marketing Letters*, 31(4): 349–359. DOI:10/gmp2sx.
- M. Braun and P. Damien (2019). “A Non-Markovian Method for Full Parametric Bayesian Inference.” In: *Marketing and Big Data Technologies: New Trends and Applications*. Ed. by S. Tsafarakis and N. Matsatsinis. Springer-Verlag.
– Manuscript available at <https://braunm.github.io/papers/>.
- M. Braun, J. Rosenthal, and K. Therrian (2018). “Police Discretion and Racial Disparity in Organized Retail Theft Arrests: Evidence from Texas.” *Journal of Empirical Legal Studies*, 15(4): 916–950. DOI:10.1111/jels.12201.
- M. Braun (2017). “sparseHessianFD: Estimating Sparse Hessian Matrices in R.” *Journal of Statistical Software*, 82(10): 1–22. DOI:10.18637/jss.v082.i10.
- M. Braun and P. Damien (2016). “Scalable Rejection Sampling for Bayesian Hierarchical Models.” *Marketing Science*, 35(3): 427–444. DOI:10/b4bd.
- M. Braun, D. A. Schweidel, and E. M. Stein (2015). “Transaction Attributes and Customer Valuation.” *Journal of Marketing Research*, 52(6): 848–864. DOI:10/b4bb.
- M. Braun (2014). “trustOptim: An R Package for Trust Region Optimization with Sparse Hessians.” *Journal of Statistical Software*, 60(4): 1–16. DOI:10/b4bc.
- M. Braun and W. W. Moe (2013). “Online Display Advertising: Modeling the Effects of Multiple Creatives and Individual Impression Histories.” *Marketing Science*, 32(5): 753–767. DOI:10/b4bf.
- M. Braun and D. A. Schweidel (2011). “Modeling Customer Lifetimes with Multiple Causes of Churn.” *Marketing Science*, 30(5): 881–902. DOI:10/ddv975.
- M. Braun and A. Bonfrer (2011). “Scalable Inference of Customer Similarities from Interactions Data Using Dirichlet Processes.” *Marketing Science*, 30(3): 513–531. DOI:10/d4gjn9.
- M. Braun and J. McAuliffe (2010). “Variational Inference for Large-scale Models of Discrete Choice.” *Journal of the American Statistical Association*, 105(489): 324–335. DOI:10/crf3mc.
- J. R. Hauser, G. L. Urban, G. Liberali, and M. Braun (2009). “Response to Comments on ‘Website Morphing’.” *Marketing Science*, 28(2): 227–228. DOI:10.1287/mksc.1080.0485.

- G. L. Urban, J. R. Hauser, G. Liberali, M. Braun, and F. Sultan (2009). “Morph the Web to Build Empathy, Trust and Sales.” *MIT Sloan Management Review*, 50(4): 53–61.
- J. R. Hauser, G. L. Urban, G. Liberali, and M. Braun (2009). “Website Morphing.” *Marketing Science*, 28(2): 202–223. DOI:10/bqpzqr.
 - Finalist, ISMS Long-term Impact Award, 2017 and 2018
 - Finalist, John D. C. Little Award (best marketing paper in an INFORMS journal)
 - Lead article with commentaries
 - Top 50 Management article in 2009, Emerald Management Reviews
- M. Braun, P. S. Fader, E. T. Bradlow, and H. Kunreuther (2006). “Modeling the Pseudodeductible in Homeowners’ Insurance.” *Management Science*, 52(8): 1258–1272. DOI:10/crg738.
 - Winner, Best Student Paper, INFORMS Decision Analysis Society, 2006
- M. Braun and A. Muermann (2004). “The Impact of Regret on the Demand for Insurance.” *Journal of Risk and Insurance*, 71(4): 737–767. DOI:10/cxbfkv.
 - Winner, 2014 Robert I. Mehr Award, American Risk and Insurance Association.

Working papers

- “Time-varying Effectiveness of Competitive Advertising” (with A. Bonfrer and P. Danaher).
 - Manuscript available at <https://ssrn.com/abstract=3307203>
- “sparseMVN: An R Package for Multivariate Normal Functions with Sparse Covariance and Precision Matrices.”
 - Manuscript available at https://bit.ly/sparseMVN_article
- “The Normalizing Constant in the BG/BB Model” (with D. McCarthy and A. Gopalakrishnan).
 - Manuscript available at <https://ssrn.com/abstract=3241680>

Software

All listed software is open-source and publicly available.

- *trustOptim* - Trust Region Optimization for Objective Functions with Sparse Hessians. *R package*. <https://braunm.github.io/trustOptim>
- *sparseHessianFD* - Efficient Estimation of Sparse Hessians. *R package*. <https://braunm.github.io/sparseHessianFD>
- *sparseMVN* - Efficient Multivariate Normal Density and Sampling Functions for Sparse Covariance/Precision Matrices. *R package*. <https://braunm.github.io/sparseMVN>
- Companion web application to “Where A/B Testing Goes Wrong.” <https://braunm.github.io/ABTestDeception>
- *bayesGDS* - Scalable Rejection Sampling from Posterior Densities of Bayesian Hierarchical Models. *R package*.

Conference and Workshop Presentations

- UTD-FORMS Conference, Dallas, February 2025. Invited discussant.
- Association for Consumer Research (ACR) Conference. Seattle, Wash., October 2023. Invited session on A/B Testing in Marketing Research. Presenter and panelist.
- 12th Triennial Invitational Choice Symposium, Workshop on Probabilistic Machine Learning, Bayes, and the Future of Marketing Modeling. Fontainebleau, France. August 2023. Invited participant.
- Texas House of Representatives, Committee on Criminal Jurisprudence, testimony on HB 4779 (Organized Retail Theft), April 2023.
- 16th Conference on Empirical Legal Studies, University of Virginia Law School, Charlottesville, Va., November 2022. Presenter (competitive).
- Duke Empirical Criminal Law Roundtable, Online, December 2021. Invited co-presenter.
- UTD-FORMS Conference, Online, February 2021. Presenter.
- UTD-FORMS Conference, Dallas, February 2020. Invited discussant.
- 2019 AMA Summer Academic Conference, Chicago, August 2019. Panel on Teaching Marketing Analytics: Sharing Experiences, Lessons, and Recommendations. Invited panelist.
- INFORMS Marketing Science Conference, Rome, June 2019. Session on Natural, Field, and Online Experiments. Presenter.
- 11th Triennial Invitational Choice Symposium, Workshop on Decision Processes in Networks, Cambridge, Md., May 2019. Invited participant.
- Texas House of Representatives, Committee on Criminal Jurisprudence, testimony on HB 4602 (Organized Retail Theft), April 2019.
- Future of Policing webinar, Charles Koch Foundation Program on Criminal Justice Reform, April 2019. Invited presenter.
- 15th Marketing Dynamics Conference, Dallas, Texas, July 2018. Organizer and host. Moderator of keynote panel.
- AMA Marketing and Public Policy Conference, Columbus, Ohio, June 2018. Presenter.
- AMA Winter Academic Conference, New Orleans, La., February 2018. Invited session on Marketing Responses to Public Policy Crises. Organizer and presenter.
- 12th Conference on Empirical Legal Studies, Cornell Law School, Ithaca, N.Y., October 2017. Presenter.
- 14th Marketing Dynamics Conference, Hong Kong, August 2017. Invited discussant.
- AMA Advanced Research Techniques (ART) Forum, Seattle, June, 2017. Invited tutorials on Introduction to Probability Models (4 hours) and Probability Models for Customer Base Analysis (4 hours). Co-instructor.

- INFORMS Marketing Science Conference, Los Angeles, June 2017. Invited Session on Bayesian Models. Presenter.
- Quantitative Marketing and Economics, Evanston, Ill., October 2016. Invited discussant.
- UT-Arlington College of Business 50th Year Celebration Faculty Research Conference, Arlington, Texas, March 2016. Presenter.
- INFORMS Annual Meeting Philadelphia, November 2015. Invited session on Revenue Management with Marketing. Presenter.
- Joint Statistical Meetings, Seattle, August 2015. Invited session on Big Data of Customer Analytics in the Era of Social Media. Invited presenter.
- Big Data Marketing Analytics Conference, Chicago, October 2014. Presenter.
- Joint Statistical Meetings, Boston, Mass., August 2014. Session on Analytics, Attrition, and Words. Presenter.
- 11th Marketing Dynamics Conference, Las Vegas, August 2014. Presenter.
- Marketing Science Institute (MSI) Social Interactions Research Workshop, Boston, Mass., August 2013. Invited participant.
- Joint Statistical Meetings, Montréal, August 2013. Session on Customer Preferences and Lifetime Value. Presenter.
- INFORMS Marketing Science Conference, Istanbul, July 2013. Presenter.
- Analytics Operations Engineering, Annual Meeting, Newport, R.I., May 2013. Invited speaker.
- European Seminar on Bayesian Econometrics (ESOB), WU-Vienna, November 2012. Invited presenter.
- INFORMS Annual Meeting, Phoenix, October 2012. Presenter in invited session.
- Direct Marketing Educational Foundation Research Summit, Las Vegas, October 2012. Invited participant.
- Joint Statistical Meetings, Session on Bayesian Computation. San Diego, August 2012. Presenter.
- International Society of Bayesian Analysis (ISBA) 2012 World Meeting, Kyoto, June 2012. Presenter.
- INFORMS Marketing Science Conference, Boston, Mass., June 2012. Presenter.
- CCCIS Industry Conference (data analytics and insurance), Jacksonville, Fla., May 2012. Keynote speaker.
- Direct Marketing Educational Foundation Professors' Institute, Dallas, Texas, 2012. Invited participant.
- Joint Statistical Meetings, Miami, 2011. Invited session on Parallel Computation for Bayesian Inference. Presenter.

- INFORMS Marketing Science Conference, Houston, June 2011. Invited session. Presenter.
- AMA Advanced Research Techniques Forum, Desert Springs, Calif., 2011. Invited participant.
- CEIBS Telecom Special Interest Forum, Shanghai, 2011. Invited participant.
- Statistical Challenges in Electronic Commerce Research (SCECR), Austin, Texas, 2010. Contributing participant.
- INFORMS Marketing Science Conference, Cologne, June 2010. Presenter in invited session.
- INFORMS Marketing Science Conference, Ann Arbor, Michigan, June 2009. Presenter in invited session.
- Wharton Interactive Media Initiative Conference on Modeling Social Network Data, Philadelphia, 2009. Invited presenter.
- INFORMS Marketing Science Conference, Singapore, 2007. Presenter.
- Invited research seminars at Brigham Young University, University of California-Davis, Carnegie Mellon University, University of Chicago, Cornell University, Drexel University, Emory University, Erasmus University, Florida State University, Harvard University, University of Houston, Indiana University, INSEAD, University of Iowa, London Business School, University of Maryland, McGill University, University of Michigan, Monash University, University of North Carolina, Northwestern University, The Ohio State University, University of Pennsylvania, The Pennsylvania State University, University of Pittsburgh, University of Queensland, Singapore Management University, Southern Methodist University, Stanford University, Temple University, University of Texas at Arlington, University of Texas at Dallas, Tilburg University, University of Virginia, University of Washington, Washington University in St. Louis, University of Wisconsin-Milwaukee, and University of Waterloo

Awards, Honors and Grants

- Finalist, Shelby D. Hunt/Harold H. Maynard Award, 2025
- Finalist, AMA/Marketing Science Institute/H. Paul Root Award, 2025
- SMU Cox Media Expert of the Year, 2018
- Corrigan Research Professor, 2018-2021
- Donna Wilhelm Fellowship, SMU DataArts, 2018-2019
- Finalist, ISMS Long-term Impact Award (for "Website Morphing"), 2017-2019
- Research grant, SMU University Research Council, 2017-18 (\$6,000)
- Research grant, Charles Koch Foundation Program on Criminal Justice and Policing Reform, 2017-2018 (\$18,880)
- Edwin L. Cox School of Business Research Excellence Award, 2016
- Fisher Faculty Fellowship, 2016-18

- SMU Emerging Leaders Seminar, 2016
- Fellow, Dedman College Interdisciplinary Institute, Southern Methodist University, 2015-16.
- Robert I. Mehr Award, for “a literature contribution which had a ten-year impact in the field of risk management and insurance.” American Risk and Insurance Association, 2014
- *Management Science* Distinguished Service Award, 2013
- HP Labs Innovation Research Program, 2011-12 (\$35,000)
- MIT Sloan Course Development Grant, 2010-12 (\$10,000)
- Junior Faculty Research Assistance Program (\$25,000), MIT Sloan School of Management, 2010
- Finalist, John D. C. Little Award (best marketing paper in an INFORMS journal), for “Website Morphing,” 2010
- Best Student Paper, INFORMS Decision Analysis Society, 2006
- Russell Ackoff Award for Research in Human Decision Processes, Wharton School, University of Pennsylvania, 2005
- Outstanding Doctoral Student Summer Research Grant (\$5,000), Wharton School, University of Pennsylvania, 2003
- Fuqua Scholar (top 10 percent at graduation), Fuqua School of Business, Duke University, 1996

Press

- “Commentary: Legislature Can Stop an Injustice by Redefining What Constitutes ‘Organized Retail Theft’”. *Austin American-Statesman*, May 13, 2019. [tinyurl.com/BraunORToped](https://www.tinyurl.com/BraunORToped).

Professional Service

- Editorial and peer review activities (over 220 reports written)
 - *Marketing Science*
 - Associate Editor, 2025-present
 - Editorial Review Board, 2011-2021.
 - *International Journal of Research in Marketing*
 - Area Editor, 2020-present.
 - Editorial Review Board, 2019-2020.
 - *Journal of Marketing Research*. Editorial Review Board, 2019-present.
 - Ad-hoc reviewer for *Annals of Applied Statistics*, *California Management Review*, *Cambridge University Press*, *Journal of the American Statistical Association*, *Journal of Computational and Graphical Statistics*, *Journal of Consumer Research*, *Journal of Health Economics*, *Journal of Retailing*, *Journal of Retailing and Consumer Services*, *Journal of Risk and Insurance*, *Journal of Interactive Marketing*, *Machine Learning*, *Management Science*, *Operations Research*, *Production and Operations Management*, *Psychological Science*, *Psychometrika*, *Quantitative Marketing and Economics*, and *Statistics and Computing*.

- Conference and competition review activities
 - 2024 Association for Consumer Research Conference. Ad-hoc reviewer for contributed abstracts.
 - Alden G. Clayton Dissertation Proposal Competition, Marketing Science Institute. Reviewer, 2017, 2022-2024
 - 2020 INFORMS Marketing Science Conference. Ad-hoc reviewer for contributed abstracts.
 - 2016 AMA Winter Marketing Educators Conference. Ad-hoc reviewer for contributed abstracts.
 - Wharton Customer Analytics Initiative. Ad-hoc reviewer for research proposals. 2014, 2015.
 - Marketing Science Institute 2014 Research Proposal Competition on Social Interactions and Social Media Marketing. Evaluation Committee.
- Conference and track organizer
 - 2018 Marketing Dynamics Conference. Conference organizer and host (at SMU).
 - 2018 AMA Winter Academic Conference. Organizer. Early Career Mentorship Program.
 - 2015 AMA Winter Marketing Educators Conference. Track Chair, Marketing Analytics and Metrics.
 - 2011 Joint Statistical Meetings. Organizer. Invited Session on Parallel Computation for Bayesian Inference.
 - 2010 Joint Statistical Meetings. Organizer. Invited Session on Probability Models of Customer Lifetime Value.
- Professional Organizations
 - Section Chair (elected), American Statistical Association, Section on Statistics and Marketing, 2011.
 - Program Chair (elected) for 2009, 2013 and 2015 Joint Statistical Meetings. American Statistical Association, Section on Statistics and Marketing.
 - Continuing memberships: American Marketing Association, American Statistical Association, INFORMS, International Society for Bayesian Analysis

School and University Service

Southern Methodist University

- Faculty Senate
 - Senator, 2016-2019
 - Executive Committee, 2018-2019
 - Graduate Education Committee, 2023-present
 - Academic Policies Committee, 2016-2017, 2019-2020
 - Athletic Policies Committee, 2017-2021
- Center for Teaching Excellence Advisory Committee, 2025-2026
- Data Science Institute Faculty Advisory Committee, 2020-2023

- University Athletics Council, 2017-2021
- University Admission Council, 2019-2020
- Provost Working Group on G14 Faculty Survey, 2019-2020
- Committee on the Status of Non-Tenure-Line Faculty, 2017-2018
- SMU Cox School of Business
 - Interdepartmental Seminar Series on Business Research Methods, founding organizer, 2018-present
 - Information Technology Committee, 2018-2020, 2024-present
 - Dean Search Committee, 2016-2017
- SMU Dedman College, Department of Statistical Science, Recruiting Committee, 2019-2020

Massachusetts Institute of Technology

- Faculty Search Committee, Operations Research and Statistics, 2009

Teaching and Advising

- SMU Cox School of Business
 - Marketing Management (MBA and MS core)
 - Customer Analytics using Probability Models (MS in Business Analytics core)
 - Managerial Statistics (MBA and MS core)
 - Global Leadership Program (MBA degree requirement)
- MIT Sloan School of Management
 - Customer Analytics using Probability Models (MBA elective)
 - Marketing Management (MBA core)
 - Marketing New Products (MBA elective)
 - Doctoral Seminar in Marketing (selected sessions)
- Saïd Business School, University of Oxford
 - Marketing Analytics Using Probability Models (MBA elective)
- Undergraduate thesis advisor, Eli Stein, Harvard University Department of Statistics, 2013
 - Received highest honors in department

Industry experience

- Evergage, Inc., Advisor, 2018-2019
- Boston Consulting Group, Fundamentals of Marketing, 2012
- CCC Information Services, Science Advisory Board, 2011-2015
- Micronotes, Inc., Technical Advisory Board, 2011-2014
- Chello Broadband, N.V., Amsterdam, Netherlands, V.P., Global Affiliate Operations, 1999-2002
- Marcus Cable/Charter Communications. Fort Worth, Texas. Director, New Media. 1997-1999
- Comcast Online, Philadelphia, Pa., Manager, National Operations and Logistics, 1996-1997
- ESPN, Bristol, Conn. Production Assistant, 1993-1994