Objectives:

This seminar-based class is designed to introduce doctoral students to the fundamental empirical models and estimation methods utilized in quantitative academic marketing papers. That is, if this class is successful, you should know the basic purpose, data requirements, mathematical formulation, and equally important the jargon/verbiage, associated with a wide assortment of quantitative marketing models.

Outline of Each Class Session:

Each class session will have a similar structure. We will review two published papers (in some rare cases possibly three), consisting of a “classic marketing paper” that seminally introduced a concept/model to the literature, followed by a more recent updated version of the same concept. In this manner, students will become familiar with the tradition of marketing science, but also gain knowledge of “modern updates” to those papers. Given that only two papers are assigned for each week, a deep and detailed coverage of each paper, with detailed pre-reading on the students’ part, is expected.

Course Materials and Website:
Copies of the papers sit on the course canvas site which can be accessed by logging into (https://wharton.instructure.com/login).

**Grading:**

Your grade in the course will consist of three parts.

(i) Each week, you are required to turn in **AT THE BEGINNING OF CLASS**, a no more than 5-page summary of the papers from that week **AND** prepare (but not turn in) a marked-up version of each paper with questions/comments. These short summaries will be graded based on your ability to: (i) concisely summarize the papers, (ii) provide a description of opportunities to extend these papers into novel research areas, (iii) your ability to raise critical questions about any aspect of the paper of your choosing, and (iv) most importantly, tie one or more of the papers to a problem that YOU ARE WORKING ON. Marking up each paper will enable you to participate in our class discussion.

(ii) The reason that we are meeting as a class is for you to share your ideas with others. Come to class prepared to discuss both papers that are assigned.

(iii) As a final project, we will ask each of you to construct a no more than 30-minute presentation summarizing “Lecture N+1”. That is, if there was one additional lecture, what would it be on? You pick the paper, or two papers, write up a summary of them (20 pages or less), and prepare a presentation on the topic.

**Contact Information**

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Course Outline

Session

1. October 20th  
Choice Models/Loyalty (Bradlow)


2. October 27th  
Conjoint Analysis (Bradlow)


3. November 3rd  
CLV/Attrition Models (Bradlow)


4. November 10th  
Integrated Models for Multiple Outcomes (Iyengar)


5. November 17th  
Learning Models (Iyengar)

Capturing Dynamic Brand Choice Processes in Turbulent Consumer Goods Markets”  


6. **December 1st**  
**Heterogeneity / HMM (Iyengar) – This one has 3 papers.**


7. **December 8th**  
**Lecture N+1 (Bradlow and Iyengar)**