

**Brett A. Saraniti**  
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### **Fields of Specialization**

Primary: Business Statistics, Game Theory, Managerial Economics, Competitive Strategy  
Secondary: Pricing, Negotiations

### **Doctoral Studies**

Ph.D., Managerial Economics and Decision Sciences, Kellogg School of Management, Northwestern University, Evanston, IL, 1997. Committee Chair: Roger Myerson, Nobel Laureate 2007.

### **Pre-Doctoral Studies**

MA, Political Science, Northwestern University, Evanston, IL, 1995  
BS, Mathematics, Harvey Mudd College, Claremont, CA, 1992

### **Teaching Experience**

Professor of Economics and Quantitative Methods, Hawaii Pacific University, 2006 - 2010  
Associate Professor of Economics and Quantitative Methods, Hawaii Pacific University, 2001- 2006  
Assistant Professor of Economics and Quantitative Methods, Hawaii Pacific University, 1997-2001  
Instructor, J.L. Kellogg Graduate School of Management, 1995- 1997.

### **Visiting Positions**

Visiting Professor, Kellogg School of Management, 1998-2018.  
Lecturer, Stanford University, Department of Economics, 2018.  
Visiting Professor of Economics, INSEAD, Singapore, 2008-2017.  
Visiting Professor, Sasin Graduate Institute of Business Administration, Chulalongkorn University, Bangkok, 2000-2018.  
Visiting Professor, Henry W. Bloch School of Management, UMKC, 2015.  
Visiting Professor, TECNUN, San Sebastian Spain, 2013-14.  
Visiting Professor of Decision Sciences, IESE, Barcelona, March 2009.  
Visiting Professor, Brisbane Graduate School of Business, Queensland University of Technology, May 2004.  
Visiting Professor, Helsinki School of Economics and Business Administration, Fall 1996.

### **Executive Teaching**

Kellogg-HKUST Program: "Microeconomics." Hong Kong, March 2014, April 2015, April 2016, March 2017, April 2018.  
INSEAD ILPSE Program "Advanced Game Theory" Feb 2016.  
Kellogg-HKUST Program: "Statistics." Hong Kong, March 2015.  
Sasin Graduate Institute of Business Administration, Chulalongkorn University, EMBA, 2000-2018.  
INSEAD SWIRE Program: "Negotiation Strategies" March 2014.  
Kellogg-HKUST Program: "Strategic Decision Making." Hong Kong, Feb 2012, March 2013, Oct 2013.  
INSEAD TGM Program: "Decision Making." Fontainebleau, Dec 2013.  
Kellogg-Recanti Program: "Analytical Approach to Uncertainty." Tel Aviv, November 2011, 2012.  
INSEAD Alstom Program: "Advanced Game Theory" Singapore. Feb 2011.  
Seminarium Internacional: "Strategic Decision Making" Santiago Chile, San Jose Costa Rica, June 2010

Thunderbird Custom EMBA Program-LG Electronics, Global Strategy, Korea, 2009, 2008, 2007.  
Kellogg “International Live-in Week” Evanston IL, July 2009, August 2008, August 2007.  
Kellogg-Miami EMBA Program, Introduction to Quantitative Environment, August 2012, August 2011.  
Dec 2008, Jan 2007.  
Kellogg EMBA Program, Introduction to Quantitative Environment, August 2012, August 2011, August  
2009, August 2008, August 2007, Dec 2006, August 2006.  
EMBA Program, Hawaii Pacific University, Quantitative Methods, 2002-2003.  
Instructor, Executive Master’s Program, Kellogg, Mathematics Review, Summer 2001, Summer 1996,  
Winter 1996, Summer 1995.

### **Major Fellowships and Awards**

Kellogg Levy Teaching Award: Competitive Strategy, 2012-13  
INSEAD Best Teacher, Core Classes Class of ‘09, Singapore.  
Kellogg Core Teaching Award: Managerial Economics, 2000-01  
University Fellowship, Northwestern University, 1992-1995  
Kellogg Doctoral Teaching Award, 1994-95  
ARCS Foundation Scholar, 1992

### **Research Experience, Conference Presentations, and Seminars**

Seminarium Mexico, Negotiation Strategies. Mexico City, Feb 2015, March 2017, March 2018  
Hewlett-Packard Card Payment & Innovation Forum, Maui. May 2011.  
Speaker, Hawaii Economics Association Monthly Luncheon, November 2007.  
Session Chair, INFORMS Annual Conference, Pittsburg 2006.  
Moderator, Hawaii Economics Association, Honolulu, May 2006.  
International Business & Economics Research Conference, Las Vegas NV Oct 2005  
College Teaching and Learning Conference, Las Vegas NV Oct 2005  
International Business and Economics Research Conference, Las Vegas NV Oct 2003  
University of Hawaii, CBA Management Department Seminar Presentation, Nov 2000  
University of Hawaii, Economics Department Seminar Presentation, Nov 1998  
Visiting Scholar, Universitat Pompeu Fabra, May-June 1998  
APSA, Annual Meeting, August 1997, August 1999  
Public Choice Society Conference, San Francisco, March 1997  
Jerusalem Summer School in Political Economy, June 1996  
Analysis of Political Institutions Conference, Northwestern University, July 1996  
International Conference on Cooperative Game Theory, Stony Brook NY 1991  
Mathematics Association of America/American Mathematical Society Joint Meeting 1991  
NSF Undergraduate Research Program, Cooperative Game Theory, Drew University, 1991

### **Noted Publications and Papers**

“Optimal Pooled Testing” *Health Care Management Science*. Vol 9, no 2, May 2006.

*Managerial Statistics: A Case Based Approach*, Brett Saraniti with Peter Klibanoff, Boaz Moselle, and  
Alvaro Sandroni. Thompson/South-Western, 2005.

“Dynamic Models of Campaign Fundraising.” Brett Saraniti, August 1997. Doctoral Thesis, Department  
of Managerial Economics and Decision Sciences, J.L. Kellogg Graduate School of Management

### **Forthcoming**

*Vital Statistics: Statistics for Business and Economics* (Undergraduate Business Statistics Text: \$225,000  
Advance) Brett Saraniti and William Sandholm, Oxford University Press, 2017.

## **Kellogg Case Studies**

*Trunkclub (forthcoming)*  
*The Hawaiian Airline Industry 2001-2008*  
*The Value of a Statistical Life*  
*Cost Savings from Pooled Testing*  
*Hole-in-one Insurance*  
*Sovereign Debt*

## **Work Experience/Consulting/Corporate Trainings**

Allianz “Leading with Big Data” Program, May 2016.  
CEO and Co-Founder AnyPrep LLC 2014-present  
Sprint Milestone Partners, Ltd. Corporate Advisor 2013- present  
FEMSA/OXXO Corporate Training, Monterrey Mexico, Sept 2015, May 2016, Sept 2016.  
Capital + SAF, Bolivia. Prepared corporate training manual on Industry Analysis & Risk, April 2014.  
Maclean-Fogg. Corporate Training, June 2013, Dec 2016  
Hiscox Ltd, Bermuda. Corporate Training, Sept 2012  
Trunkclub.com – Data Analysis for lead conversions, Nov 2011  
Releta: Advisory Board: March 2011 - 2014  
Contingent Network Services: May 2011, Data Analysis for MM/Speedpay Systems  
Love & Kirschenbaum: Oct 2010 – Dec 2012, Expert Witness  
McKinsey & Company, Inc: November 2008 – Instructor Mini-MBA.  
Carddomains.com: April 2006 – Statistical analysis of marketing research study.  
Cantor Fitzgerald/Hollywood Stock Exchange: March 2003 –Dec 2004, designing company’s statistical models using company data to forecast film revenues for major studios  
Unext.com: Jan-July 2001, Subject Matter Expert, Developed, wrote, and edited content for online courses: Information Rules and Globalization  
MRJ Technologies: Fall 1996, Designed a seminar on the application of artificial intelligence techniques for data mining in the banking industry  
Xerox Corporation: Winter 1995 - Fall 1996, Executive training in business mathematics, statistics, and managerial economics  
Chevron Oil Field Research: Fall 1991-Spring 1992, Led a team of undergraduates on a data compression project using innovative techniques including wavelet transforms and fractal imaging

## **University Service**

Founder/Organizer: Monday Seminar Series  
Co-Chair: Faculty Scholarship Support Group  
Faculty Advisor: Eco Club, Economics Club, European Students Organization, Windsurfing Club, Wake Boarding Club  
Committee Member: CBA Strategic Planning, GE Task Force Committee, MBA Program Committee, Graduate Student Orientation Committee, Social Studies Curriculum Committee, Viewpoints Film Series Committee, Economics Department Program Review, AACSB Faculty Evaluation Sub-Committee, Business Faculty Promotion and Review Committee, CBE Committee, Task Force on Faculty Responsibilities: Scholarship/Professional Development, Institute for Change Leadership

## **Pro Bono Consulting**

Surflight Hawaii – New Product Pricing  
Lee Ceramics – Pricing and Inventory Management  
ChipIn.com – Financial Statements and Pricing