

Curriculum Vitae

Keith E. Niedermeier

2019

Office Address: The Wharton School, University of Pennsylvania
Marketing Department
700 Jon M. Huntsman Hall
3730 Walnut Street
University of Pennsylvania
Philadelphia, PA 19104-6340

Phone number: 215-898-1700 (Office)

E-mail Address: keith1@wharton.upenn.edu

EMPLOYMENT HISTORY:

2007-present Director of Undergraduate Marketing Program; Adjunct Professor
of Marketing
The Wharton School, University of Pennsylvania

2011-present Visiting Professor, Beijing International MBA Program (BiMBA),
Peking University, Beijing, China

2004-2007 Visiting Assistant Professor, Department of Marketing
The Wharton School, University of Pennsylvania

1999-2004 Assistant Professor, Department of Marketing
The Pennsylvania State University

1995-1999 Graduate Assistant/Instructor, Department of Psychology
Michigan State University

1993-1995 Graduate Assistant, Department of Psychology
University of Toledo

1989-1993 Production Coordinator, The Lauerer Markin Group, Maumee, OH

ADDITIONAL APPOINTMENTS:

2012-present Core Faculty – Jay H. Baker Retailing Center
The Wharton School, University of Pennsylvania

2008-present Wharton International Case Team Advisor

2005-present American Marketing Association Collegiate Chapter Advisor

EDUCATIONAL HISTORY:

- Ph.D. Michigan State University, May 1999
Major: Social Psychology; Minor: Quantitative Methods
- M.A. University of Toledo, August 1995
Major: Social Psychology; Minor: Quantitative Methods
- B.A. (cum laude) University of Toledo, June 1993
Major: Psychology

BOOKS:

Bradlow, E.T., Niedermeier K.E., Williams, P. (2009). Marketing for Financial Advisors: Build Your Business by Establishing Your Brand, Knowing Your Clients, and Creating a Marketing Plan. New York: McGraw Hill.

Von Eye, A., & Niedermeier, K.E. (1999). Statistical analysis of longitudinal categorical data in the social and behavioral sciences. Hillsdale, NJ: Erlbaum.

PUBLICATIONS:

Niedermeier, K.E., Wang, E., & Zhang, X. (2016). The use of social media among business-to-business sales professionals in China: How social media helps create and solidify *guanxi* relationships between sales professionals and customers. Journal of Research in Interactive Marketing, Vol. 10 No. 1, 33-49.

Winner of 2017 Highly Commended Paper Award in the Emerald Literati Network Awards for Excellence.

Niedermeier, K.E. & Pierson, C. (2010). The impact of type-in interactivity and content consistency of Internet ads on brand and message recall. International Journal of Integrated Marketing Communications, 2 (2), 61-68.

Goldberg, M.E., Niedermeier, K.E., Bechtel, L.J., & Gorn, G.J. (2006) Heightening adolescent vigilance towards alcohol advertising to forestall alcohol usage. Journal of Public Policy & Marketing, 25, 147-159.

Winner of Thomas C. Kinnear/Journal of Public Policy & Marketing Award; honoring the article that has made the most significant contribution to the understanding of marketing and public policy issues within the most recent three-year time period

Niedermeier, K.E., Horowitz, I.A., & Kerr, N.L. (2001). Exceptions to the rule: The effects of remorse, status, and gender on decision making. Journal of Applied Social Psychology, 31, 604-623.

Kerr, N.L., Horowitz, I.A., & Niedermeier, K.E. (2001). The Law's Quest for Impartiality: Juror Nullification. Brooklyn Law Review, 66, 1207-1249.

McConnell, A.R., Niedermeier, K.E., Leibold, J.M., El-Alayli, A.G., Chin, P.P., & Kuiper, N.M. (2000). What if I find it cheaper someplace else?: The role of prefactual thinking and anticipated regret in consumer behavior. Psychology and Marketing, 17, 281-298.

Kerr, N.L., Niedermeier, K.E., & Kaplan, M.F. (2000). On the virtues of assuming minimal information processing in groups. Group Processes and Intergroup Relations, 3, 203-217.

Kerr, N.L., Niedermeier, K.E., & Kaplan, M.F. (1999). Bias in jurors vs. bias in juries: New evidence from the SDS perspective. Organizational Behavior and Human Decision Processes, 80, 70-86.

Niedermeier, K.E., Horowitz, I.A., & Kerr, N.L. (1999). Informing jurors of their nullification power: A route to a just verdict or judicial chaos? Law and Human Behavior, 23, 331-351.

Niedermeier, K.E., Kerr, N.L., & Messé, L.A. (1999). Jurors' use of naked statistical evidence: Exploring the bases and implications of the Wells Effect. Journal of Personality and Social Psychology, 76, 533-542.

REFEREED CONFERENCE PRESENTATIONS:

Fujikawa, Y., Niedermeier, K.E., & Ross, W.T. (2003, October). Betrayal in Consumer-Retailer Relationships. Presented at a special topics session at the Association for Consumer Research Conference, Toronto, ON.

Fujikawa, Y., Niedermeier, K.E., & Ross, W.T. (2003, February). Multi-Channel Consumers: Attributional, Affective, and Behavioral Reactions To Cross-Channel Price Difference. Presented at the Society for Consumer Psychology Winter Conference, New Orleans, LA.

Kerr, N.L., Horowitz, I.A., & Niedermeier, K.E. (2000, October). The Law's Quest for Impartiality: Juror Nullification. Presented at The Jury in the Twenty-first Century Conference, Brooklyn Law School, Brooklyn, NY.

Niedermeier, K.E. & Ahearne, M.J. (2000, May). When not to apologize: How apology affects responses to product recalls. Presented at the 29th European Marketing Academy Conference, Rotterdam, Netherlands.

Niedermeier, K.E., Kerr, N.L., & Messé, L.A. (2000, May). The effects of cognitive elaboration and mental simulation on decision making. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Niedermeier, & Ahearne, M.J. (2000, May). When not to apologize: Expectation violation and responses to apology. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Niedermeier, K.E., Kerr, N.L., & Messé, L.A. (1998, April). The role of mental simulation in jurors' use of naked statistical evidence. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Niedermeier, K.E., Horowitz, I.A., & Kerr, N.L. (1998, April). The effects of nullification instructions, defendant status, and remorse on jury decision making. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Niedermeier, K.E., Gabriel, S., & Moreno, K. (1997, May). The effect of nullification instructions on stereotypic biases. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Kerr, N.L., Niedermeier, K.E., & Kaplan, M.F. (1997, May). Bias in jurors vs. bias in juries: New evidence from the Davisonian perspective. Presented at the conference for Group Research in the Late 20th Century: A Celebration of the Illinois School, Urbana, IL.

Niedermeier, K.E., & Kerr, N.L. (1996, May). The role of naked statistical evidence in juror decision making. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Niedermeier, K.E. & Horowitz, I.A. (1995, July). Effects of law fairness, defendant sympathy, and pretrial publicity on jury nullification. Presented at the American Psychological Society Annual Convention, New York, NY.

Niedermeier, K.E., Grahe, J.E., & Sherman-Williams, B. (1995, May). The effects of appeal and incentive on mail survey response rates among college students. Presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

OTHER PUBLICATIONS:

Niedermeier, K.E. (2009). Review of *Predictably Irrational: The Hidden Forces That Shape Our Decisions*, by Dan Ariely. Journal of Pension Economics and Finance. 8, 249-250.

Niedermeier, K.E. (2003). Intellectual Diversity in Marketing. APS Observer, 16, P. 19.

INVITED TALKS AND PANELS:

Niedermeier, K.E. (2019, February). Understanding Millennials. Edward Jones Advisor Symposium, King of Prussia, PA.

Niedermeier, K.E. (2019, February). Building a Winning Case Program. BI International Case Competition Forum, Oslo, Norway.

Niedermeier, K.E. (2018, September). Understanding Client Trust in the Age of Robo-Advising. Expert 2018, Sao Paulo, Brazil.

Niedermeier, K.E. (2014, August). Financial Decision Making and Investor Psychology. Cambridge Investment Research RPM Conference, Chicago, IL.

Niedermeier, K.E. (2012, October). Marketing in Finance. University of Wisconsin, Whitewater Marketing Association Conference. Whitewater, WI.

Niedermeier, K.E. (2012, April). The Psychology of Investing. Finance Logix Conference. Las Vegas, NV.

Niedermeier, K.E. (2010, May). Marketing for financial advisors. The Toronto CFA Society

Niedermeier, K.E., Moderator (2010, April) The consumer of the future. The Future of Publishing Conference, New York, NY.

Niedermeier, K.E., Moderator (2009, October) The era of the empowered consumer: How increasing consumer and customer voice is impacting brands and campaigns. Wharton Marketing Conference, Philadelphia, PA.

Niedermeier, K.E. (2009, October). Marketing for financial advisors. SEI Investment Advisor Conference, Oaks, PA.

Niedermeier, K.E. (2009, April). Managing your reputation: Your organization as a brand. National Association of Cancer Center Development Officers and National Cancer Institute Public Affairs and Marketing Network Annual Meeting.

Niedermeier, K.E., Moderator (2008, October). Targeting the new luxury consumer in a flat world: Identifying opportunities for growth in a global luxury market. Wharton Marketing Conference, Philadelphia, PA.

Niedermeier, K.E., Moderator (2007, October) Ready to sweep out traditional media? Wharton Marketing Conference, Philadelphia, PA.

Niedermeier, K.E., Moderator (2005, October). What teens want: Capturing the attention of the trend-driven and lucrative teen dollar. Wharton Marketing Conference, Philadelphia, PA.

Niedermeier, K.E. (2005, February). Inaction inertia: The role of anticipated regret. Wharton Decision Processes Seminar Series, Philadelphia, PA.

Niedermeier, K.E. (2004, December). Cross channel inconsistency: A self/other focused model of consumer reactions to within vs. between retailer price differences. Wharton Marketing Speaker Series, Philadelphia, PA.

Niedermeier, K.E. (2002, March). Optimal Distinctiveness; Symbolic meaning of consumers; possessions. Penn State Department of Psychology Speaker Series, State College, PA.

TEACHING EXPERIENCE:

Introduction to Marketing (MKTG 101, Undergraduate)
The Wharton School, University of Pennsylvania
2005-present; enrollment per section: 245
Mean instructor rating: 3.20 (0-4 scale, 4 = superior)

Customer Behavior (MKTG 773, MBA)
The Wharton School, University of Pennsylvania
Fall 2004, Spring 2005, Fall 2006, Spring 2008. Fall 2008, Fall 2009, Fall 2010,
Fall 2011; Spring 2013, Spring 2014, Spring 2016; mean enrollment: 55
Mean instructor rating: 3.60 (0-4 scale, 4 = superior)

Advertising Management (MKTG 755, MBA)
The Wharton School, University of Pennsylvania
Fall 2013; Fall 2014; mean enrollment: 54
Mean instructor rating: 3.10 (0-4 scale, 4 = superior)

Marketing Strategy (MKTG 777, MBA)
The Wharton School, University of Pennsylvania
Summer 2008, Spring 2009; mean enrollment: 40
Mean instructor rating: 3.10 (0-4 scale, 4 = superior)

Consumer Behavior (MKTG 211, Undergraduate)
The Wharton School, University of Pennsylvania
Fall 2004, Spring 2005, Spring 2007; Spring 2015;
Fall 2015; mean enrollment: 50
Mean instructor rating: 3.70 (0-4 scale, 4 = superior)

Introduction to Marketing (MKTG 411, Working Professionals)
The Wharton School, University of Pennsylvania
Spring 2008, Spring 2010, Fall 2011; mean enrollment: 21
Mean instructor rating: 3.89 (0-4 scale, 4 = excellent)

Topics in International Business Development (WH 298, undergraduate)
The Wharton School, University of Pennsylvania
Spring 2007-present; mean enrollment: 26
No ratings available

Buyer Behavior (MKTG 421, Working Professionals)
The Wharton School, University of Pennsylvania
Summer 2005, Summer 2006, Summer 2007, Spring 2011, Spring 2012 mean enrollment: 18
Mean instructor rating: 4.67 (1-5 scale, 5 = excellent)

Buyer Behavior (MKTG 330, Undergraduate)
The Pennsylvania State University
Spring 2000 – Spring 2004; mean enrollment: 40
Mean instructor rating: 6.55 (1-7 scale, 7 = superior)

Theo. Perspectives in Buyer Behavior (MKTG 551, Ph.D.)
The Pennsylvania State University
Fall 2001, Fall 2003; Mean enrollment: 12
Mean instructor rating: 6.16 (1-7 scale, 7 = superior)

Behavioral Statistics and Data Analysis (PSY 295)
Michigan State University
Fall 1998, Spring 1998; mean enrollment: 150
Mean instructor rating: 1.49 (1-5 scale, 1 = superior)

Social Psychology (PSY 235)
Michigan State University
Summer, 1999, Summer 1998, Summer 1997; mean enrollment: 60
Mean instructor rating: 1.57 (1-5 scale, 1 = superior)

Interpersonal Relationships and Groups (PSY 441)
Michigan State University
Spring 1997; enrollment: 25
Mean instructor rating: 1.49 (1-5 scale, 1 = superior)

AWARDS:

2019	Wharton Teaching Excellence Reward
2017	Emerald Literati Network Award for Excellence Highly Commended Paper Award
2016	American Marketing Association Faculty Advisor Lifetime Achievement Award
2015	American Marketing Association Distinguished Service Award
2010	American Marketing Association Hugh G. Wales Outstanding Faculty Advisor Award
2007	Finalist (one of eight) for Wharton Anvil Award
2006	Thomas C. Kinnear/Journal of Public Policy & Marketing Award
2006	William G. Whitney Award for Distinguished Undergraduate Teaching
2005	Wharton MBA Excellence in Teaching Award

EXECUTIVE EDUCATION:

- 2019 Penn Law – Building Your Personal Brand
SIFMA-SII - The Power of the Brand, Understanding Millennial Investors
CFP Client Psychology Program – Understanding Risk
- 2018 Penn Law – Building Your Personal Brand
SIFMA-SII - The Power of the Brand, Understanding Millennial Investors
Zillow – Faculty Director for customer insights program
AXA – How Millennials and Social Media will Change the Way We do Business
Chubb – Client Psychology Across Generations
Merrill Lynch/Bank of America - Investor Psychology
- 2017 Citi (Beijing, Singapore, U.S.)– Investor Psychology, Customer Centric Marketing Strategy
SIFMA-SII - The Power of the Brand
Penn Law – Building Your Personal Brand
AXA - Behavioral Finance and Experiential Branding
AXA – How Millennials and Social Media will Change the Way We do Business
Chubb – Client Psychology Across Generations
- 2016 Citi South America (Sao Paulo, Rio, and Mexico City) – Investor Psychology, Customer Centric Marketing Strategy
Citi Asia (Beijing) - Investor Psychology, Customer Centric Marketing Strategy
SIFMA-SII - The Power of the Brand
Penn Law – Building Your Personal Brand
Chubb – Client Psychology Across Generations
- 2015 Ping An Bank China - Customer Centric Marketing Strategy
Minsheng Bank China - Customer Centric Marketing Strategy
Citi Asia – Investor Psychology, Customer Centric Marketing Strategy
Merrill Lynch/Bank of America - Investor Psychology
Digicel – Customer Focused Branding
SIFMA-SII - The Power of the Brand
Penn Executive Veterinary Leadership Program – Marketing Leadership
Penn Law – Personal Branding
- 2014 SIFMA-SII - The Power of the Brand
Penn Law – Building Your Personal Brand
Merrill Lynch/Bank of America - Investor Psychology
AXA - Behavioral Finance and Experiential Branding
New Oriental Education and Technology Group - Experiential Branding
Penn Executive Veterinary Leadership Program – Marketing Leadership
U.S. Trust – Psychology of Millennial Investors
Penn Law – Personal Branding
Longfor Real Estate – Branding in China

- 2013
 IMCA – Social Media in the Financial Industry
 SIFMA-SII - The Power of the Brand
 Penn Law – Building Your Personal Brand
 TCSAFE/China - American Marketing Association Marketing Certificate
 Merrill Lynch/Bank of America - Investor Psychology
 AXA - Behavioral Finance and Experiential Branding
 Brand Leadership Program –Qualitative Brand Measurement
- 2012
 New Oriental Education and Technology Group - Experiential Branding
 Glaxo Smith Klein - Branding
 Hertz Corporation - Marketing Leadership
 American Academy of Pediatric Dentistry – Marketing Strategy
 AMP New Zealand – Social Media in the Financial Industry
 Janney/Penn Mutual – Competitive Marketing Strategy
 Securities Industry Institute - Building your Brand
 AXA - Behavioral Finance and Experiential Branding
 Merrill Lynch/Bank of America - Investor Psychology
 U.S. Trust - Behavioral Finance
 LPL Financial - Customer Experience
- 2011
 Securities Industry Institute - Building your Brand
 AXA - Behavioral Finance and Experiential Branding
 AXA GMP - Customer Centricity
 Merrill Lynch/Bank of America - Investor Psychology
- 2010
 AXA - Behavioral Finance and Experiential Branding
 Merrill Lynch/Bank of America – Relationship Marketing
 Janney Montgomery Scott - Marketing for Financial Advisors
 Securities Industry Institute - Behavioral Finance
 Pfizer - Brand Messaging
- 2009
 AXA - Behavioral Finance and Experiential Branding
 Securities Industry Institute - Behavioral Finance
- 2008
 AIMSE Investment Institute - Marketing and Segmentation
 AXA - Behavioral Finance and Experiential Branding
 IMCA - Marketing Strategies for non-profits
 IMCA - Behavioral Finance
 Merrill Lynch - Marketing strategy for high net worth clients
 Securities Industry Institute - Behavioral Finance
 Institute for Private Investors - Wealth Management, Behavioral Finance
- 2007
 AXA - Behavioral Finance and Experiential Branding
 IMCA - Marketing Strategies for non-profits
 IMCA - Behavioral Finance
 Merrill Lynch - Marketing strategy for high net worth clients
 Securities Industry Institute - Behavioral Finance
 Institute for Private Investors - Wealth Management, Behavioral Finance

2006 AIMSE Investment Institute - Behavioral Finance
AXA - Behavioral Finance and Experiential Branding
Janney Montgomery Scott - Behavioral Finance
Bank of America - Experiential Branding
Merrill Lynch - Behavioral Finance
Institute for Private Investors -Wealth Management, Behavioral Finance
Securities Industry and Financial Markets Association SIA Branch
Management - Behavioral Finance

CONSULTING/APPLICATION EXPERIENCE:

2018 Sonoma County Winegrowers – Digital marketing area expert

2017 Modell’s Sporting Goods – Loyalty program area expert
Burlington – Digital retail area expert

2016 Takeda Pharmaceuticals – Implicit attitude study and brand consulting

2015 Cal Ripkin Baseball – Branding area expert
Biestmilch - Branding area expert
Aberdeen - Branding area expert

2014 Burkman Bros: Branding area expert
Latoile: Branding area expert

2013 Tucano Urbano: Branding area expert
Daniella Lehavi: Branding area expert
Vitamin Shoppe: Area expert for loyalty program study
Red Bull: Area expert for social media ROI project
Penn Museum: Area expert for promotion strategy project
Joanna Maxham: Area expert for marketing project

2012 Charity Water: Area expert for marketing project
Sweetgreen: Area expert for retail loyalty program

2011 Mercedes Benz USA: Area expert for Gen Y marketing project
Ted^x: Area expert for marketing project
Altruette: Area expert for marketing project

2010 Catwalk for Kids: Area expert for non-profit brand building
Philly Car Share: Area expert for electric car pricing

2009 Campbell’s Soup: Team supervisor for positioning study of Wolfgang Puck acquisition.

- 2008 General Motors: Team supervisor for assessment of GM Coastal Initiative
 Aramark: Team Supervisor for segmentation and targeting study for
 Aramark marketing initiative
- 2007 General Motors: Team supervisor on strategic assessment of Internet and
 viral marketing campaigns; Alternative media campaign for Pontiac G5
- 2006 American Floral Marketing Association: Co-primary investigator on
 feasibility study of national floral marketing campaign
 General Motors: Area expert on project making strategic
 recommendations for appealing to Generation Y consumers
 ESPN: Served as area expert on project making strategic
 recommendations for expanding online offerings
 Hartford Life: Served as area expert on project integrating behavioral
 finance findings into annuity forecasting models
- 2005 Proctor and Gamble: Served as area expert in repositioning of IAMS dog
 food
- 2000 PennDot: Co-primary investigator for downstream evaluation of
 advertising campaign

DISSERTATION AND THESIS COMMITTEES:

- Co-Chair: Yoshi Fukikawa, Marketing, Penn State (Ph.D., 2003)
 Member: Kirsten Grasshoff, Marketing, Penn State (Ph.D., 2003)
 Member: Carmen Stavrositu, Communications, Penn State (M.A., 2003)
 Member: Amanda Rotondo, Communications, Penn State (M.A., 2003)
 Chair: Gene Walsh, Marketing, Penn State (Honors Thesis, 2003)
 Chair: K.C. Parker, Marketing, Penn State (Honors Thesis, 2001)

SERVICE ACTIVITIES AND OTHER POSITIONS:

- 2005-present Advisor – The Marketing Undergraduate Student Establishment (MUSE), the Penn collegiate chapter of the American Marketing Association (AMA)
- 2019 -Platinum Chapter, International AMA Chapter of the Year
 - Second Place, AMA/WSJ Case Competition
 - 2018 -Platinum Chapter, International AMA Chapter of the Year
 - First Place, AMA/Mary Kay Case Competition
 - First Place, SABRE business simulation competition
 - First Place, Student Research Poster
 - Joseph Robillard named AMA Student Marketer of the year
 - 2017 -Platinum Chapter, International AMA Chapter of the Year
 - Second Place, AMA/eBay Case Competition
 - 2016 -Platinum Chapter, International AMA Chapter of the Year
 - Second Place, AMA/Hershey’s Case Competition
 - First place, Johns Hopkins Regional AMA Case Competition
 - First Place, Philadelphia AMA Marketing Plan Competition
 - 2015 -Platinum Chapter, International AMA Chapter of the Year
 - First Place, AMA/Vitamin Water Case
 - Third place, Wake Forest/Cheer Wine Case Competition
 - 2014 -Platinum Chapter, International AMA Chapter of the Year
 - Second Place, AMA/Hershey’s Take Five Case
 - Second place, Wake Forest/Cheer Wine Case Competition
 - 2013 - Silver (Top 8) AMA Chapter
 - Third Place AMA/SABRE Business Simulation
 - Third Place, Wake Forest/Fed Ex Case Competition
 - 2012 - Gold (Top 4) AMA Chapter
 - Second Place, AMA/Pearson Case Competition
 - First place, Wake Forest/BB&T Case Competition
 - 2011 - Gold (Top 4) AMA Chapter
 - Second Place, AMA/Nintendo Case Competition
 - Second Place in Wake Forest/VF Corporation Case Competition
 - First Place, SABRE/IIBD Business Simulation

Competition

- Second Place, Gilt City Case Competition
- Second Place, Edventures/Chevrolet Sonic Marketing Challenge
- 2010 - Superior (top 4) AMA Chapter
 - First Place in AMA/UNICEF Case Competition
 - First place in Wake Forest/IBM Case Competition
 - First Place in Caples/Sony Student Campaign of the Year competition
 - Finalist, SAP Case Competition
 - Finalist, Kohler Case Competition
- 2009 - Superior (top 4) AMA Chapter
 - First Place in AMA/Kodak Case Competition
 - Second Place in Wake Forest/Pepsi Case Competition
- 2008 - International AMA Chapter of the Year
 - First Place in AMA/McGraw-Hill Case Competition
- 2007 - Distinguished (top 8) AMA Chapter
 - First place in AMA/New Orleans Case Competition
 - First place in Wake Forest/Motorola Case Competition
- 2006 - New AMA Chapter of the Year Award
 - Outstanding (top 16) AMA Chapter
 - First place in AMA/KwikTrip Case Competition

2007-present

Advisor, Wharton Undergraduate Case Team

- 2018 –First Place at UCS Marshall International Case Competition, First Place and People’s Choice Award University of Auckland Champions Trophy Case Competition, First Place at BI Norway Business School International Case Competition, Third place McGill Management International Case Competition
- 2017 –Peoples Choice Award at UCS Marshall International Case Competition, First Place and People’s Choice Award at University of British Columbia Sauder Summit, Third Place at University of Texas Women’s Case Competition
- 2016 – Second Place and Peoples Choice Award at University of Auckland Champions Trophy Case Competition
- 2015 – Third place at McGill Management International Case Competition, Second Place at Belgrade Business International Case Competition, Finalist at University of Auckland Champions Trophy Case Competition

- 2014 – First Place at the Citi/HKUST International Case Competition, First Place at the Copenhagen Business School International Case Competition, Third Place at McGill Management International Case Competition, Finalist in University of Auckland Champions Trophy Case Competition
- 2013 – First Place at the McGill Management International Case Competition
- 2012 – Finalist at the UCS Marshall International Case Competition
- 2010 – Third Place at the McGill Management International Case Competition
- 2009 – Finalist at the UCS Marshall International Case Competition
- 2008 – Second Place at the UCS Marshall International Case Competition

2017-2018

University of Toledo COBI dean search committee

2007-2018

Academic Director – Wharton International Program, mini study abroad program (WH 298)

- 2018 – Spain
- 2017 – Beijing
- 2016 – Germany, Israel, Argentina
- 2015 – Japan, Scandinavia, Dominican Republic
- 2014 – Hong Kong, Turkey/Greece, South Africa
- 2013 – Paris, Morocco/Portugal, Argentina/Chile
- 2012 – China, Australia, Cuba
- 2011 – London/Milan, South Africa/Botswana, Ecuador
- 2010 – Spain, Thailand, Brazil
- 2009 – Hong Kong, China; Buenos Aries, Argentina; Costa Rica
- 2008 – Milan, Italy; Seoul, South Korea
- 2007 – Hong Kong, China; Hyderabad, India

2003-2015

American Marketing Association Collegiate Chapters Council

- 2014-2015 – Past-President
- 2013-2014 – President
- 2012-2013 – President-Elect
- 2011-2012 – Council member
- 2008-2009 – Past-President
- 2007-2008 – President
- 2006-2007 – President-Elect
- 2003-2005 – Council member

- 2012-2014 Faculty Advisor - Wharton MBA Global Consulting Practicum
- 2014 – Israel Hybrid Razor
 - 2013 - Australian Action Sports
 - 2012 - Brand Israel
- 2011-2012 Co-Advisor, Wharton MBA Marketing Case Team
- 2012 - Third Place in Wake Forest/BB&T Corporation Case Competition
 - 2011 - First Place in Wake Forest/VF Corporation Case Competition
- 2000-2004 Advisor - Penn State Marketing Association (PSMA), the collegiate chapter of the American Marketing Association
- 2003 - Outstanding Regional AMA Chapter
 - 2002 - Outstanding Regional AMA Chapter
 - 2001 - Top Regional AMA Chapter
Finalist in AMA Case Competition
- 2000-2002 Coordinator - Penn State Undergraduate Marketing Majors' Forum

PROFESSIONAL ORGANIZATION MEMBERSHIPS:

- American Marketing Association
- Association for Consumer Research
- Midwestern Psychological Association
- Society for Consumer Research

AD HOC REVIEWING:

2016	<u>Journal of Interactive Marketing</u>
2007	American Marketing Association Winter Marketing Educators' Conference
2005	<u>Journal of Consumer Research, Journal of Experimental Social Psychology</u>
2004	<u>Journal of Consumer Research</u>
2003	<u>Journal of Experimental Social Psychology</u>
2003	<u>Analyzing Rater Agreement – Manifest Variable Method</u> , Hillsdale, NJ: Erlbaum.
2000	Association for Consumer Research Conference
1999	<u>Law and Human Behavior</u>
1998	<u>Basic and Applied Social Psychology</u>

PRESS COVERAGE:

Today, (2018, June 17). How Millennials Became the World's Most Powerful Consumer. <https://www.todayonline.com/world/how-millennials-became-worlds-most-powerful-consumers>

Financial Times, (2018, June 6). How Millennials Became the World's Most Powerful Consumer. <https://www.ft.com/content/194cd1c8-6583-11e8-a39d-4df188287fff>

RetailWire, (2018, April 27). Luxury Brands are Racing to Embrace E-commerce. <https://www.retailwire.com/discussion/luxury-brands-are-racing-to-embrace-ecommerce/>

Jing Daily, (2018, March 26). Daily Brief: Today's Top Five Can't-Miss Stories <https://jingdaily.com/daily-digest/women-are-never-too-young-for-anti-aging-creams-in-china/>

Knowledge@Wharton, (2018, March 13). Why Luxury Brands are Racing to Embrace E-commerce. <http://knowledge.wharton.upenn.edu/article/luxury-brands-racing-embrace-e-commerce/>

Wall Street Journal, (2017, November 17). Cigarette Makers Must Advertise Their Dangers, But Will Millennials Get the Message?
<https://www.wsj.com/articles/antismoking-drive-is-poised-to-bypass-where-the-kids-hang-out-1510875419>

Leader's Edge (2017 November). The Millennial Crib Sheet.
<http://knowledge.wharton.upenn.edu/article/luxury-brands-racing-embrace-e-commerce/>

Knowledge@Wharton, (2017, October 3). What Defines Millennials – and How Marketers Can Reach Them. <http://knowledge.wharton.upenn.edu/article/marketing-to-millennials/>

Daily Pennsylvanian, (2017, October 1). Penn Students Designed BuzzFeed Quizzes in this Wharton Class - And Some Went Viral. <http://www.thedp.com/article/2017/10/penn-students-designed-buzzfeed-quizzes-in-this-wharton-class-and-some-went-viral>

Business 2 Community. (2017, July 18). 5 Mind-Blowing Insights into Mobile-First Mindset Generation Z. <https://www.business2community.com/marketing/5-mind-blowing-insights-mobile-first-mindset-generation-z-01879706>

Business Insider, (2015, October 8). Move over, Millennials - here's where the young consumers of Generation Z are spending their money.
<http://www.businessinsider.com/where-generation-z-shops-2015-10>

Financial Times, (2014, October 10). Marketing, statistics and rock 'n' roll.
<http://www.ft.com/intl/cms/s/2/cee55886-18b4-11e4-a51a-00144feabdc0.html#axzz43xI8xmzE>

China Daily (2011, July 8). Say hello to hi panda.
http://www.chinadaily.com.cn/usa/business/2011-07/08/content_12864036.htm

Ad Age (2011, June 30). What makes a memorable ad? Location, Location, Location.
<http://adage.com/article/digitalnext/makes-a-memorable-ad-location-location-location/228505/>

USA Today (2011, February 8). 'Captcha' Squiggles give way to ad pitches on security tests. p. 2B

The New York Times (2007, October 12). U. Penn professors use Facebook to stay in touch with students.

The Economic Times (2006, March 29). Marketing strategies for the teen market.

Brandsizzle.com (2006, January 4). From teen fashion to Hershey Kisses: New ways to sell the brand.

Centre Daily Times (2001, January 14). In living color: Everything from appliances to power tools are now available in kitschy colors. p. C-1.

Psychology Today (1999, October). Words that say “convict.” p. 10.

REFERENCES:

Prof. Eric T. Bradlow
Marketing Department
700 Jon M. Huntsman Hall
3730 Walnut Street
University of Pennsylvania
Philadelphia, PA 19104-6340
(215) 898-8255

ebradlow@wharton.upenn.edu

Prof. Robert Meyer
Marketing Department
700 Jon M. Huntsman Hall
3730 Walnut Street
University of Pennsylvania
Philadelphia, PA 19104-6340
(215) 898-1826

meyerr@wharton.upenn.edu

Prof. Barbara Kahn
Marketing Department
700 Jon M. Huntsman Hall
3730 Walnut Street
University of Pennsylvania
Philadelphia, PA 19104-6340
(215) 898-5404

kahn@wharton.upenn.edu