

MATHEW S. ISAAC

Albers School of Business and Economics
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ACADEMIC POSITIONS

Thomas F. Glead Chair of Business Administration 2022-2025
Chairperson of the Marketing Department 2022 - present
Genevieve Albers Professor 2018-2021
Full Professor (with tenure) 2020 - present
Associate Professor (with tenure) 2016 - 2020
Assistant Professor 2011 - 2016
Department of Marketing – Albers School of Business and Economics, Seattle University

Visiting Professor 2021-2022
Department of Marketing – Cox School of Business, Southern Methodist University

Visiting Research Scholar 2017-2018, 2014-2015
Department of Marketing – Foster School of Business, University of Washington

Post-Doctoral Research Fellow 2010 - 2011
Department of Marketing – Kellogg School of Management, Northwestern University

EDUCATION

Ph.D., Marketing 2006 - 2010
Kellogg School of Management, Northwestern University

MBA, Finance & Strategic Management 1998 - 2000
Booth School of Business, University of Chicago

BA, Biological Sciences 1992 - 1996
University of Chicago

ACADEMIC PUBLICATIONS

*refereed

*Lai, Edward, Julio Sevilla, Mathew S. Isaac, and Rajesh Bagchi, “The Easy Addendum Effect: When Doing More Seems Less Effortful,” *Journal of Applied Psychology*, forthcoming.

*Isaac, Mathew S. (2023), "The Cure Effect: Individuals Demand Universal Access for Health Treatments that Claim to Eliminate Disease Symptoms," *Journal of Experimental Psychology: Applied*, in press. <https://doi.org/10.1037/xap0000479>

*Isaac, Mathew S. and Poornima Vinoo (2023), "Bracing for the Sting of Disposal: Product Purgatories Encourage Mental Simulation of the Disposal Process," *Journal of Consumer Psychology*, in press. <https://doi.org/10.1002/jcpy.1342>

- Featured in *Society for Personality and Social Psychology (SPSP) Character & Context*, *Lifhacker*, *Psychology Today*, *Yahoo! Life*.

*Jain, Shailendra Pratap, Pragya Mathur, Mathew S. Isaac, Huifang Mao, and Durairaj Maheswaran (2023), "Brand Extension Failure and Parent Brand Penalty: The Role of Implicit Theories," *Journal of Consumer Psychology*, in press. <https://doi.org/10.1002/jcpy.1343>

*Schindler, Robert M., Mathew S. Isaac, and Rebecca Jen-Hui Wang (2022), "Strategic Use of Just-Below Numbers in Packaged-Foods Calorie Information," *Marketing Letters*, in press. 10.1007/s11002-022-09642-7

*Isaac, Mathew S., Julio Sevilla, and Rajesh Bagchi (2022), "The Commission Effect: Framing Affects Perceived Magnitude of Identical Payouts," *Journal of Experimental Psychology: Applied*, in press. <https://doi.org/10.1037/xap0000441>

*Koukova, Nevena, Rebecca Jen-Hui Wang, and Mathew S. Isaac (2023), "'If You Loved Our Product': Are Conditional Review Requests Effective?," *Journal of Retailing*, 99 (1), 85-101. <https://doi.org/10.1016/j.jretai.2022.09.002>

*Schindler, Robert M., Mathew S. Isaac, Eric Dolansky, and Grant C. Adams (2022), "Anxiety, Cognitive Availability, and the Talisman Effect of Insurance," *Personality and Social Psychology Bulletin*, 49 (4), 642-656. <https://doi.org/10.1177/01461672221077791>

- Featured in *Society for Personality and Social Psychology (SPSP) Character & Context*.

*Graul, Antje R. H., Aaron R. Brough, and Mathew S. Isaac (2022), "How Emotional Attachment Influences Lender Participation in Consumer-to-Consumer Rental Platforms," *Journal of Business Research*, 139, 1211-1217. <https://doi.org/10.1016/j.jbusres.2021.10.064>

*Humphreys, Ashlee, Mathew S. Isaac, and Rebecca Jen-Hui Wang (2021), "Construal Matching in Online Search: Applying Text Analysis to Illuminate the Consumer Decision Journey," *Journal of Marketing Research*, 58 (6), 1101-1119. <https://doi.org/10.1177/0022243720940693>

*Isaac, Mathew S., Carl Obermiller, and Rebecca Jen-Hui Wang (2021), "The Downside of Divinity? Reputational Harm to Sectarian Universities from Overtly Religious Advertising," *Journal of Advertising*, 50 (4), 423-440. <https://doi.org/10.1080/00913367.2021.1940395>

- Featured in *Higher Ed Dive*.

*Isaac, Mathew S. and Katie Spangenberg (2021), "The Perfection Premium," *Social Psychological and Personality Science*, 12 (6), 930-937.

<https://doi.org/10.1177/1948550620944313>

- Featured in *Society for Personality and Social Psychology (SPSP) Character & Context*.

*Isaac, Mathew S., Yantao Wang, and Robert M. Schindler (2021), "The Round-Number Advantage in Consumer Debt Repayment," *Journal of Consumer Psychology*, 31 (2), 240-262. <https://doi.org/10.1002/jcpy.1192>

*Cohen, Marc A. and Mathew S. Isaac (2021), "Trust *Does* Beget Trustworthiness, and also Begets Trust in Others," *Social Psychology Quarterly*, 84 (2), 189-201.

<https://doi.org/10.1177/0190272520965192>

*Isaac, Mathew S. and Kent Grayson (2020), "Priming Skepticism: Unintended Consequences of Narrow Persuasion Knowledge Access," *Psychology & Marketing*, 37, 466-478. <https://doi.org/10.1002/mar.21313>

*Sevilla, Julio, Mathew S. Isaac, and Rajesh Bagchi (2018), "Format Neglect: How the Use of Numerical Versus Percent Rank Claims Influences Consumer Judgments," *Journal of Marketing*, 82 (6), 150-164. <https://doi.org/10.1177/0022242918805455>

- Featured in *Financial Times*.

*Koschmann, Anthony and Mathew S. Isaac (2018), "Retailer Categorization: How Store-Format Price Image Influences Expected Prices and Consumer Choices," *Journal of Retailing*, 94 (4), 364-379. <https://doi.org/10.1016/j.jretai.2018.08.001>

*Isaac, Mathew S. and Kent Grayson (2017), "Beyond Skepticism: Can Accessing Persuasion Knowledge Bolster Credibility?," *Journal of Consumer Research*, 43 (6), 895-912. <https://doi.org/10.1093/jcr/ucw063>

- Featured in *Forbes, New York Times, Kellogg Insight, Kellogg Magazine, The Findings Report*

*Brough, Aaron R., James E. B. Wilkie, Jingjing Ma, Mathew S. Isaac, and David Gal (2016), "Is Eco-Friendly Unmanly? The Green-Feminine Stereotype and Its Effect on Sustainable Consumption," *Journal of Consumer Research*, 43 (4), 567-582.

<https://doi.org/10.1093/jcr/ucw044>

- Named to the Marketing Science Institute's "must-read" list of 2016 journal articles
- Featured in *Scientific American, Washington Post, New York Magazine, The Atlantic, Slate, Yahoo! News, Pacific Standard, Psychology Today*

*Isaac, Mathew S., Aaron R. Brough, and Kent Grayson (2016), "Is Top 10 Better than Top 9? The Role of Expectations in Consumer Response to Imprecise Rank Claims," *Journal of Marketing Research*, 53 (3), 338-353. <https://doi.org/10.1509/jmr.14.0379>

- Featured in *Kellogg Insight, SmartCompany, Neurosciencemarketing.com*

*Isaac, Mathew S. and Morgan Poor (2016), "The Sleeper Framing Effect: The Influence of Frame Valence on Immediate and Retrospective Experiential Judgments," *Journal of Consumer Psychology*, 26 (1), 53-65. <https://doi.org/10.1016/j.jcps.2015.05.002>

- Featured in *Harvard Business Review*

*Calder, Bobby J., Mathew S. Isaac, and Edward C. Malthouse (2016), "How to Capture Consumer Experiences: A Context-Specific Approach to Measuring Engagement," *Journal of Advertising Research*, 56 (1), 39-52. <https://doi.org/10.2501/JAR-2015-028>

- Selected as the Best Paper to appear in the *Journal of Advertising Research* in 2016 by the journal's Senior Advisory Board and the Editorial Review Board
- Featured in *Kellogg Insight*

*Isaac, Mathew S. and Aaron R. Brough (2014), "Judging a Part by the Size of Its Whole: The Category Size Bias in Probability Judgments," *Journal of Consumer Research*, 41 (2), 310-325. <https://doi.org/10.1086/676126>

- Named to the Marketing Science Institute's "must-read" list of 2014 journal articles
- Featured in *Forbes*, *BizEd*, *Utah Business*, *Montreal Gazette*, *Ottawa Citizen*, *Yahoo! India*

*Isaac, Mathew S. and Robert M. Schindler (2014), "The Top-Ten Effect: Consumers' Subjective Categorization of Ranked Lists," *Journal of Consumer Research*, 40 (6), 1181-1202. <https://doi.org/10.1086/674546>

- Featured in *Financial Times*, *Harvard Business Review*, *Forbes*, *Fast Company*, *The Atlantic*, *Men's Health*, *Vancouver Sun*, *Calgary Herald*, *Science Daily*

*Brough, Aaron R. and Mathew S. Isaac (2012), "Finding a Home for Products We Love: How Buyer Usage Intent Affects the Pricing of Used Goods," *Journal of Marketing*, 76 (4), 78-91. <https://doi.org/10.1509/jm.11.0181>

- Featured in *Harvard Business Review*, *Time*, *Women's Health*, *Stats and Curiosities* (HBR Press, 2013)

MANAGERIAL PUBLICATIONS

*refereed

Isaac, Mathew S. and Bobby J. Calder (2023), "Persuasion Knowledge in an Evolving Media Landscape: Future Research Directions," *Marketing Science Institute Working Paper Series [22-140]*.

Isaac, Mathew S. (2023), "The Cure Effect: Individuals Demand Universal Access for Health Treatments that Claim to Eliminate Disease Symptoms," *Marketing Science Institute Working Paper Series [22-130]*.

*Cohen, Marc A. and Mathew S. Isaac (2021), "Managers, Don't be Afraid to Trust!," *Rutgers Business Review*, 6 (3), 305-311.

*Isaac, Mathew S. (2021), "Collateral Damage? Consequences of Radically Transparent Reviews in Health Care," *The Joint Commission Journal on Quality and Patient Safety*, 47, 458-460.

*Hong, Jennifer and Mathew S. Isaac (2021), "Location, Location, Location: The Effect of Clutter on Evaluation and Aesthetic Judgment of Off-Premise Signage," *Interdisciplinary Journal of Signage and Wayfinding*, 5 (1), 26-40.

*Isaac, Mathew S. (2020), "A Sign of Trust?: The Value of Source Attribution in Accolade Claims," *Interdisciplinary Journal of Signage and Wayfinding*, 4 (2), 23-36.

*Isaac, Mathew S., Ajay T. Abraham, and Elaine Richards (2019), "Implementing the Challenger Sales Model at Cars.com: A Case Study," *Journal of Business and Industrial Marketing*, 34 (2), 291-302.

*Obermiller, Carl and Mathew S. Isaac (2018), "Are Green Men from Venus?," *Journal of Management for Global Sustainability*, 6 (1), 45-66.

*Isaac, Mathew S. and Morgan Poor (2016), "When (Firsthand) Experience Matters Less Than You Expect: The Influence of Advertising on Repurchase Decisions," *Rutgers Business Review*, 1 (1), 2-6.

Isaac, Mathew S. (2016), "The Drawbacks of Rate-Your-Doctor Medical Transparency," *Missouri Medicine*, 113 (3), 90-91.

- Guest editorial, reprinted with permission from the *Wall Street Journal* (April 13, 2016 op-ed)

Brough, Aaron R. and Mathew S. Isaac (2015), "Why Real Estate Agents Should Care about Buyer Usage Intent," *Keller Center Research Report*, 8 (3), 12-16.

Calder, Bobby J., Mathew S. Isaac, and Edward C. Malthouse (2013), "Taking the Customer's Point of View: Satisfaction or Engagement?," *Marketing Science Institute Working Paper Series [13-102]*.

- Received Marketing Science Institute's Top Download Award for 2014, an annual award given to the authors of the working paper that was most downloaded in its first year of publication

*Isaac, Mathew S. and Aaron R. Brough (2012), "For Sale by Owner' for Less than it's Worth," *Graziadio Business Review*, 15 (2).

SELECTED RESEARCH IN PROGRESS

Pena-Marin, Jorge and Mathew S. Isaac, "Anticipating Reversals: Round Numbers Are Simultaneously Associated with Beginnings and Endings" (under 3rd round review in the *Journal of Consumer Research*)

Brough, Aaron R. and Mathew S. Isaac, "Symbolic Punishment through Destructive Product Disposal" (revising for 2nd round review in the *Journal of Marketing*)

Pena-Marin, Jorge, Mathew S. Isaac, and Jennifer Hong, "Descending with Decimals: Consequences of the Decimal-Reduction Association on Attribute Weighting and Consumer Choice" (revising for 2nd round review in the *Journal of Marketing*)

Isaac, Mathew S., Milica Mormann, and Shailendra Pratap Jain, "The Invisible Ranking Effect: Consumers Assume Ordinality in Non-Ranked Vertical Lists" (revising for 2nd round review in the *Journal of Consumer Research*)

Isaac, Mathew S. and Morgan (Poor) Miles, "Affective Debiasing: Focusing on Emotion During Consumption Attenuates Attribute Framing Effects" (under 2nd round review in the *Journal of Behavioral Decision Making*)

ACADEMIC HONORS AND AWARDS

Reviewer Award, *Journal of Consumer Psychology*, 2021

Provost's Award for Excellence in Research, Scholarship, and Creative Endeavors for Tenured or Tenure Track Faculty, Seattle University, 2020-2021

Outstanding Reviewer Award, *Journal of Consumer Research*, 2020

Visiting Professor Program Fellowship, AEF (Association of National Advertisers (ANA) Educational Foundation), 2020-2021

Summer Faculty Fellowship, Seattle University, 2018

Summer Faculty Research Grant, Albers School of Business and Economics, Seattle University, 2017

The Case Centre Scholarship Recipient, 2016

Marketing Science Institute Research Grant (#4-2025) Recipient, 2016

Summer Faculty Research Grant, Albers School of Business and Economics, Seattle University, 2016

Summer Faculty Fellowship, Seattle University, 2015

Invited Faculty, Marketing Edge Professor's Institute, University of Cincinnati, 2014

Marketing Science Institute Research Grant (#13-102) Recipient, 2013

Transformative Consumer Research Grant Recipient from the Association of Consumer Research, 2013

Winner, State Farm Companies Foundation Doctoral Dissertation Award in Business (\$10,000), 2010

Fellow, Whitebox Advisors Graduate Student Conference (presenter), Yale University, 2010

Haring Symposium Fellow (presenter), Indiana University, 2009

First Place – Student Poster Award at the Society for Personality and Social Psychology (SPSP) Conference, 1 winner selected at each SPSP poster session, 2009

Graduate Management Admissions Council (GMAC) Doctoral Fellowship Award (\$13,000), 2 grants were awarded out of 24 applications, 2009

Winner, Student Travel Grant funded by the Stern School of Business, New York University for the 4th Annual Judgment and Decision Making Pre-conference at the

Society of Personality and Social Psychology Conference, 10 of 38 poster presenters received this award, 2009

Winner, Best Paper – Marketing Track, Doctoral Colloquium at the Indian Institute of Management, Ahmedabad, India (20,000 Rs), 2009

Graduate Fellowship, Northwestern University, 2006 – 2010

Peter W. May Merit Scholarship, University of Chicago Graduate School of Business (\$10,000), 1998

Howell Murray Alumni Association Award, University of Chicago, 1996

INDUSTRY EXPERIENCE

Bain & Company, Inc. (Management Strategy Consulting)
Case Team Leader

San Francisco, CA
January 2005 – August 2006

ZS Associates (Sales & Marketing Consulting)
Manager
Senior Consultant

San Mateo, CA; Chicago/Evanston, IL
June 2004 – January 2005
February 2001 – June 2004

Intel Corporation (Technology)
Finance Intern, Systems Manufacturing Group

Hillsboro, OR
June 1999 - September 1999

CONSULTING EXPERIENCE

Industry

Media
Healthcare
Retail
Manufacturing
Technology
Private Equity

Representative Clients

National Public Radio, Lexis Nexis, Cars.com
The Doctors Company, Abbott Laboratories, Allergan
Macy's
Therma-Tru Doors, Masterbrand Cabinets, Atrium Windows
Microsoft, Google, Seagate, VeriSign, Varolii, Tableau Software
Kellwood Company, Bain Capital

INVITED SEMINARS

- Arizona State University (February 2023)
- Indian School of Business (February 2023)
- Grenoble Ecole de Management (June 2022)
- University of Texas at Arlington (April 2022)
- Peking University (March 2021)
- University of Illinois at Chicago (January 2020)
- Drexel University (October 2019)
- Southern Methodist University (January 2019)
- Cambridge University (November 2018)
- University of British Columbia (February 2018)
- Utah State University (January 2018)
- University of Alberta (October 2017)
- University of Washington Seattle (March 2015)

- University of Washington Bothell (March 2013)

PROFESSIONAL AFFILIATIONS

Association for Consumer Research
Society for Consumer Psychology
Society for Judgment and Decision Making
American Psychological Association
American Marketing Association
Academic Advisory Council for Signage Research and Education (Board Member)

SERVICE

To the Discipline

- Associate Editor: *Journal of Consumer Research* (2022-present)
- Associate Editor: *Journal of Marketing Research* (2023-present)
- Editorial Review Board: *Journal of Consumer Psychology* (2018-present), *Journal of Retailing* (2020-present), *Journal of Advertising* (2016-present), *Journal of Experimental Psychology: Applied* (2021-present), *Journal of Marketing Research* (2018-2023), *Journal of Consumer Research* (2018-2022)
- Ad-Hoc Reviewer: *Journal of Marketing*, *Journal of the Association of Consumer Research*, *Journal of the Academy of Marketing Science*, *Journal of Public Policy & Marketing*, *Journal of Advertising Research*, *Journal of Business Research*, *Marketing Letters*, *Psychology & Marketing*, *International Journal of Consumer Studies*, *Interdisciplinary Journal of Signage & Wayfinding*, *Journal of Cognitive Psychology*, *Journal of Retailing and Consumer Services*, *Journal of Management for Global Sustainability*, *South Asian Journal of Global Business Research*, *Social Sciences*, *PLOS ONE*, *Thinking & Reasoning*, *Public Opinion Quarterly*
- Vice-Chair of Conference Programming, American Marketing Association Consumer Behavior Special Interest Group (2021-present)
- Board of Advisors, Institute for Public Relations (IPR) Behavioral Insights Research Center (2023-present)
- Board of Directors, Academic Advisory Council for Signage Research and Education (2018-present), Secretary (2022-2023), Treasurer (2023-2024)
- Co-Chair, Consumer Behavior Track, American Marketing Association Winter Conference (2022)
- Co-Chair, Research Skills Workshop, Society of Consumer Psychology Winter Conference (2022)
- Associate Editor: Association of Consumer Research Conference (2019, 2021, 2022)
- Invited Member of European Science Foundation College of Expert Reviewers (2022-present)
- Blog Creator: *Psychology Today* “All Things Numbered” blog: <https://www.psychologytoday.com/us/blog/all-things-numbered>
- Doctoral Dissertation Committee Member: Shashi Minchael, University of Texas at Arlington (2022-present)

- Reviewer: Society for Consumer Psychology Dissertation Proposal Competition (2019), AMS Mary Kay Dissertation Competition (2019), Marketing Science Institute Alden G. Clayton Dissertation Competition (2019, 2022)
- Reviewer: Association of Consumer Research Conference (2008-present)
- Reviewer: Society for Consumer Psychology Conference (2009-present)
- Conference Session Scheduler: Association of Consumer Research Conferences (2007-2008)
- Conference Scribe: CMO Summit, co-sponsored by Marketing Science Institute and McKinsey & Co. (2007)
- Contributor: Sales Force Design for Strategic Advantage (A.Zoltners, P.Sinha, & S.Lorimer, 2004)

To Seattle University

- Advisory Board, Seattle University Office of Sponsored Projects (2020-2021)
- Chairperson: Seattle University Summer Faculty Fellowship Review Committee (2020-2021)
- Committee Member: Seattle University Summer Faculty Fellowship Review Committee (2019-2020)
- Committee Member: Seattle University Committee on Faculty Salary (2019-2020)
- Faculty Representative: Seattle University Brand Leadership Group (2013-2016)

To the Albers School of Business and Economics

- Committee Member, Albers Strategic Planning Committee (2020-2021)
- Co-Chair, Albers Scholarship Review Committee (2020-2021)
- Faculty Mentor to Vladimir Dashkeev, Economics Department (2019-2021)
- Committee Member: Albers Scholarship Review Committee (2018-2020, 2021-2022)
- Committee Member: Director of Marketing & Communications Search Committee (2019)
- Committee Member: Albers Personnel Committee (2018-2019, 2020-2021)
- Committee Member: Albers Strategic Plan Brand Building Task Force (2017-2018)
- Panelist: Reflections on the Jesuit Brand (2017); co-sponsored by Albers Arrupe Alumni, Center for Jesuit Education, Institute for Catholic Thought and Culture, and SU Marketing Communications
- Chairperson: Albers Curriculum and Academic Policy Committee (CAPCOM) (2016-2017)
- Faculty Mentor to Ajay Abraham, Marketing Department (2015-2017)
- Committee Member: Albers Promoting Research Committee (2015-2017)
- Committee Member: Albers Faculty/Student Research Committee (2014-2017)
- Committee Member: Albers Professional MBA Implementation Committee (2013-2016)
- Committee Member: Albers Curriculum and Academic Policy Committee (CAPCOM) (2015-2016)
- Committee Member: Albers Professional MBA Revision Task Force (2012-2013)
- Committee Member: Albers PT MBA Task Force (Bridge MBA) (2012)

- Lead Organizer and Co-Coordinator: Albers Scholarship Seminar Series (2012-present)
- Co-chair, Albers Faculty-Staff Giving Campaign (2014-2015)
- Marketing Instructor: Albers Entrepreneurship program for trafficked, exploited, abused, refugee, and young women at risk; co-sponsored by HERA (Her Equality, Rights and Autonomy) (2015)
- Marketing Instructor: Albers Summer Business Institute (2013-2015)
- Marketing Instructor: Albers Academy of Finance Program (2014)
- Panelist: Reflections by Albers Faculty on the Economics of Inequality, Exclusion, and Consumerism (2014) – a university event with 50+ attendees examining research on markets and the promotion of justice; co-sponsored by the Institute for Catholic Thought and Culture, and Mission and Ministry
- Contributor, Albers Insights: Article titled "Are You Hiring the Wrong Person?" (Fall 2013)

To the Marketing Department

- Chair: Marketing Department (2022-2024)
- Chair: Marketing Department Personnel Review Committee (2021)
- Chair: Marketing Department Faculty Candidate Search Committee (2018)
- Presenter: Presidential Campaign Ad Review for Seattle University American Marketing Association (AMA) Chapter (2016)
- Committee Member: Marketing Department Faculty Candidate Search Committee (2011, 2014, 2016)
- Presenter: Super Bowl Ad Review for Seattle University American Marketing Association (AMA) Chapter (2014-2022)
- Lead Organizer and Coordinator: Screening of *Happy* Documentary (Fall 2018) - a Department of Marketing sponsored event aimed at educating students about the link between consumption and happiness
- Lead Organizer and Coordinator: "If You're So Successful, Why Aren't You Happy" – an Albers speaker's event (featuring Dr. Raj Raghunathan) aimed at educating students about the link between consumption and happiness
- Lead Organizer and Coordinator: "Brand Management and Protection in Emerging Markets" Event (Spring 2017) - an Albers speaker's event (featuring Dr. Yi Qian) aimed at educating students about counterfeit brands in the marketplace
- Grader: Undergraduate Marketing Assessment exam (2012-2014)
- Lead Organizer and Coordinator: "Marketing Beyonce" Event (Spring 2015) - an Albers event with 75+ attendees, aimed at educating students about marketing careers in the entertainment industry
- Lead Organizer and Coordinator: Sales Night (Fall 2012) - a university event with 170 attendees, and Sales Day (Spring 2014) - an Albers event with 50+ attendees, aimed at educating students about sales careers
- Interim Adviser: Marketing Club (Fall 2012)

TEACHING EXPERIENCE

Indian School of Business <i>MKCS: Post-Graduate Marketing Communications Strategy (4 sections, ~100 students)</i>	Hyderabad/Mohali, INDIA 2022
Southern Methodist University Cox School of Business <i>MKTG 6201: MBA Marketing Management (2 sections, ~105 students)</i> <i>MKTG 6212: MBA Advanced Marketing Communications Management (1 section, ~15 students)</i> <i>MKTG 6226: MBA Advanced Marketing Strategy (1 section, ~30 students)</i>	Dallas, TX 2021 2021 2021
Seattle University Albers School of Business & Economics <i>MKTG 3500: Introduction to Marketing (19 sections, ~675 students)</i> <i>MBA 5220: Identifying and Accessing Markets (6 sections, ~140 students)</i> <i>MKTG 5325: MBA Sales Management (1 section, ~15 students)</i> <i>MKTG 4910: Brand Management (2 section, ~75 students)</i> <i>MKTG 559/MKTG 5330: MBA Brand Management (1 section, ~20 students)</i> <i>MKTG 3580: Sales Management (3 sections, ~85 students)</i> <i>MBA 5170: Marketing Strategy (5 sections, ~175 students)</i> <i>MBA 5080: Principles of Marketing (1 section, ~35 students)</i> <i>MKTG 4910: Consumption and Happiness (3 sections, ~85 students)</i>	Seattle, WA 2012, 2016-2020 2015 2015 2015, 2017 2014 2014, 2015, 2019 2013-15, 2017 2013 2017-2018
Northwestern University Kellogg School of Management <i>MBA Course Instructor: MKTG 463 - Sales Force Management (1 section, ~45 students)</i> <i>MBA Teaching Assistant: Marketing Management, Channels, Consumer Behavior</i>	Evanston, IL 2011 2007-2010
Loyola University of Chicago, College of Business Administration <i>Course Instructor: MARK 310 - Consumer Behavior (2 sections, ~95 students)</i> <i>Independent Study Supervisor: Marketing Research Methods</i>	Chicago, IL 2009 2009
City Colleges of Chicago <i>Course Instructor: General Equivalency Diploma (GED) Preparatory Course</i>	Chicago, IL 1997-1998
University of Chicago <i>Teaching Assistant: 7 Undergraduate Biology Classes</i>	Chicago, IL 1996-1997

INVITED PROFESSIONAL AND COMMUNITY PRESENTATIONS

“Applying Behavioral Science Insights to Communications,” Prudential Financial Communications Winter Sessions, Newark, NJ (January 2023)

“Message Framing Effects in Attention, Perception, and Evaluation,” Institute for Public Relations (IPR) Board of Trustees, Dallas, TX (August 2022)

“The Psychology of Acquisition: Why We Buy and Keep Products We Barely Need and Rarely Use,” IslandWood Community Programs & Events, Bainbridge Island, WA (March 2022)

“The Downside of Divinity? Reputational Harm to Sectarian Universities from Overtly Religious Advertising,” Seattle University Board of Trustees, Seattle, WA (September 2021)

“Marketing Tactics That Produce Real Results,” Association of Professional Landscape Designers-Washington Chapter, Seattle, WA (November 2019)

“Nudges That Work: A Primer on Motivating Behavioral Change,” The Country Day School Headmasters’ Association, Seattle, WA (June 2019)

“The Digital Consumer,” Seattle University Marketing Communications, Seattle, WA (October 2018)

“The Curious Customer and The Curious Salesperson: How Implicit Theories Influence Customer Decisions and Sales Outcomes,” Google, Seattle, WA (September 2018)

“Psychological Pricing,” Starbucks, Seattle, WA (August 2018)

“The Value of Market Orientation: Product Strategy and Roadmapping Training for Product Managers,” Tableau Software, Seattle, WA (July 2016)

“Influencing ‘Customer’ Decision-Making,” Cars.com Sales Support Workshop, Chicago, IL (August 2014)

“Treating Employees Like Customers: Effective Strategies for Communications and Language Use,” Macy’s Inc. Human Resources Workshop, Cincinnati, OH (August 2013)

“Building a Customer-Centric Organization,” Cars.com Sales Support Workshop, Chicago, IL (August 2013)

“Love or Leave It: How to Negotiate for the Best Price,” Sellers’ Conference for Online Entrepreneurs, Seattle, WA (June 2013)

“The Message Effect: How Content, Choices, and Channels Influence Consumer Behavior,” Varolii Corporation User Interaction Conference, Las Vegas, NV (March 2013)

“A Blueprint for Sales Excellence,” Cars.com Sales Operations Workshop, Chicago, IL (August 2012)

“Persuasion and Value Creation: Effective Strategies for Interacting with Decision Makers,” The Doctors Company Indirect Sales Force Meeting, Napa, CA (September 2011)

“Accessing and Influencing Decision Makers: Insights from Science and Practice,” The Doctors Company Direct Sales Force Meeting, Los Angeles, CA (June 2011)

DOCTORAL COURSEWORK

Marketing

Marketing Strategy

Consumer Information Processing I

Consumer Information Processing II

Consumer Behavior

Behavioral Decision Theory

Advanced Marketing Theory: Behavioral Approach

Gregory Carpenter

Brian Sternthal and Alice Tybout

C. Miguel Brendl

Angela Lee

Alexander Chernev

Christopher Hsee

Marketing Literature
Trust, Deception, & Authenticity in Marketplace Exchange
Consumer Culture Theory
Judgment, Emotion, and Consumer Choice
Philosophy of Science
Quantitative Models in Marketing, Analytical
Quantitative Models in Marketing, Empirical

Oleg Urminsky and Yeshim Orhun
Kent Grayson
Kent Grayson
Neal Roesse
Bobby Calder
Anne Coughlan
Eric Anderson

Psychology

Theories of Social Psychology
Social Cognition
Motivated Thinking
Discourse Processes
Social Psychology: Emotions
Psychology of Belief and Judgment
Topics in Behavioral Science I: Judgment & Decision-Making
Topics in Behavioral Science II: Motivation
Behavioral Economics

Galen Bodenhausen
Daniel Molden
Daniel Molden
William Horton
Wendi Gardner
Jane Risen and Eugene Caruso
George Wu and Reid Hastie
Ayelet Fishbach and Nicholas Epley
Richard Thaler and Emir Kamenica

Methodology and Statistics

Multivariate Analysis
Designs for Experimental and Quasi-Experimental Causal Research
Research Methods in Organizations
Psychometric Theory
Introduction to Structural Equation Modeling
Linear Models
Statistics for Experimental Design
Fundamentals of Statistics

Lakshman Krishnamurthi
Thomas Cook
Amy Cuddy
William Revelle
Kent Grayson
H. David Smith
H. David Smith
Satoru Suzuki