

Ludovica Cesareo, *Ph.D.*

Assistant Professor of Marketing
College of Business
Lehigh University
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Academic Positions

Assistant Professor of Marketing 2018 - present
Lehigh University

Post-doctoral Research Fellow 2015-2018
Marketing Department
The Wharton School, University of Pennsylvania

Education

Ph.D., Business Management, Marketing Track 2011-2014
Faculty of Economics, Sapienza, University of Rome (Italy)
Visiting Scholar, Department of Management and Operations Jan-Jun 2014
Host: Prof. Peggy Chaudhry
Villanova School of Business, Villanova University, PA

M.S. Management, Innovation and Internationalization of Firms 2011
Faculty of Economics, Sapienza, University of Rome (Italy), 110/110 *summa cum laude*

B.S. Economics, Finance and Firm Management 2009
Faculty of Economics, Sapienza, University of Rome (Italy), 110/110 *summa cum laude*

Research Interests

- Luxury goods: status consumption and signaling
- Luxury counterfeit goods: antecedents, attitudes, and marketing implications
- Emotions
- Aesthetics
- Moral and ethical decision-making

Journal Publications

Cesareo, Ludovica, Townsend, Claudia, & Pavlov, Eugene (2022), "Hideous but Worth It: Distinctive Ugliness as a Signal of Luxury," *Conditionally Accepted at the Journal of the Academy of Marketing Science*.

Vernuccio, Maria, **Cesareo, Ludovica**, Pastore, Alberto, & Kitchen, Philip (2021), "Managerial and Organizational Perspectives on Online-Offline Integration within Integrated Marketing Communication: Toward a Holistic Conceptual Framework," *International Journal of Advertising*, 1-22. DOI: <https://doi.org/10.1080/02650487.2021.1897432>.

Chaudhry, Peggy E., **Cesareo, Ludovica**, & Pastore, Alberto (2019), "Resolving the Jeopardies of

Consumer Demand: Revisiting Demarketing Concepts,” *Business Horizons*, 62(5), 663-677. DOI: <https://doi.org/10.1016/j.bushor.2019.05.002>.

Robertson, Thomas S., Gatignon, Hubert, & **Cesareo, Ludovica** (2018), “Pop-Ups, Ephemerality and Consumer Experience: The Centrality of Buzz,” *Journal of the Association of Consumer Research – Special Issue on Consumer Responses to the Evolving Retailing Landscape*, 3(3), 425-439.

Chaudhry, Peggy E., & **Cesareo, Ludovica** (2017), “Fake and Prated: Do Consumers Care?,” *Journal of Business Strategy*, 38(6), 11-19.

Giraldi, Angelo, & **Cesareo, Ludovica** (2017), “Film Marketing Opportunities for the Well-known Tourist Destination: An Exploratory Analysis on the City of Rome,” *Place Branding and Public Diplomacy Special Issue: "The Great Beauty. The role of cultural heritage and place identity in the international marketing strategies of the 'Made in Italy' "*, 3(2), ISSN: 1751-8040.

Pastore, Alberto, Cesaroni, Fabrizio, & **Cesareo, Ludovica** (2016), “Counterfeiting and Culture: Consumer Attitudes towards Counterfeit Products,” *Journal of Marketing Trends*, 3(1), 29-36, ISSN: 2114-8910.

Cesareo, Ludovica, & Stöttinger, Barbara (2015), “United We Stand, Divided We Fall: How Firms can Engage Consumers in their Fight against Counterfeits,” *Business Horizons*, 58, 527-537, DOI: 10.1016/j.bushor.2015.05.007

Shaanan–Satchi, Rinat, Hornik, Jacob, **Cesareo, Ludovica**, & Pastore, Alberto (2015), “Information Dissemination via Electronic Word-of-mouth: Good News Travels Fast, Bad News Travels Faster!,” *Computers in Human Behavior*, 45, 273-280, ISSN: 0747-5632, DOI: 10.1016/j.chb.2014.11.008.

Cesareo, Ludovica, Pastore, Alberto, & Ugolini, Giulia (2015), “Pirate or Subscriber? An Exploratory Study on Italian Consumers’ Music Habits,” *Sinergie Italian Journal of Management*, 33(96), 155-173.

Cesareo, Ludovica, & Pastore, Alberto (2014), “Consumers’ Attitude and Behavior towards Online Music Piracy and Subscription-based Services,” *Journal of Consumer Marketing*, 31(6/7), 515-525, DOI: 10.118/JCM-07-2014-1070.

Chaudhry, Peggy E., **Cesareo, Ludovica**, & Stumpf, Stephen A. (2014), “What Influences Rampant Movie Piracy?,” *Journal of Management Systems*, 24(4), 73-95, ISSN: 1041-2808.

Giraldi, Angelo, & **Cesareo, Ludovica** (2014), “Destination Image Differences between First Time Visitors and Repeat Visitors: An Exploratory Study on the City of Rome,” *Tourism and Hospitality Research*, 14(4), 197-205, DOI: 10.1177/1467358414543971. ISSN: 1467-3584.

Pastore, Alberto, & **Cesareo, Ludovica** (2014), “No al falso! Un’indagine esplorativa sulle strategie anti-contraffazione delle fashion firms (*No to Fakes! An Exploratory Analysis on Fashion Firms’ Anti-Counterfeiting Strategies*),” *Mercati & Competitività*, 2, 81-102, DOI: 10.3280/MC2014-002005, ISSN: 1826-7386.

Monographs

Cesareo, Ludovica (2016), “*Counterfeiting and Piracy. A Comprehensive Literature Review*,” Springer Briefs in Business, Springer, ISBN: 978-3-319-25356-5, DOI: 10.1007/978-3-319-25357-2.

Book Chapters

Cesareo, Ludovica, & Pastore, Alberto (2018), “Acting on Luxury Counterfeiting,” in Reinecke, Sven, Berghaus, Benjamin & Mueller-Stewens, Günther (Eds), *The Management of Luxury*, 335-353, Kogan Page USA, Second edition, EAN: 9780749481827, ISBN: 074948182X.

Cesareo, Ludovica, Pastore, Alberto, & Williams, Patti (2017), “Counterfeiting Luxury Goods,” in Chaudhry, Peggy E. (Ed.) *Handbook of Research in Counterfeiting and Illicit Trade*, 193-222, Edward-Edgar Publishing.

Stöttinger, Barbara, Penz, Elfriede & **Cesareo, Ludovica** (2017), “Analysis of Anti-counterfeiting Tactics to Diffuse Consumer Demand,” in Chaudhry, Peggy E. (Ed.) *Handbook of Research in Counterfeiting and Illicit Trade*, 387-403, Edward-Edgar Publishing.

Pastore, Alberto, & **Cesareo, Ludovica** (2015), “Fashion Firms and Counterfeiting: Causes and Actions,” in Strangio, Donatella & Sancetta, Giuseppe (Eds). *Italy in a European Context: Research in Business, Economics, and the Environment*, 105-123, Palgrave-MacMillan, ISBN: 978-11-37560-76-6.

Pastore, Alberto, & **Cesareo, Ludovica** (2014), “Il Fenomeno della Contraffazione nella Prospettiva del Management. Verso un Sistema per la Brand Protection (*The Counterfeiting Phenomenon from Management’s Perspective, Towards a Brand Protection System*),” in Cagiano de Azevedo, R., Cecchi, C., Magistro, A., Milanetti, G., Sancetta, G. & Strangio, D. (Eds), *Oltre i confini. Studi in onore di Giuseppe Burgio*, 117-137, Roma: Sapienza universitaria editrice, ISBN: 978-88-98533-44-2, DOI: 10.13133/978-88-98533-44-2.

Cesareo, Ludovica, & Pastore, Alberto (2014), “Acting on Luxury Counterfeiting,” in Reinecke, Sven, Berghaus, Benjamin & Mueller-Stewens, Günther (Eds), *The Management of Luxury*, 341-359, Kogan Page USA, ISBN: 978-07-494-7166-8.

Gatti, Mauro, & **Cesareo, Ludovica** (2012), “Market-driven Management and Corporate Culture: Competitiveness and Innovation,” in Brondoni, Silvio (Ed), *Market-Driven Management and Corporate Growth*, 73-91, Impresa Economia Comunicazione, Collection Edition, Giappichelli, Torino, ISBN/EAN 978-88-348-3876-1.

Manuscripts under Review, Working Papers, and Works in Progress

Cesareo, Ludovica, & Bellezza, Silvia (2022), “When Is Imitation Flattering? Knowledge and Consumers’ Reactions to Counterfeits,” *Manuscript in preparation for submission to the International Journal of Research Marketing*.

Cesareo, Ludovica, & Patrick, Vanessa (2022), “From Conspicuous to Conscientious: Embedded Sustainability in Luxury Brands Signals Status,” *Manuscript in preparation for submission to the Journal of Marketing*.

Cesareo, Ludovica, Patrick, Vanessa, & Holmqvist, Jonas (2022), “Asymmetric Preference for Traditional versus Sustainable Luxury Services when Gifting: Do Millennials and Gen Zs always “Go Green”?”, *Manuscript in preparation for submission to the Journal of Services Research*.

Cesareo, Ludovica, & Zane, Daniel M. (2022), “Is Diversity in Luxury an Oxymoron? How Luxury Brands Should Incorporate Diversity in Their Business Practices” *Work in progress*.

Conference Presentations

*presenter

Cesareo, Ludovica*, Townsend, Claudia, & Pavlov, Eugene (2021), “Distinctive Ugliness as a Signal of Luxury,” *ACR North American Conference*, October 28-30, Seattle, WA, USA. (virtual)

Cesareo, Ludovica*, Townsend, Claudia, & Shi, Zijun (2019), “The Ugly Luxury Premium: When Distinctiveness Pays Off,” *ACR North American Conference*, October 17-20, Atlanta, GA, USA.

Cesareo, Ludovica*, & Patrick, Vanessa M. (2019), “From ‘Wealth-as-Status’ to ‘Values-as-Status’: The Millennial Luxury Consumer Mindset,” *ACR North American Conference*, October 17-20, Atlanta, GA, USA.

Cesareo, Ludovica*, Townsend, Claudia, & Shi, Zijun (2019), “The Ugly Luxury Premium: When Distinctiveness Pays Off,” *INFORMS Marketing Science Conference*, June 20-22, Rome, Italy.

Cesareo, Ludovica, & Patrick, Vanessa M. (2019), “The Millennial Luxury Mindset: Signaling Personal Values (not Status) by Consuming Luxury” *INFORMS Marketing Science Conference*, June 20-22, Rome, Italy.

Williams, Patti, Verrochi-Coleman, Nicole, Morales, Andrea C., & **Cesareo, Ludovica** (2018), “Connections to Brands that Help Others vs. Help the Self: The Impact of Awe and Pride on Consumer Relationships with Social Benefit and Luxury Brands,” *Society for Consumer Psychology (SCP) Conference on Vice and Virtue Consumption*, January 4-5, Sydney, Australia.

Cesareo, Ludovica* & Bellezza, Silvia (2017), “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits,” *ACR North American Conference*, October 26-29, San Diego, CA, USA.

Cesareo, Ludovica*, Wu, Eugenia, Cutright, Keisha, & Williams, Patti (2017), “The Unexpected Consequences of Beautiful Products: Sacredness, Awe and Forgiveness,” *ACR North American Conference*, October 26-29, San Diego, CA, USA.

Robertson, Thomas, Gatignon, Hubert & **Cesareo, Ludovica** (2017), “A Conceptual Framework to Explain Consumer Reaction to Luxury Pop-Ups in the Evolving Retailing Landscape,” *Wharton Baker Retail Center Annual Conference – ‘Consumer Response to the Evolving Retailing Landscape’*, June 22-23, Philadelphia, PA, USA.

Cesareo, Ludovica*, Williams, Patti, Wu, Eugenia, & Cutright, Keisha (2017), “To Err is Human, to Forgive is Divine: Why Beautiful Products Are Forgiven,” *Society for Consumer Psychology (SCP) Annual Conference*, 16-18 February, San Francisco, CA, USA.

Vernuccio, Maria, **Cesareo, Ludovica***, Michelini, Laura, & Pastore, Alberto (2015), “Online and offline integration in marketing communication. Delving into the business perspective,” *44th European Marketing Academy Conference (EMAC) Conference*, 26-29 May, Leuven, Belgium, ISBN: 978-90-823-8330-0.

Cesareo, Ludovica*, Stöttinger, Barbara & Pastore, Alberto (2015), “Real or counterfeit? Drivers, deterrents and coping mechanisms against online consumer deception, Working paper, *ACR North American Conference*, 1-4 October, New Orleans, LA, USA.

Cesareo, Ludovica*, & Pastore, Alberto (2014), "The consumers' choice: Illegal music downloads vs. subscription-based music services," *XI Annual Conference of the Italian Marketing Academy*, 18-19 September, Università degli Studi di Modena e Reggio Emilia, Modena, ISBN: 978-88-907662-2-0.

Giraldi, Angelo, & **Cesareo, Ludovica** (2014), "The influence of a film on destination image. The case of the city of Rome.," *4th International Conference on Tourism Management and Related Issues* (EIASM Conference), 18-19 September, Rome, Italy, ISSN: 2295-3485.

Cesareo, Ludovica*, & Stöttinger, Barbara (2014), "Consumer-directed Anti-counterfeiting Measures (CAMs): A review and preview," *43rd European Marketing Academy Conference (EMAC) Conference*, 3-6 June, Valencia, Spain, ISBN: 978-84-370-9453-3.

Chaudhry, Peggy E., Stumpf, Stephen A., & **Cesareo, Ludovica*** (2014), "Antecedents and anti-counterfeiting tactics that influence consumer complicity in emerging markets," *Academy of Marketing Science (AMS) Annual Conference*, 21-23 May, Indianapolis, IN, USA, ISBN: 978-3-319-11814-7.

Stöttinger, Barbara & **Cesareo, Ludovica** (2014), "It is counterfeits that consumers love!? Exploring the phenomenon in the digital environment," *Academy of Marketing Science (AMS) Annual Conference*, 21-23 May, Indianapolis, IN, USA, ISBN: 978-3-319-11814-7.

Lado, Nora, Cesaroni, Fabrizio, Ho, Han Chiang, and **Cesareo, Ludovica** (2014), "The role of gender in co-branding strategies of hi-tech brands and luxury brands," *Academy of Marketing Science (AMS) Annual Conference*, 21-23 May, Indianapolis, IN, USA, ISBN: 978-3-319-11814-7.

Cesareo, Ludovica*, Stöttinger, Barbara, & Pastore, Alberto (2013), "How to fight the online purchase of luxury counterfeit products: manufacturer insights and strategies," *X Annual Conference of the Italian Marketing Academy*, 3-4 October, Università degli Studi di Milano Bicocca, Milano, ISBN: 978-88-907662-1-3.

Pastore, Alberto, & **Cesareo, Ludovica*** (2013), "Fashion firms and counterfeiting: causes and actions," *EuroSapienza Conference "Overcoming Borders"*, 6 November, Sapienza, Università di Roma.

Pastore, Alberto, & **Cesareo, Ludovica*** (2013), "Delving into the counterfeiting phenomenon: An exploratory analysis of original brands' perceptions and their strategies against fakes," *Poster session, 42nd European Marketing Academy (EMAC) Conference*, 4-7 June, Istanbul Technical University, Istanbul, ISBN: 978-9944-380-10-2.

Cesareo, Ludovica*, Giordani, Federica, & Iannotta, Michela (2013), "Le learning histories come strumento di *knowledge transfer*: Un comparative case study," *XIV Workshop of the Teachers and Researchers of Business Organization (WOA)*, 30-31 May, Sapienza, Università di Roma, ISBN: 978-88-678-7055-4.

Pastore, Alberto, & **Cesareo, Ludovica*** (2012), "Lotta alla Contraffazione! Un'indagine esplorativa su strategie, strumenti ed azioni delle imprese di marca," *IX Annual Conference of the Italian Marketing Academy*, 20-21 September, Università degli Studi del Sannio, Benevento, ISBN: 978-88-907-6620-6.

Pastore, Alberto, Cesaroni, Fabrizio, & **Cesareo, Ludovica*** (2012), "Counterfeit luxury products: Consumer attitudes, behavior and cultural influences," *Poster Session, 41st European Marketing Academy (EMAC) Conference*, 22-25 May, ISCTE Business School, Lisbon, ISBN: 978-98-973-2004-0.

Invited Talks

- 2021 “From Conspicuous to Conscientious: When and Why Sustainable Luxury Signals Status” *Universidad Torcuato di Tella, Argentina, April 22*
- 2020 “From Farm-To-Table Restaurants to Orange Peel Textiles: When and Why Sustainable Luxury Signals Status” *University of Portsmouth, UK, December 2*
- 2019 “The Ugly Luxury Premium: When Distinctiveness Pays Off” *Lehigh University College of Business Research Retreat, May 16*
- 2019 “From ‘Wealth-as-Status’ to ‘Values-as-Status:’ The Millennial Luxury Consumer Mindset” *Carolyn Research Forum, University of Texas at San Antonio (UTSA), April 5-6*
- 2017 “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits” *Rice University, October*
- 2017 “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits” *Vanderbilt University, September*
- 2017 “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits” *Lehigh University, September*
- 2017 “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits” *Bucknell University, September*
- 2017 “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits” *Framingham State University, September*
- 2017 “Emotions in Consumption and Advertising: The Role of Awe,” *R/GA New York City, June 7*
- 2017 “Creativity in Advertising,” *Sapienza University of Rome, May*
- 2017 “Counterfeiting in the Luxury Goods Market: State-of-the-art, Criticisms and Current Trends,” *Diversity and Ethics in Business Workshop, Wharton, March*
- 2016 “Luxury Counterfeiting: Threats and Coping Strategies,” *Bocconi University, Milan, Italy, May*
- 2015 “Counterfeiting and Piracy. A Global Phenomenon, a Global Challenge,” *Sapienza University of Rome, March*

Interviews / Media

- “The Luxury Marketspace: Hits and Misses,” *Wharton Business Radio on Sirius XM*, “Marketing Matters” program, hosted by Prof. Americus Reed: <https://open.spotify.com/episode/5C16hFM7QJ5JmJDwHr8y2Y> (May 24, 2021)
- “The Target Dress Challenge Sparks Conversation and Sales,” *Forbes*, February 26, 2021. <https://www.forbes.com/sites/marciaturner/2021/02/26/the-target-dress-challenge-sparks-conversation-and-sales/?sh=3054b87958d7>
- “Covid-19 Fashion and Holiday Shopping,” *Lehigh College of Business “iLLUminate” blog/podcast*: <https://business.lehigh.edu/blog/2020/ludovica-cesareo-covid-19-fashion-and-holiday-shopping> (December 15, 2020)
- “Covid Fashion and Beyond,” *Wharton Business Radio on Sirius XM*, “Marketing Matters” program, hosted by Prof. Barbara Kahn and Prof. Americus Reed: <https://shows.acast.com/wbr-guest/episodes/ludovica-cesareo-on-marketing-matters> (December 7, 2020)

- “Selling plus-size clothing isn’t only about pleasing shoppers,” BBC, November 2, 2020. <https://www.bbc.com/worklife/article/20200211-selling-plus-size-clothing-isnt-only-about-pleasing-shoppers>
- “Forever21 Goes From Rags to Riches to Bankruptcy Court,” *Spectacular Failures* podcast, American Public Media, August 10, 2020. <https://www.spectacularfailures.org/episode/2020/08/10/forever-21-goes-from-rags-to-riches-to-bankruptcy-court>
- “Brands Like Nike and Adidas Speak Out Against Racism. Is It Enough?” *The Wall Street Journal*, June 2, 2020. <https://www.wsj.com/articles/brands-like-nike-and-adidas-speak-out-against-racism-is-it-enough-11591129678>
- “Ugly is In: Ludovica Cesareo explores the appeal of garish – and expensive – fashion.” *Lehigh Business Magazine*, October 2019, Issue 5, pp. 16-17. <https://www2.lehigh.edu/news/ugly-fashion-is-in>
- “Fashion Fail: Where did Forever 21 Go Wrong?” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (October 10, 2019) [Content published in an article on Knowledge@Wharton: <https://knowledge.wharton.upenn.edu/article/where-did-forever-21-go-wrong/>]
- “Why Major Brands are Becoming More Size Inclusive” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (July 11, 2019) [Content published in an article on Knowledge@Wharton: <https://knowledge.wharton.upenn.edu/article/major-brands-plus-size-clothing/>]
- “Sustainable and Ethical Fashion: The Future of the Luxury Industry” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (May 10, 2019)
- “In Today’s Fashion World, Ugly is In” *Lehigh College of Business “iLLUminate” blog/podcast*: <https://cbe.lehigh.edu/blog/posts/in-todays-luxury-fashion-world-ugly-is-in> (February 11, 2019)
 - o Picked up by *The Morning Call* newspaper, February 14, 2019: <https://www.mcall.com/opinion/yourview/mc-opi-ugly-fashion-valentine-20190212-story.html>
- “Gucci’s Misstep: Is a More Diverse Fashion Industry the Answer?,” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (February 10, 2019) [Content published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/gucci-blackface-sweater/>]
- “Five Marketing Lessons from the Payless Shoe Prank,” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (December 7, 2018) [Content published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/five-marketing-lessons-from-the-payless-shoe-store-prank/>]
- “Michael Kors buys Versace: Perspectives on this Luxury Acquisition” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (October 2018)
- “Being Rich in Philly Sure Doesn’t Look Like it used to. From Designer Sweatpants to Chicken Coops: The Lowdown on how Wealth went Stealth,” Interview for the article on the cover of June’s edition of *Philadelphia Magazine* [Also published online: <https://www.phillymag.com/articles/2018/06/02/new-rich-people-philadelphia/>]
- “How will the Royal Wedding Influence Wedding Trends going Forward?” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (June 2018)
- “Why Luxury Brands are Racing to Embrace E-commerce,” *Knowledge@Wharton* article (March 13 2018) [Published online: <http://knowledge.wharton.upenn.edu/article/luxury-brands-racing-embrace-e-commerce/>]

- “It’s Lawfulness O’Clock: Fake Luxury Watches Keep Striking the Italian Economy,” *European Observatory on Illicit Trade*, article by Stefania d’Ignoti (March 6 2018) [Published online: <https://www.eurobsit.eu/article/its-lawfulness-oclock-italian-fake-luxury-watches-keep-striking-italian-economy/>]
- “Seeing Red: Can a Brand Trademark a Signature Color?,” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (February 2018) [Content published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/louboutin-red-soles/>]
- “Anti-counterfeiting strategies effectiveness across the globe: Differences in consumer’s perceptions across the United States, Brazil, China, India, and Russia,” with Prof. Peggy Chaudhry, *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (January 2018)
- “Postdoctoral Fellow Spotlight: An Interview with Marketing Postdoctoral Fellow Ludovica Cesareo and the Wharton Neuroscience Initiative (WiN),” *Wharton*. (June 2017) [<https://neuro.wharton.upenn.edu/community/cesareo/>]
- “Luxury Counterfeiting and Online Piracy,” *Wharton Business Radio on Sirius XM*, “Marketing Matters” program, hosted by Prof. Barbara Kahn and Prof. Americus Reed. (April 2016)

Teaching Interests

Principles of Marketing
 Advertising Management
 Luxury Branding
 Fashion Marketing
 Marketing Strategy

Teaching Experience

At Lehigh University

Principles of Marketing (MKT111), Undergraduate core semester course
 Sections 010, 012, 013, 015, 020, 021
 Teaching Ratings: 4.50/5 (course average: 4.46/5) Fall 2018, 2019, 2020, 2022; Spring 2022

Advertising and Sales Promotion Strategy (MKT313), Undergraduate elective course
 Section 010
 Teaching Ratings: 4.94/5 (course average: 4.52/5) Fall 2022; Spring 2022

At the Wharton School

Instructor:

Intro to Marketing (MKTG101), Undergraduate semester course
 Sections 202, 209, 210, 212 and 220 (honors)
 Teaching Ratings: 3.59/4 (course average: 3.39) Fall 2015, 2016; Spring 2016, 2017

Advertising Management (MKTG724), MBA elective course
 Sections 001, 002, and 003
 Teaching Ratings: 2.50/4 (course average: 2.25) Spring 2016, 2017, 2018

Teaching Assistant:

Head Teaching Assistant (MKTG101) Fall 2016; Spring 2017

Strategic Marketing Simulation (MKTG613)	
MBA course	January 2016, 2017, 2018
Executive MBA course	
Prof. David J. Reibstein	April 2018, 2019
Luxury Retailing in Italy and Beyond (MKTG897), MBA global module	
Prof. Barbara E. Kahn and Prof. David Bell	May 2016

Other teaching experiences

Instructor:

Integrated Marketing Communications, intensive undergraduate summer course
 Lorenzo de' Medici – The Italian International Institute
 Rome Campus (Italy) Summer 2013, 2014

Teaching Assistant: Sapienza, University of Rome

Undergraduate courses: Marketing; Marketing Strategy; Management; Business Organization
 Graduate courses: Advanced Marketing; Corporate and Marketing Communication; Strategic Management; Advanced Business Organization; Business Game (Markstrat module) 2011-2015

Grants

Carolan Research Forum at the Department of Marketing, UTSA (2018). Project: *“The Millennial Luxury Mindset: Should Luxury Brands Change their Offerings, and if so, How Much?”* in collaboration with Vanessa Patrick (University of Houston). Total award \$11,980.

“Funding early-stage research projects” grant, Sapienza, University of Rome (Italy). Winner three consecutive years: 2012-2015. Total award €6,000.

- Research project (2014-2015): *Developing a Generalizable Model of Consumer Complicity with Counterfeit Products.*
- Research project (2013-2014): *No to fakes! Creating a comprehensive brand protection framework for fashion firms in the fight against the current challenges posed by counterfeiting*
- Research project (2012-2013): *Counterfeit Luxury Products: Exploring Consumer Attitudes, Behaviors and Cultural Influences.*

Funded research project: “Analyzing customer-to-customer e-WOM interactions. An empirical study”, Sapienza, University of Rome grant, in collaboration with Prof. Jacob Hornik (*Tel Aviv University, Israel*), Prof. Alberto Pastore, Prof. Maria Vernuccio and Prof. Corrado Gatti (*Sapienza, University of Rome*). 2014-2015. Total award €15,000.

“Integrative Teaching and Tutorship” grant, Faculty of Economics, Sapienza, University of Rome (Italy). 2014. Total awards €3,500.

Joint Research Project CERMES Institute (Bocconi University) – Management Department (Sapienza, University of Rome) on “Integrated Marketing Communication Offline and Online: New Challenges for Advertisers.” 2013-2014. Total award €9,000.

Honors & Awards

2018	Admitted to the rank of Associate Professor in Italy based on scientific productivity
2017	Visiting Professor Program, one week fellowship at R/GA New York City, Advertising Educational Foundation (AEF)
2014	Academy of Marketing Science doctoral student travel award
2014	“Subject expert” for Marketing, Strategic Management Corporate, Marketing Communications

- 2013 Sapienza Excellent Graduate award
 2011 Ph.D. in Business Management full scholarship, 1st classified, Sapienza
 2010 Master thesis preparation abroad scholarship, 1st classified, Sapienza

Service

To the Field

Editorial review board member – *Journal of Consumer Marketing*.
 Scientific advisory board member – *Sinergie Italian Journal of Management*.
 Society for Consumer Psychology “Job Market Mentorship Program” – Faculty mentor, 2019.
 2020 AMA John A. Howard Doctoral Dissertation Award – Reviewer.
 2019 Association for Consumer Research Doctoral Consortium Speaker, “Fresh Advice from the Other Side” panel.

Ad-hoc Reviewing: Journals

- *The Journal of Consumer Research*
- *The Journal of Marketing Research*
- *The Journal of the Association for Consumer Research*
- *The Journal of Business Research*
- *The Journal of Marketing Behavior*
- *The European Journal of Marketing*
- *The European Management Journal*
- *The Journal of Product & Brand Management*
- *The Journal of Marketing Management*
- *The Journal of Global Fashion Marketing*
- *Tourism and Hospitality Research Journal*
- *Convergence: The International Journal of Research into New Media Technologies*.

Ad-hoc Reviewing: Conferences

- Association for Consumer Research [competitive papers and working papers, North American Conference]
- The Society for Consumer Psychology [competitive papers and working papers]
- The European Marketing Academy
- The Academy of Marketing Science [Annual Congress and World Marketing Congress]
- The Consortium for International Marketing Research
- Italian chapter of the Association for Information Systems conference (2011).

At Lehigh University

- *To the College of Business*
 - Member of the “New Building Committee” since Fall 2018
 - Member of the “Nominations Committee” since April 2019
- *To the Marketing Department*
 - MKT111 – Principles of Marketing – Course Co-Coordinator since May 2021
 - Recruiting Committee, Summer/Fall 2019
 - Organizer of the Extra Credit Research Studies Labs, Fall 2018, April 2019, Fall 2019

At the Wharton School

Moderator of the panel “Pivoting Brands in the Age of Millennials”. Annual Wharton Marketing Conference, October 21st 2016, Philadelphia, PA. Content of the panel published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/millennials-saying-brand/>; and featured in Penn News Today (12/22/16).

Volunteer at the annual Society for Consumer Psychology (SCP) Winter Conference, February 26-28 2015, Phoenix, AZ

At Sapienza, University of Rome

Chair of the Organizing Committee for the 2013 WOA Workshop of the Professors and Researchers of Business Organization, “*Organizing in Turbulent Times: the Challenges Ahead*”, May 30-31 2013, Sapienza, University of Rome, Rome.

Additional Education and Training Information

The Wharton School (Fall 2015; Spring 2016)

DOCTORAL COURSES

Information Processing Perspectives on Consumer Behavior
 Judgment and Decision Making Perspectives on Consumer Behavior
 Research Methods in Marketing

PROFESSOR
 Americus Reed II
 Deborah Small
 Robert J. Meyer

Villanova School of Business (Spring 2014)

Global Advertising and Promotion, MBA course

Charles R. Taylor

Summer Research Methods School, SDIPA, Università della Calabria (Italy) (2012, 2013)

Multivariate Analyses for the Social Sciences
 Structural Equations Modeling

Gaetano N. Miceli
 Gaetano N. Miceli

Professional Affiliations

The Association for Consumer Research (**ACR**).
 The Society for Consumer Psychology (**SCP**).
 The European Marketing Academy (**EMAC**).
 The Academy of Marketing Science (**AMS**).
 The Italian Management Society (**SIMA**).
 The Italian Marketing Society (**SIM**).

Languages

Mother tongue **Italian** and **English**. Excellent level of **Spanish**. Basic **French**.

Technical Skills

Proficient with SPSS, AMOS, and LISREL software.
 Proficient with SABRE (Strategic Allocation of Business REsources) and MarkStrat simulations.
 Good knowledge of SAS, LaTeX and LATENTGOLD software.
 Basic knowledge of EVIEWS and UCINET software.