

# CURRICULUM VITAE

**June Cotte, Ph.D.**

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## ACADEMIC EXPERIENCE

<b>Professor of Marketing</b>	Ivey Business School Western University	2015 - present
<b>Faculty Director of Research</b> <ul style="list-style-type: none"><li>- Member of Ivey's Executive Committee</li><li>- Responsibility for enhancing, supporting, and promoting thought leadership amongst 110 faculty</li><li>- Chair, Research Policy Committee</li><li>- Fiscal responsibility for \$2.5 million budget</li><li>- Manage research staff, lead procurement and implementation of research metrics system</li><li>- Market Ivey's thought leadership online and via social channels</li><li>- Enhance research grant success through targeted initiatives and feedback procedures</li></ul>	Ivey Business School	2015 – 2019
<b>Assistant/Associate/Full Professor</b>	Ivey Business School Western University	2001 - present
<b>Adjunct Professor</b>	Fuqua Business School Duke University	2013 - 2019
<b>Adjunct Professor</b>	University of Ulster	2012 - present
<b>Faculty Member</b>	Semester at Sea Program	2015, 2022
<b>Assistant Professor</b>	Moore School of Business University of South Carolina	1998 - 2001

## EDUCATION

Ph.D.	Marketing, University of Connecticut	1998
M.B.A.	Marketing, University of Windsor	1994
B.B.A. (First Class Honors)	Marketing, Brock University	1990

## HONORS, AWARDS, AND FELLOWSHIPS

**Editor, *Journal of Consumer Research*** (2021-2023)

**President-Elect, President, Past-President, Association for Consumer Research:** 2020-2022

**Chair, American Marketing Association Consumer Behavior Special Interest Group (CBSIG):** 2019-2020

**Past President and Co-Founder, DCMA – Designing a Career in the Marketing Academy –** development program for junior female marketing scholars

**Editorial Review Board, *Journal of Marketing*,** 2017-2022

**Editorial Review Board, *Journal of Consumer Psychology*,** 2009-2024

**Editorial Advisory Board, *Psychology and Marketing***

**Faculty Fellow, AMA/Sheth Doctoral Consortium:** 2008, 2010, 2011, 2013, 2014, 2017, 2021, 2022

**Faculty Fellow, Society for Consumer Psychology Doctoral Consortium,** 2010, 2011, 2012

**Faculty Fellow, Association for Consumer Research Doctoral Consortium,** 2011, 2015, 2016

**Scott & Melissa Beattie Professor in Marketing,** 2015-2020

**Ivey Business School Faculty Service Award,** 2017

**Ivey Business School Faculty Research Merit Award,** 2008, 2010, 2011, 2012, 2013, 2021

**Best Paper - 2015 (Runner-Up), *Journal of Interactive Marketing*,** volume 28

**R.A. Barford Professor of Marketing,** 2012-2014

**Co-Chair, ACR North American Conference,** 2014

**University of Western Ontario Faculty Scholar,** 2010-2012

**USC Teaching Honor Roll, Award of Excellence,** 2010-2011

**George and Mary Turnbull Faculty Fellow,** Ivey Business School, 2007-2012

**Co-Chair, ACR-AP Conference,** 2011 (Beijing)

**American Marketing Association Academic Council Member,** 2007-2010

**MBA '83 Faculty Fellowship,** Ivey Business School, 2004-2006

**Case Writer of the Year,** Asia Pacific Case Writing Competition, 2003

**Excellence in Teaching,** USC Mortar Board Honors Society, 1999-2000

**USC Representative,** Faculty Development in International Business: Brazil, Chile, Argentina, 2000

*October 26, 2022*

**Honorable Mention**, John A. Howard / AMA Doctoral Dissertation Award, 1999

**Best Paper**, International Research Seminar on Marketing Communications & Consumer Behavior, 1999

**Best Paper**, Nicosia Award - Association for Consumer Research Conference, 1998

**Best Paper**, Communicating with Customers Track, AMA Winter Educators' Conference, 1997

**Fellow**, American Marketing Association Faculty Consortium, 1999

**Doctoral Student Teaching Award**, University of Connecticut, 1996-1997

**Fellow**, American Marketing Association Doctoral Consortium, 1996

## JOURNAL PUBLICATIONS

- Goode, Miranda, Michael Moorhouse, June Cotte, and Jennifer Widney (2022), "Helping Those that Hide: The Effect of Anticipated Stigmatization on Concealment and Debt Reduction," *Journal of Marketing Research*, Conditionally Accepted October 6, 2022.
- Hendler, Flavia, Kathryn LaTour, June Cotte (2022), "Temporal Orientation and Customer Loyalty Programs," *Cornell Hospitality Quarterly*, 63(4), 448–464, <https://doi.org/10.1177/02719389655211008413>
- Nguyen, Peter, Xin (Shane) Wang, Xi Li, and June Cotte (2021), "Reviewing Experts' Restraint from Extremes and its Impact on Service Providers," *Journal of Consumer Research*, 47 (February), 654-674, <https://doi.org/10.1093/jcr/ucaa037>.
- Liang, Jianping, Hongyan Jiang, and June Cotte (2019), "Upward Intergenerational Influences on Parents' Innovativeness and Innovation Adoption: A Comparative Study of Single Child and Multiple Child Families," *Journal of Consumer Behavior*, 18 (July), 350-359.
- Scholder Ellen, Pam, June Cotte, and Joseph Goodman (2019), "The Business School's Glass Ceiling," BizEd, AACSB, <https://bized.aacsb.edu/articles/2019/march/the-business-schools-glass-ceiling> (**NOTE**: invited, not peer reviewed)
- Bagga, Charan, Neil Bendle, and June Cotte (2018), "Object Valuation and Non-Ownership Possession: How Renting and Borrowing Impact Willingness-to-Pay," *Journal of Academy of Marketing Science*, 47 (1), 97-117
- Whelan, Jodie, Miranda R. Goode, June Cotte, and Matthew Thomson (2016), "Consumer Regulation Strategies: Attenuating the Effect of Consumer References in a Voting Context," *Psychology and Marketing*, 33 (11), 899-916. DOI: 10.1002/mar.20927
- Aimee Huff and June Cotte (2016), "The Evolving Family Assemblage: How Senior Families 'Do' Family," *European Journal of Marketing*, 50 (5/6), pages 892-915. DOI: 10.1108/EJM-02-2015-0082
- Neil Bendle and June Cotte (2016), "Assumptions of Rationality in A Political Market: The Case of the Republican Autopsy," *Journal of Nonprofit & Public Sector Marketing*, 28 (1), 66-83 DOI: 10.1080/10495142.2016.1131481
- Wang, Xin (Shane), Neil Bendle, Feng Mai, and June Cotte (2015), "The Journal of Consumer Research At Forty: A Historical Analysis," *Journal of Consumer Research*, 42 (June), 5-18. (**NOTE**: Invited and peer reviewed.)

- Barnhart, Michelle, Aimee Dinnin Huff, and June Cotte (2014), "Like a Member of the Family: Outsourcing Family to Professional Caregivers," *Journal of Marketing Management*, 30 (15-16): 1680-1702.
- Blazevic Vera, Caroline Wiertz, June Cotte, Ko de Ruyter, and Debbie Isobel Keeling (2014), "GOSIP in Cyberspace: Conceptualization and Scale Development of General Online Social Interaction Propensity," *Journal of Interactive Marketing*, 28 (2), 87-100.
- Robinson, Stacey, Michael Giebelhausen, and June Cotte (2013), "Shopping, Gambling or Shambling? An Introduction to Penny Auctions," *Journal of Business Research*, 66 (9), 1612-1616.
- Huff, Aimee and June Cotte (2013), "Complexities of Consumption: The Case of Childcare," *The Journal of Consumer Affairs*, 47 (1), 72-97.
- Trudel, Remi, Kyle B. Murray, and June Cotte, (2012), "Beyond Expectations: The Role of Regulatory Focus in Consumer Satisfaction," *International Journal of Research in Marketing*, March, 29 (1), 93-97.
- Noseworthy, Theodore J., June Cotte, and Mark Lee (2011), "The Effects of Ad Context and Gender on the Identification of Visually Incongruent Products," *Journal of Consumer Research*, 38 (August), 358-375.
- Lee, Mark, June Cotte, and Theodore J. Noseworthy (2010), "The Role of Network Centrality in the Flow of Consumer Influence," *Journal of Consumer Psychology*, 20 (1), 66-77.
- Cotte, June and Kathryn Latour (2009), "Blackjack in the Kitchen: Understanding Online Versus Casino Gambling," *Journal of Consumer Research*, 35 (February), 742-758.
- Trudel, Remi and June Cotte (2009), "Does it Pay to Be Good? Consumer Response to Ethical and Unethical Practices," *MIT/ Sloan Management Review*, 50 (2), 61-68.
- Cotte, June, Tilottama G. Chowdhury, S. Ratneshwar, and Lisa Ricci (2006), "Pleasure or Utility? Time Planning Style and Web Usage Behavior," *Journal of Interactive Marketing*, 20 (1), 45-57.
- Cotte, June, Robin Coulter, and Melissa Moore (2005), "Enhancing or Disrupting Guilt: The Role of Ad Credibility and Manipulative Intent," *Journal of Business Research*, 58 (3), 361-368.
- Cotte, June, S. Ratneshwar, and David Glen Mick (2004), "The Times of Their Lives: A Phenomenological and Metaphorical Characteristics of Consumer Timestyles," *Journal of Consumer Research*, 31 (2), 333-345.
- Cotte, June and Stacy Wood (2004), "Families and Innovative Consumer Behavior: A Triadic Study of Siblings and Parents," *Journal of Consumer Research*, 31 (1), 78-86.
- Cotte, June and S. Ratneshwar (2003), "Choosing Leisure Services: The Effect of Consumer Timestyle," *Journal of Services Marketing*, 17 (6), 558-572. (Lead article)
- Cotte, June and S. Ratneshwar (2001), "Timestyle and Leisure Decisions" *Journal of Leisure Research*, 33 (4), 396-409.
- Ratneshwar, S., Allan D. Shocker, June Cotte and Rajendra K. Srivastava (1999), "Product, Person, and Purpose: Putting the Consumer Back into Dynamic Theories of Market Behavior," *Journal of Strategic Marketing*, 7, 191-208.

- Cotte, June and S. Ratneshwar (1999), Juggling and Hopping: The Created Meaning of Working Polychronically,” *Journal of Managerial Psychology*, 14 (3/4), 184-204. (Lead article)
- Cotte, June (1997), “Chances, Trances, and Lots of Slots: Gambling Motives and Consumption Experiences,” *Journal of Leisure Research*, 29 (4), 380-406.
- Cotte, June (1996), “Evaluating TQM Programs with Brand Equity,” *Business Journal*, 13 (1/2), 25-31.

## BOOKS, BOOK CHAPTERS, BOOK REVIEWS, AND OTHER PUBLICATIONS

- Lee, Seung Hwan (Mark) and June Cotte (2016), “Ions Consulting: The MP<sup>2</sup> Training Program” Ivey Case #9B07C029, in *Organizational Behaviour*, 10<sup>th</sup> Edition, Gary Johns and Alan Saks, Pearson.
- Marta Jarosinski and Cotte, June (2016), “Burberry,” Ivey Case #9B14A014, in *International Marketing*, 11<sup>th</sup> Edition, Veren Terpstra, James Foley, and Ravi Sarathy, Naper Publishing Group.
- Cotte, June and Stacy Wood (eds.) (2014), *Advances in Consumer Research*, Volume 42, Association for Consumer Research: Duluth, MN.
- Cotte, June (2013), “I Don’t Really Know Where The Money Goes, Do You?” Online Gambling and The Naïve Screenager,” in *The Routledge Companion to Digital Consumption*, eds. Russell Belk and Rosa Llamas, Routledge: New York, 261-272.
- Cotte, June (2013), “The Pepsi Ultimate Taste Challenge 2012: Social Enough?” Ivey Case #9B12A026, in *Business*, 8<sup>th</sup> Edition, Ronald J. Ebert, Ricky W. Griffin, Fred Starke, George Dracopoulos and Melanie Lang (eds.), Pearson: Toronto.
- Cotte, June and Kathryn Latour (2012), “Gambling Myths vs. Reality: Implications for Transformative Public Policy,” in *Transformative Consumer Research for Personal and Collective Well-Being*, eds. David Glen Mick, Simone Pettigrew, Cornelia Pechmann and Julie L. Ozanne, Routledge: New York, 485-498.
- Lee, Seung Hwan (Mark) and June Cotte, Ivey Case # 9B09C020 “Please Stop Working So Hard!” in *Cases in Leadership*, 3<sup>rd</sup> edition, Glenn Rowe and Laura Guerrero (eds.), Sage Publications.
- Yi, Zhihong, Jing Jian Xiao, June Cotte and Linda Price (eds.) (2011), *Asia-Pacific Advances in Consumer Research*, Volume 9, Association for Consumer Research: Duluth, MN.
- Trudel, Remi and June Cotte (2008), “Is It Really Worth It? Consumer Response to Ethical and Unethical Practices,” *Wall Street Journal Business Insights*, May 12.
- Cotte, June and Geoffrey Kistruck (2006), “The Meanings of Marketers: Depth Interviews with Executives,” *Handbook of Qualitative Research Methods in Marketing*, ed. Russell Belk, Edward Elger Publishing: Northampton, Massachusetts, 465-475.
- Cotte, June and S. Ratneshwar (2000), “Timestyle and Consuming Leisure Time: Why Do We Do What We Do?” in *The Why of Consumption*, eds. S. Ratneshwar, David Glen Mick and Cynthia Huffman, Routledge: London and New York, 216-236.

- Cotte, June (2001), Book Review: “Rethinking Marketing: Qualitative Strategies and Exotic Visions,” by Alf H. Walle III, *Journal of the Academy of Marketing Science*, vol. 29 (4), 420-421.
- Cotte, June (1998), Book Review: “Time for Life: The Surprising Ways Americans Use Their Time,” by John P. Robinson and Geoffrey Godbey, *Journal of Marketing*, vol. 62 (3), 145-148.

## **UNDER REVIEW OR IN PREPARATION**

### **Under Review:**

Xu, Lan, Shuangshuang Zhao, June Cotte, Nan Cui, “The Impact of Temporal Perspective on Pro-Environmental Behavior” (*Journal of Consumer Research*). Status: Third round revision requested.

Wang, Juan, Miranda Goode, and June Cotte, “Making Connections: The Influence of Event Sequence on the Pre-purchase Evaluation of Extraordinary Experiences,” (*Journal of Consumer Psychology*). Status: Second round revision requested.

Gao, Huachao, Xin (Shane) Wang, Xi Li, and June Cotte “She is Closer Than He: How Entrepreneur Gender Impacts Consumer Support in Crowdfunding,” (*Journal of Marketing Research*). Status: Second round revision requested.

Moorhouse, Michael and June Cotte, “Governance in the Sharing Economy: How Risk is Shifted and Shared in Platform-Mediated Markets” (*International Journal of Research in Marketing*). Status: Second round revision requested.

Mukherjee, Sourjo, Das Gopal, and June Cotte “Mitigating the Negative Effects of Country-of-Origin: The Power of Personal,” (*Journal of Consumer Research*). Status: Under first round review.

### **In Preparation:**

Cotte, June, Robin Coulter, and Linda Price “The Experience of Consumer Depletion in Everyday Life”

Xu, Lan, Shuangshuang Zhao, June Cotte, and Nan Cui, “Was the Past Heavier? The Impact of Product Temporal Orientation on Perceived Heaviness and Product Purchase”

## GRANTS

*Total grants as of end of 2020: Over \$1.1 million*

**Canadian Foundation for Innovation-Leaders Opportunity Fund** - “Decision Making Laboratory,” (\$232,171) - Principal Investigator, 2020

**Social Sciences and Humanities Research Council** - “The Untold Story of Consumers’ Everyday Experience and Management of Depletion,” Principal Investigator, 2016-2020, (\$161,900)

**Sheth Foundation Grant** – Conference Co-Chair

“Designing a Career in the Marketing Academy” Conference for Emerging Female Marketing Scholars 2016, 2017, 2018, 2019, 2020, (total grants \$28,000 to date)

**Association for Consumer Research Grant** – Conference Co-Chair

“Designing a Career in the Marketing Academy” Conference, New York City, 2015 (\$2500)

Both the ACR and the Sheth Foundation Grants allowed myself and my co-chair (Joan Ball) to run a successful, annual, invitation-only three-day event. We gather together a small group (typically 22) of senior female marketing doctoral students and pre-tenure faculty for a design-thinking inspired workshop about a career in the marketing academy. We focus on the research, teaching, and service components of the career during the workshop, and maintain an active online alumni group afterward. As word of mouth has spread, we have an extensive waiting list, and we are currently training other senior female faculty to run similar events in other parts of North America. I firmly believe in the phrase “diversity in the classroom begins at the front,” and we have sought participants from communities of color, and from smaller institutions that may not offer senior faculty mentors, as well as female academics from larger established programs.

**Canadian Foundation for Innovation-Leaders Opportunity Fund**

“Behavioral Laboratory for the Study of Consumer Welfare,” (\$275,000) - Principal Investigator

This grant was the final part of a multi-year project to set up a behavioral laboratory and subject pool. I created this as a shared resource, and the lab is now used by behavioral researchers in marketing, organizational behavior, leadership, entrepreneurship, finance, and accounting. The project included presentations to university level committees, as well as working with Western University’s building, architecture, and engineering groups. I worked extensively with procurement processes for the construction, as well as for the advanced equipment (eye-tracking and other physiological measurement equipment, extensive computers and networking, and camera/recording equipment). Working with corporate donors, my colleague Miranda Goode and I have now set up a facility that conducts studies for Ivey researchers both in the lab itself and online, with students subjects as well as the general public and/or business practitioners.

**Social Sciences and Humanities Research Council** - “Processing Form and Function in Advertising Contexts,” Principal Investigator, 2011-2014, (\$70,462)

**Social Sciences and Humanities Research Council** - “Academic Consumer Research Interest Network,” Collaborator, 2012, (\$37,681)

**Social Sciences and Humanities Research Council** - “The Paradox of Ethical Consumption: How Consumerism Reduces Pro-Social Behavior Both Within and Beyond Consumer Contexts,” Co-Investigator, 2011-2014, (\$69,735)

**Research Network for Business Sustainability** – “Socially Conscious Consumers,” Principal Investigator, 2008-2009, (\$25,000)

**Social Sciences and Humanities Research Council** - “Self-Regulation in Consumer Goals, Motives, and Decisions,” Principal Investigator, 2007-2010, (\$66,000)

**Social Sciences and Humanities Research Council** - “Similarity, Predictive Accuracy, and Assumed Similarity: Analyzing Dyads in Marketing and Consumer Research,” Principal Investigator, 2004-2007, (\$76,800), Proposal ranked 10<sup>th</sup> of 137 submitted.

**Academic Development Fund**, University of Western Ontario – Behavioral Lab Development (with Kyle Murray), 2007 (\$60,200)

University of Western Ontario – SSHRC Reapplication Grant, 2003

University of South Carolina Sponsored Programs and Research Grant: 1998-1999

Center for International Business Education and Research (CIBER) Grant: 1999-2000

## **MOST RECENT OR UPCOMING INVITED TALKS**

Cotte, June, Keynote Speaker, Challenges of Europe Conference, Croatia, May 2023.

Cotte, June, Invited Speaker, NTU Singapore, January 2023.

Cotte, June, Invited Speaker, 22nd Marketing in Israel Conference, December 2022.

Cotte, June, Eminent Scholars Research Series, ESSEC Business School in Paris, November 2022.

Cotte, June “Helping Those That Hide: The Effect of Anticipated Stigmatization on Concealment and Debt Reduction,” co-authored with Michael Moorhouse, Miranda Goode, and Jennifer Widney, Said Business School Marketing Camp, Oxford University, September 2022.

Cotte, June “Helping Those That Hide: The Effect of Anticipated Stigmatization on Concealment and Debt Reduction,” co-authored with Michael Moorhouse, Miranda Goode, and Jennifer Widney, HEC Montreal, September 2022.

Cotte, June, Plenary Speaker, “State of Consumer Research,” Conference of the Emerging Markets Conference Board, Puebla, Mexico, November 2021.

Cotte, June “Generalists: Bulwark Against Tribalism” Association for Consumer Research **Presidential Address**, October 2021, available at: <https://www.acrwebsite.org/web/acrvideos>

Cotte, June “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” co-authored with Lan Xu, Shuangshuang Zhao, and Nan Cui, Daniels College of Business, University of Denver, October 2021.



- Cotte, June “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” co-authored with Lan Xu, Shuangshuang Zhao, and Nan Cui, Keynote Address, China Marketing International Conference, Chinese Marketing Scholars Association, August 2021.
- Cotte, June, **Keynote Speaker**, “Trends in Consumer Scholarly Research,” Alliance Students Conference (ASCON), Bangalore, India, June 2021.
- Cotte, June “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” co-authored with Lan Xu, Shuangshuang Zhao, and Nan Cui, research presentation at IIM Bangalore, India, April 2021.
- Cotte, June “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” co-authored with Lan Xu, Shuangshuang Zhao, and Nan Cui, research presentation at IIM Bangalore, India, April 2021.
- Cotte, June “When Novices Are Better than Experts: Evidence from Online User-Generated Content Platforms,” co-authored with Peter Nguyen, Xin Wang, and Xi Li, research presentation at George Mason University, 2020.
- Cotte, June “Writing Up Scholarly Research,” pro-seminar, Eller College of Business, University of Arizona, 2020.
- Cotte, June “Conducting Rigorous Multi-Method Research,” pro-seminar, College of Business, University of Connecticut, 2020.
- Cotte, June “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” co-authored with Lan Xu, Shuangshuang Zhao, and Nan Cui, research presentation at Carroll School of Management, Boston College, 2020.
- Cotte, June “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” co-authored with Lan Xu, Shuangshuang Zhao, and Nan Cui, research presentation at George Mason University, 2020.
- Cotte, June “Relevant Social Science: Academics and Business Working Together,” BEWorks Summit, Toronto, 2019.
- Cotte, June “When Novices Are Better than Experts: Evidence from Online User-Generated Content Platforms,” co-authored with Peter Nguyen, Xin Wang, and Xi Li, research presentation at Fuqua School of Business, Duke University, 2017.
- Cotte, June “When Novices Are Better than Experts: Evidence from Online User-Generated Content Platforms,” co-authored with Peter Nguyen, Xin Wang, and Xi Li, research presentation at University of Connecticut, 2017.
- Cotte, June “Designing A Hybrid Experience: The Effect of Experience Structure on Consumers’ Evaluations,” co-authored with Juan Wang and Miranda Goode, research presentation at University of Illinois, October 2016.
- Cotte, June “Designing A Hybrid Experience: The Effect of Experience Structure on Consumers’ Evaluations,” co-authored with Juan Wang and Miranda Goode, research presentation at McGill University, April 2016.

Cotte, June “Consumer Insights” (Presentation to Royal Bank of Canada, Toronto) Global Ivey Day celebrations, November 2016.

Cotte, June “Consumer Insights” (Presentation to CIBC Global Markets Group, Toronto) Global Ivey Day celebrations, November 2015.

Cotte, June “Consumer Insights from Ivey’s Behavioural Lab” (Presentation to London business audience at launch of Startech.com donor agreement) 2014.

Cotte, June “Consumer Role Spillover from Traditional to Novel Marketing Domains,” (Presentation to the Fuqua School of Business Research Series, November 2014) Co-authored work with Jodie Whelan, Miranda Goode and Matthew Thomson.

Cotte, June “Temporal Orientation and Customer Loyalty,” University of Guelph Consumer Studies Area, 2013.

Cotte, June “When Will Consumers Pay More for Ethical Products?” Keynote Speaker, Public Relations Society of America International Conference, San Francisco, October 2012.

## **DOUBLE-BLIND PEER-REVIEWED CONFERENCE PROCEEDINGS**

### **ACR Proceedings:**

Moorhouse, Michael and June Cotte (2022), “Trust Ratings Disguised as Satisfaction Ratings: Why Sharing Economy Ratings are Nearly Always Positive, and How to Fix the Bias,” *Advances in Consumer Research*, forthcoming.

Goode, Miranda, Michael Moorhouse, Jennifer Widney, and June Cotte (2020) "Helping Those That Hide: the Effect of Anticipated Stigmatization on Concealment and Debt Reduction," *Advances in Consumer Research*, 48, eds. Jennifer Argo, Tina M. Lowrey, and Hope Jensen Schau, Duluth MB: Association for Consumer Research, Pages: 370-371.

Xu, Lan, June Cotte, Nan Cui, and Yiran Jiang (2021), “Was the Past Heavier? The Impact of Product Temporal Orientation on Perceived Heaviness and Product Purchase,” *Advances in Consumer Research*, 48, eds. Jennifer Argo, Tina M. Lowrey, and Hope Jensen Schau, Duluth MB: Association for Consumer Research, Pages: 790-791.

Xu, Lan, Shuangshuang Zhao, June Cotte, and Nan Cui (2020), “Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior,” *Advances in Consumer Research*, 47, eds. Rajesh Bagchi, Lauren Block, and Leonard Lee, Duluth, MN : Association for Consumer Research, Pages: 912-913.

Wang, Juan, Miranda Goode, and June Cotte (2019), “Making Connections: The Influence of Event Sequence on the Evaluation of Extraordinary Experiences,” *Advances in Consumer Research*, 47, eds. Rajesh Bagchi, Lauren Block, and Leonard Lee, Duluth, MN : Association for Consumer Research, Pages: 907-908.

Maxwell-Smith, Matthew, Allison R. Johnson, June Cotte, Sharon Shavitt, and Steven Shepherd (2019) , "7M Sest: a New Integrative Model to Illustrate How Social Class, Economic System-Justification, and System Threats Jointly Influence Consumer Preferences," *Advances in Consumer Research*, 47, eds. Rajesh Bagchi, Lauren Block, and Leonard Lee, Duluth, MN : Association for Consumer Research, Pages: 983-983.

- Nguyen, Peter, Xin (Shane) Wang, Xi Lee, and June Cotte (2018), "When Novices have More Influence than Experts: Empirical Evidence from Online Peer Reviews," *Advances in Consumer Research*, 46, eds. Andrew Gershoff, Robert Kozinets, and Tiffany White, Duluth, MN : Association for Consumer Research, Pages: 719-721.
- Juan Wang, Miranda Goode, and June Cotte (2017) ,"Design an Experience Bundle: The Role of Experience Structure", *Advances in Consumer Research*, vol 45, eds. Ayelet Gneezy, Vidas Griskevicius, and Patti Williams, Duluth, MN : Association for Consumer Research, Pages: 951-951.
- Whelan, Jodie, Miranda Goode and June Cotte (2013), Cuing Consumer Identity Salience: The Moderating Role of Consumer Boundaries, *Advances in Consumer Research*, vol. 41, eds. Simona Botti and Aparna Labroo, Duluth, MN : Association for Consumer Research, Pages: 567-568.
- Whelan, Jodie, Miranda R. Goode, and June Cotte (2011), "The Consumer Role: Core Characteristics and Personal Boundaries," *Advances in Consumer Research*, vol. 39, eds. Rohini Ahluwalia, Tanya L. Chartrand, and Rebecca K. Ratner, Duluth, MN : Association for Consumer Research, Pages: 200-201.
- Giebelhausen, Michael, Stacey Robinson, and June Cotte (2011),"Shopping + Gambling = Shambling: the Online Context of Penny Auctions", in *Advances in Consumer Research* vol. 39, eds. Rohini Ahluwalia, Tanya L. Chartrand, and Rebecca K. Ratner, Duluth, MN : Association for Consumer Research, Pages: 174-175.
- Lee, Seung Hwan (Mark), June Cotte (2010), "Opinion Seeking in Consumer Networks", in *Advances in Consumer Research* vol. 38, eds. Darren W. Dahl, Gita V. Johar, and Stijn M.J. van Osselaer, Duluth, MN: Association for Consumer Research.
- Huff, Aimee and June Cotte (2010), "Caught Between a Rock and a Hard Place: Adult Children's Consumption of Care Services for Their Elderly Parents", in *Advances in Consumer Research* vol. 38, eds. Darren W. Dahl, Gita V. Johar, and Stijn M.J. van Osselaer, Duluth, MN : Association for Consumer Research.
- Huff, Aimee and June Cotte (2010), "It's Been My Number One Source of Stress: The Decision to Pay for Care," *Advances in Consumer Research*, vol. 37 eds. Margaret C. Campbell, Jeff Inman, and Rik Pieters, Duluth, MN: Association for Consumer Research, 729-730.
- Noseworthy, Theodore J., Mark Lee and June Cotte (2010) "Context as a Source of Clarity: The Effects of Ad Context and Gender on Consumers' Processing of Product Incongruity," *Advances in Consumer Research*, vol. 37 eds. Margaret C. Campbell, Jeff Inman, and Rik Pieters, Duluth, MN: Association for Consumer Research, 400-405.
- Trudel, Remi and June Cotte (2008), "Reward or Punish? Willingness to Pay For Ethically-Produced Goods," *Advances in Consumer Research*, vol. 35 eds. Angela Y. Lee and Dilip Soman, Duluth, MN: Association for Consumer Research, 740.
- Trudel, Remi, Kyle Murray and June Cotte (2007), "The Effect of Regulatory Focus on Satisfaction," *Advances in Consumer Research*, vol. 35 eds. Angela Y. Lee and Dilip Soman, Duluth, MN: Association for Consumer Research, 231.
- Cotte, June and Robin Ritchie (2005), "Advertisers' Theories of Consumers: Why Use Negative Emotions to Sell?" *Advances in Consumer Research*, vol. 32 eds. Geeta Menon and Akshay R. Rao, Duluth, MN: Association for Consumer Research, 24-31.

- Papryrina, Veronika and June Cotte (2004), "Men and Women Watching and Reading: Gender, Media, And Message Effects in Advertising," *Advances in Consumer Research*, vol. 31 eds. Barbara E. Kahn and Mary Frances Luce, Valdosta GA, Association for Consumer Research, 509-510.
- Coulter, Robin, June Cotte and Melissa Moore (1999), "Believe It or Not: Persuasion, Manipulation and Credibility of Guilt Appeals," *Advances in Consumer Research*, vol. 26 eds. Eric J. Arnould and Linda H. Scott, Provo UT, Association for Consumer Research, 288-294.
- Ligas, Mark and June Cotte (1999), "The Process of Negotiating Brand Meaning: A Symbolic Interactionist Perspective," *Advances in Consumer Research*, vol. 26 eds. Eric J. Arnould and Linda H. Scott, Provo UT, Association for Consumer Research, 609-614. ***Nicosia Award for Best Paper***
- Cotte, June and S. Ratneshwar (1998), "Consumer Decisions on Discretionary Time: A Sociocognitive Perspective", *Advances in Consumer Research*, vol. 25 eds. Joseph W. Alba and J. Wesley Hutchinson, Provo UT, Association for Consumer Research, 268-275.

### **Other Double-Blind Peer-Reviewed Conference Proceedings:**

- Moorhouse, Michael, June Cotte, Xin Wang, and Annie Ding, "Trust, Tension, and Governance in the Sharing Economy: An Integrated Model of Agency and Social Exchange" (2021 *American Marketing Association Winter Educators' Conference*).
- Goode, Miranda, Michael Moorhouse, June Cotte, and Jennifer Widney (2019), "The Effects of Stigmatization on Debtors and Debt Reduction Behaviors," (2019 *Marketing for the Social Good Conference Proceedings*).
- Goode, Miranda, Juan Wang, and June Cotte (2016), "Experiencing Experiences: Great Strategies for Designing, Purchasing, and Enjoying Experiences," (2016 *Society for Consumer Psychology Conference Proceedings*).
- Maxwell-Smith, Matthew, June Cotte and Allison Johnson (2013), "Consuming in Support of the Free Market: The Relation Between Economic System-Justification and Consumer Preferences and Behaviors," (2013 *Society for Consumer Psychology Proceedings*).
- Liang, Jianping, Hongyan Jiang and June Cotte (2013), "Upward Intergenerational Influences on Innovation Diffusion: The Impact of Lay Theories of Innovativeness on Innovation for Parents," (2013 *AMA Summer Educators' Conference Proceedings*).
- Lee, Mark and June Cotte (2009) "The Role of Network Centrality in the Flow of Consumer Influence," (2009 *Administrative Studies Association of Canada Conference Proceedings*).
- Trudel, Remi and June Cotte (2008), "Reward or Punish? Willingness to Pay For Ethically-Produced Goods," (2008 *Society for Consumer Psychology Conference Proceedings*).
- Trudel, Remi, Kyle Murray and June Cotte (2008), "Beyond Expectations: The Influence of Goal Orientation on Consumer Satisfaction," (2008 *Society for Consumer Psychology Conference Proceedings*).
- Trudel, Remi and June Cotte (2007), "The Effect of Regulatory Focus on Satisfaction," (2007 *European Advances in Consumer Research Conference*).
- Liang, Jianping and June Cotte (2007), "When the Influencer Becomes the Influenced: An Explorative Study of Young Adults' Influence on Parents' Innovation Adoption," (*Administrative Studies Association of Canada 2007 Conference Proceedings*).

- Wiertz, Caroline, Vera Blazevic and June Cotte (2005), "Reactions to Online Interactions: Conceptualization and Scale Development of Online Interaction Propensity," (2005 *American Marketing Association Summer Educators' Conference Proceedings*).
- Cotte, June and Mark Ligas (2003), "Timestyle and Shopping Style," *European Advances in Consumer Research*, vol. 6 eds. Darach Turley and Stephen Brown, Valdosta GA, Association for Consumer Research, 89-95.
- Cotte, June and Robin Coulter (2001), "Reacting to Emotional Ads: Measurement and Gender Issues," *Proceedings of the Fourth International Research Seminar on Marketing Communications and Consumer Behavior*, eds. Christian Derbaix, Lynn R. Kahle, Dwight Merunka, and Alain Strazzieri, 153-168).
- Cotte, June and S. Ratneshwar (2000), "Exploring the Timestyle Construct: Operationalization and Measurement Issues," (Abstract) *2000 AMA Winter Educators Conference Proceedings*, eds. John P. Workman Jr. and William D. Perreault, 309.
- Cotte, June and Derrick Boone (2000), "Innovative Products and Consumer Timestyle: Impacts on Brand Equity," (Special Session on Brand Equity) *2000 Society for Consumer Psychology Conference Proceedings*, eds. Jeff Inman, Kelly Tepper, and Tommy Whittler, 36.
- Cotte, June and Stacy Wood (2000), "Families And Innovative Behavior: A Triad Study Of Influence," (Abstract) *2000 Society for Consumer Psychology Conference Proceedings*, eds. Jeff Inman, Kelly Tepper, and Tommy Whittler, 6.
- Cotte, June, Robin Coulter, and Melissa Moore (1999), "Enhancing or Disrupting Guilt: The Role of Ad Credibility and Manipulative Intent," *Proceedings of the Third International Research Seminar on Marketing Communications and Consumer Behavior*, eds. Yves Evrard, Wayne D. Hoyer and Alain Strazzieri, 90-103.
- Cotte, June and Mark Ligas (1999), "Temporal Style and Shopping Style: An Exploratory Study," (Abstract) *1999 Society for Consumer Psychology Conference Proceedings*, eds. Madhu Viswanathan, Larry Compeau and Manoj Hastak, 87-90.
- Cotte, June (1998), "Leisure Time Decisions: The Influence of Tempocognitive Structure", (Abstract) *Society for Consumer Psychology Conference Proceedings*, eds. Margaret C. Campbell and Karen A. Machleit, 204-206.
- Coulter, Robin, June Cotte, and Melissa Moore (1997), "Guilt Appeals in Advertising: Are You Feeling Guilty?" *1997 AMA Winter Educators Conference Proceedings*, eds. Debbie Thorne LeClair and Michael Hartline, 109-115.

## CONFERENCE PRESENTATIONS

- Xu, Lan, Shuangshuang Zhao, June Cotte, and Nan Cui, (2020), "Cyclical Time is Greener: The Impact of Temporal Perspective on Pro-Environmental Behavior," *Society for Consumer Psychology Conference*.
- Bagga, Charan, Neil Bendle, and June Cotte (June 2018), "How Non-Ownership Physical Possession Impacts Object Valuation" *ISMS Marketing Science Conference*.
- Nguyen, Peter, Xin (Shane) Wang, Xi Lee, and June Cotte (June 2018), "How Beginner Reviewers Systematically Benefit and Harm Service Providers: Biases in Rating Approaches on User-Generated Reputation Systems," *European Association for Consumer Research Conference*.

- Nguyen, Peter, Xin (Shane) Wang, Xi Lee, and June Cotte (February 2018), “How Beginner Reviewers Systematically Benefit and Harm Service Providers: Biases in Rating Approaches on User-Generated Reputation Systems,” *American Marketing Association Winter Educators’ Conference*.
- Wang, Juan, Miranda R. Goode, and June Cotte (October 2017), “Designing a Hybrid Experience: The Effect of Experience Structure on Consumers’ Evaluations,” *Association for Consumer Research Conference*.
- Wang, Juan, Miranda R. Goode, and June Cotte (August 2017), “Designing a Hybrid Experience: The Effect of Experience Structure on Consumers’ Evaluations,” *Harnessing Analytics Symposium*, College of Business and Economics, University of Guelph.
- Bagga, Charan, June Cotte and Neil Bendle (2013), “Shades of Love: Effect of Possession Type on Object Valuation,” (2013 *Marketing Science Conference*).
- Maxwell-Smith, Matthew, Allison Johnson and June Cotte (2013), “Consuming to Support the Free Market: The Effects of Economic System-Justification on Consumer Preferences,” (2013 *Association for Consumer Research Conference*).
- Cotte, June “When Will Consumers Pay More for Ethical Products?” **Keynote Address**, *Public Relations Society of America International Conference*, San Francisco, October 2012.
- Noseworthy, Theodore J., Karen Finlay, and June Cotte, “The Impact of Ambient Adjustments on the Temporal Monitoring of At-Risk Gamblers,” (2011 *Association for Consumer Research Conference Special Session*).
- Giebelhausen, Michael D., Stacey Robinson, and June Cotte, “Shopping + Gambling = Shambling: The Online Context of Penny Auctions,” (2011 *Association for Consumer Research Conference Special Session*).
- Huff, Aimee Dinnin and June Cotte, “The Ambivalent Role of Adult Siblings in Family Decisions about Elder Care,” (2011 *Association for Consumer Research Conference Special Session*).
- Cotte, June “Gambling Beliefs Versus Reality: Implications for Transformative Public Policy” *10th Annual Alberta Gaming Research Institute Conference* (Banff, April 2010).
- Aparna, Marina, Vanessa Strike and June Cotte, “The Role of Time in Post-Merger Integration,” (2009 *Israel Strategy Conference*).
- Cotte, June “Socially Conscious Consumers,” (2009 Conference Board of Canada Western CSR Conference – May)
- Cotte, June “Socially Conscious Consumers,” (2009 Conference Board of Canada Eastern CSR Conference – April)
- Lee, Seung Hwan (Mark) and June Cotte, “Moderating Role of Member Identification on the Relationship Between Network Centrality and Opinion Leadership / Satisfaction,” (2008 *Association for Consumer Research Conference Working Paper*).
- Liang, James and June Cotte, “An Investigation of College Students’ Influence on Parents’ Innovation Adoption,” (2008 *Association for Consumer Research Conference Working Paper*).
- Cotte, June, “To Market, To Market: Trends and Insights into Marketing Academia’s Job Market,” (2008 *American Marketing Association Summer Educators’ Conference*).

- Lee, Seung Hwan (Mark) and June Cotte, “Regretful Decision-Making: Post-Purchase Consumer Regret,” Poster presented at the *2008 Southern Ontario Behavioral Decision Research Conference*, Waterloo, Ontario.
- Cotte, June and Katherine Braun-Latour, “The Warrior, The Escape Artist, And The Hidden Addict: Gambling And The Movement Of Consumption Into The Private Sphere,” (*2007 Consumer Culture Theory Conference*).
- Cotte, June, “Casino Gambling: Meanings, Motives and Marketers,” (*2006 Association for Consumer Research Conference Special Session*).
- Cotte, June, Remi Trudel, and Cathy Ly, “Ethical Behaviors in Sales: A Dyadic Study,” (*2006 Administrative Sciences Association Conference*).
- Trudel, Remi and June Cotte, “Do Corporate Ethics Affect Consumer Purchase Decisions?” (*2006 International Conference on Corporate Responsibility and Global Business: Implications for Corporate and Marketing Strategy*, Working Paper)
- Cotte, June, “How Well Do We Know Each Other? Theory and Method in Dyadic Prediction” (*2004 Association for Consumer Research Conference Special Session*).
- Cotte, June and S. Ratneshwar, “Siblings' Preferences in Leisure Goals and Activities: Similarity vs. Predictive Accuracy,” (*2003 SCP Conference Special Session*).
- Papyrina, Veronika and June Cotte, “Gender Differences in Responses to Advertising,” (*2003 SCP Conference*, Working Paper Presentation).
- Cotte, June, Tom Madden and Ted Allenbach, “Timestyles and Sales Teams: A Multi-Country Study,” (*2001 AMA Winter Educators Conference – presentation*).
- Cotte, June, S. Ratneshwar and Lisa Ricci, “The Role of Timestyle in Individual Differences in Web Usage Goals, Behaviors, and Experiences,” (*2001 SCP Conference – presentation*).
- Ricci, Lisa, June Cotte and S. Ratneshwar, “Toward Understanding Individual Differences in Web Usage: The Case for Timestyle,” (*2000 Association for Consumer Research Conference - presentation*).
- Coulter, Robin, Gerald Zaltman, June Cotte and Melissa Moore (1998), “The Good, The Bad, and the Ugly: The Three Faces of Advertising,” invited address - Advertising Special Interest Group - *1998 American Marketing Association Summer Educators Conference*.

## **OTHER CONFERENCE ACTIVITIES**

**Co-Chair**, Managerially Relevant Consumer Insights Conference, Bern, Switzerland, July 5-7, 2019

**Co-Chair**, Designing a Career in the Marketing Academy (Female Marketing Scholars), 2015 – present

**Co-Chair**, 2014 Association for Consumer Research Conference, Baltimore, October 2014

**Chair**, American Marketing Association Preconference on Emerging Markets, Chicago, August 2012

Track Chair, Special Track on Emerging Markets, American Marketing Association Summer Educator's Conference, Chicago, August 2012

**Co-Chair**, 2011 Asia Pacific Association for Consumer Research Conference, Beijing, China, June 2011

Track Chair, Consumer Behavior Track, Academy of Marketing Science Conference, 2010

Track Chair, Special Interest Groups, American Marketing Association Summer Educator's Conference, 2010

**Co-Chair**, Roundtables, Association for Consumer Research Conference, 2009

Track Chair, International Marketing and Cross-Cultural Understanding Track, Marketing Management Association Conference, 2005

Program Committee, Association for Consumer Research Conference, 2003, 2005, 2009

Discussant, American Marketing Association Winter Educator's Conference, 2001, 2004

Session Chair, Association for Consumer Research Conference, 1999, 2001

Discussant, Association for Consumer Research Conference, 1997

Session Chair, Society for Consumer Psychology Winter Conference, 1997

Discussant, U.S. Competitiveness in the Global Marketplace Conference, 1994



## TEACHING

**Awards:** 2010-2011 USC Teaching Honour Roll Award of Excellence  
Ivey - Dean's Letter of Commendation for Teaching Excellence (awarded three times)

### **Executive Education**

One League – Marketing Core, 2022  
Ivey Academy – Quantum Shift Alumni – Customer Insights, 2022  
Ivey Academy – Financial Advisors Program – Customer Insights, 2022  
Ivey Asia – Strategic Marketing in a Digital World, 2020, 2021  
Ivey Asia – Competitive Advantage Through Marketing, 2020, 2021, 2022  
Ivey – Understanding Your Customer (Program Director), 2016 - 2019  
Ivey - Environment Canada Program 2011 – 2013  
Ivey Asia – Ivey Executive Program 2010  
Ivey Asia – Accelerating Management Program 2010  
CBI - Custom client, 2009  
Ivey - ReConnect Program (CIBC) 2008-2011  
Ivey - Tech Alliance: Entrepreneur 1.0 2008-2011  
Ivey - Ivey High Potential Managers Program 2005-2009  
Ivey - Breakthrough Customer Relationships, Magellan Aerospace 2006  
Ivey - Sales Management Program 2005-2007  
3M - Principles of Marketing - custom client, 2005

### **EMBA**

Ivey – Global Marketing Planning  
Ivey – Winning Through Marketing Management  
Fuqua (Duke University)- Global Marketing  
Fuqua (Duke University)- - Marketing Strategy

### **MBA**

Ivey – Marketing Strategy  
Fuqua (Duke University) – Marketing Management – Core  
Ivey - Sales Force Management  
Ivey - Bio-Tech Stream - team-taught Marketing module

### **AMBA (40% online, 60% in-person)**

Ivey – Marketing Foundations  
Ivey- Customer Insights Amid Disruption

### **MMS**

Fuqua (Duke University) – Marketing Intelligence

## **PhD**

Ivey - Research Methods

Ivey - Judgment and Decision Making

Ivey - Marketing Theory and Strategy

Ivey - Consumer Behavior

Ivey - Independent Study in Qualitative Methods

## **Undergraduate**

Ivey – Marketing Strategy

Ivey - Marketing Management (Core)

Ivey - Sales Force Management

University of South Carolina: Personal Selling and Salesforce Management

University of Connecticut: Global Marketing Strategy; Principles of Marketing

## **GRADUATE SUPERVISION AND COMMITTEES:**

PhD Supervisor: Michael Moorhouse: Graduated 2021  
PhD Co-Supervisor: Peter Nguyen (with Xin Wang): Graduated 2019  
PhD Co-Supervisor: Juan Wang (with Miranda Goode): Graduated 2016  
PhD Supervisor: Gail Leizerovici: Graduated 2014  
PhD Co-Supervisor: Jodie Whelan (with Matt Thomson): Graduated 2014  
PhD Supervisor: Aimee Dinnin Huff: Graduated 2013  
PhD Supervisor: Kendra Hart: Graduated 2013  
PhD Supervisor: Theodore Noseworthy: Graduated 2012  
PhD Supervisor: Mark Lee: Graduated 2011  
PhD Supervisor: Remi Trudel (with Kyle Murray): Graduated 2009  
PhD Supervisor: Fabrizio Di Muro (alternate for Kyle Murray): Graduated 2010  
PhD Supervisor: James Liang (alternate for Kyle Murray): Graduated 2009  
PhD Supervisor: Veronika Papyrina: Graduated 2007

PhD Comprehensive Exam Committee: Audiology, Danielle DiFabio, Western, 2020  
PhD Thesis Supervisory Committee: Mansur Khamitov: 2018  
PhD Examination Committee: Jeff Rotman: 2016  
PhD Examination Committee: Jennifer Jeffrey: 2015  
PhD Examination Committee: Psychology, Ruby Nadler, Western: 2013  
PhD Examination Committee: Sociology, Catherine Elizabeth Gordon, Western: 2012  
PhD Examination Committee, Kinesiology, Laura Wood, Western: 2011

PhD Examination Committee (External): Maryam Tofighi, Concordia University (2016)  
PhD Examination Committee (External): Renu Emile, Auckland University of Technology (2011)

MBA Research Project Supervisor – Jason Ravesi (2010)  
MBA Research Project Supervisor – Gregory Smith (2009)  
MBA Research Project Supervisor – Jacqueline Green (2006-2007)  
MBA Research Project Supervisor – Benita Vesudeva (2004-2005)

HBA Research Project Supervisor – Jessica Zhang (2017-2018)

## CASES / TEACHING NOTES WRITTEN

Intrigue Media: Growing the Video Advertising Network, Ivey Case 9B20A023  
Intrigue Media: Growing the Video Advertising Network, Ivey Teaching Note 8B20A023  
Gucci's Turnaround: Repositioning and Rebuilding the Company, Ivey Case 9B18A056  
Gucci's Turnaround: Repositioning and Rebuilding the Company, Ivey Teaching Note 8B18A056  
Amazon.com: Conquering Grocery's Last Mile: Ivey Case 9B18A025  
Amazon.com: Conquering Grocery's Last Mile: Ivey Teaching Note 9B18A025  
Marketing Twitter: Competing as a Social Media Platform, Ivey Case 9B17A005  
Marketing Twitter: Competing as a Social Media Platform, Ivey Teaching Note 8B17A005  
Lumni Inc.: Improving Society in a Sustainable Way, Ivey Case 9B18M011  
Lumni Inc.: Improving Society in a Sustainable Way, Ivey Teaching Note 8B18M011  
Note on Hybrid Business Models, Ivey Note 9B18M012  
Honda Canada: Relaunching Honda Fit, Ivey Case 9B17A060  
Honda Canada: Relaunching Honda Fit, Ivey Teaching Note 8B17A060  
Burberry New Challenges, Ivey Case 9B17A014  
Burberry New Challenges, Ivey Teaching Note 8B17A014  
Burberry, Ivey Case 9B14014w  
Burberry, Ivey Teaching Note 8B14014w  
Kering: Luxury in the Digital World, Ivey Case 9B14A045w  
Kering: Luxury in the Digital World, Ivey Teaching Note 8B14A045w  
Abercrombie and Fitch: Is it Unethical to be Exclusive? Ivey Case 9B14A009w  
Abercrombie and Fitch: Is it Unethical to be Exclusive? Ivey Teaching Note 8B14A009w  
Sickkids Hospital and Dairy Queen: Miracles from Treats? Ivey Case 9B13A002w  
Sickkids Hospital and Dairy Queen: Miracles from Treats? Ivey Teaching Note 8B13A002w  
Can Facebook Save our Furry Friends?, Ivey Case 9B13A031  
Can Facebook Save our Furry Friends?, Ivey Teaching Note 8B13A031  
Clearwater Seafood: B2C in China, Ivey Case 9B13A025  
Clearwater Seafood: B2C in China, Ivey Teaching Note 8B13A025  
American Apparel: Unwrapping Ethics, Ivey Case 9B12A032  
American Apparel: Unwrapping Ethics, Ivey Teaching Note 8B12A032  
The Pepsi Ultimate Taste Challenge 2012: Social Enough? Ivey Case 9B12A026  
The Pepsi Ultimate Taste Challenge 2012: Social Enough? Ivey Teaching Note 8B12A026  
Struggling to Make the Best Buy (A), Ivey Case 9B10A010  
Struggling to Make the Best Buy (A), Ivey Teaching Note 8B10A10  
Struggling to Make the Best Buy (B), Ivey Case 9B12A056  
Struggling to Make the Best Buy (B), Ivey Teaching Note 8B12A056  
Fret and Regret: A Consumer Decision-Making Dilemma, Ivey Case 9B12A018  
Fret and Regret: A Consumer Decision-Making Dilemma, Ivey Teaching Note 8B12A018  
Canada Goose: The South Korean Opportunity, Ivey Case 9B11A036  
Canada Goose: The South Korean Opportunity, Ivey Teaching Note 8B11A036  
Hanson Productions – Pricing for Opening Day, Ivey Case 9B10A011  
Hanson Productions – Pricing for Opening Day, Ivey Teaching Note 8B10A11  
Please Stop Working so Hard! Ivey Case 9B09C020

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Please Stop Working so Hard! Ivey Teaching Note 8B09C20  
Terra-Bite Lounge: Pay What You Want Café, Ivey Case 9B09A013  
Terra-Bite Lounge: Pay What You Want Café, Ivey Teaching Note 8B09A13  
Canada Goose Inc.: At a Retail Crossroads, Ivey Case 9B09A012  
Canada Goose Inc.: At a Retail Crossroads, Ivey Teaching Note 8B09A12  
Habitat for Humanity London: The Challenge of Growth, Ivey Case 9B09A007  
Nashville Predators: Marketing Strategy for an NHL Franchise, Ivey Case 9B09A006  
Nashville Predators: Marketing Strategy for an NHL Franchise, Ivey Teaching Note 8B09A06  
Kraft Coffee Pods (A) and (B), Ivey Teaching Note 8B06A19  
Ions Consulting: The MP<sup>2</sup> Training Program, Ivey Case 9B07C029  
Ions Consulting: The MP<sup>2</sup> Training Program, Ivey Teaching Note 8B07C29  
Huadan Counterfeit Technology, Ivey Case 9B04M089  
Huadan Counterfeit Technology, Ivey Teaching Note 8B04M089  
Arthur Medical Supplies: The Unhappy Salesman, Ivey Case 9B04A009  
Candym Enterprises: Falling Sales in Territory 61, Ivey Case 9B04A014  
Candym Enterprises: Falling Sales in Territory 61, Ivey Teaching Note 8B04A014  
Alchemy Training Firm, Ivey Case 9B04A015  
Alchemy Training Firm, Ivey Teaching Note 8B04A015  
Worldwide Equipment (China) Ltd.: A Sales Performance Dilemma, Ivey Case 9B02A028  
Worldwide Equipment (China) Ltd.: A Sales Performance Dilemma, Ivey Teaching Note 8B02A28  
Alarmforce: The Launch of Alarmfog, Ivey Case 9B03A010  
Alarmforce: The Launch of Alarmfog, Ivey Teaching Note 8B03A10  
Jindi Enterprises: Finding a New Sales Manager, Ivey case 9B03A009  
Jindi Enterprises: Finding a New Sales Manager, Ivey Teaching Note 8B03A09

## SERVICE TO THE PROFESSION

### **President-Elect, President, Past-President - Association for Consumer Research**

This organization is the leading consumer research association in the field, and is very highly respected among the academic community. ACR advances consumer research by bringing together academia, industry, and government worldwide. The Association organizes and supports conferences to grow the field of consumer research, and also publishes scholarly research through proceedings and the ACR journal, *Journal of the Association for Consumer Research*.

### **Editor:**

*Journal of Consumer Research*, 2021-2024 (special initiative: Diversity, Equity, Inclusion)

### **Past President and Co-Founder – DCMA – “Designing a Career in the Marketing Academy”**

I have created a leadership team for an initiative that Joan Ball and I created in 2015. We are currently registering a non-profit organization, and creating by-laws and a formal leadership structure. This event assists young female marketing scholars build their skills and their networks in the academic field, and is designed to address the “leaky pipeline” issue of female academics leaving the academy. I firmly believe in the phrase “diversity in the classroom begins at the front,” and we have sought participants from communities of color, and from smaller institutions that may not offer senior faculty mentors, as well as female academics from larger established programs. Please see: <https://www.dcmannetwork.org>

### **Editorial Review Boards:**

*Journal of Consumer Research*, 2018-2019

*Journal of Marketing*, 2017-2022

*Journal of Consumer Psychology*, 2009-2023

### **Chair – America Marketing Association Consumer Behavior Special Interest Group (CBSIG)**

### **Chair, Ivey Consumer Behavior Symposium, 2007-2017**

**Associate Editor**, *Journal of Consumer Psychology*, Special Issue on Marketplace Morality (2017)

**Guest Editor**, *Journal of Business Research*, Special Issue on Gambling, Drinking and Smoking: Theory Development and Empirical Evidence (2014)

**Co-Chair**, Emerging Female Marketing Scholars Conference, New York City, 2015 - present

**Conference Co-Chair**, Association for Consumer Research Conference, 2014

**Chair**, Society for Consumer Psychology Education and Training Committee, Doctoral Dissertation Proposal Competition, 2013

**Editor Search Committee**, *Journal of Public Policy and Marketing*, 2011

**Association for Consumer Research Board Member** (elected), 2011-2014

**AMA-Sheth Foundation Liaison**, 2011-2014

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**Co-Chair, ACR Task Force, 2016 Conference**

**ACR Task Force on Research Impact, Member**

**American Marketing Association Academic Council (elected), 2007-2010**

**Faculty Fellow** (appointed) – AMA / Sheth Doctoral Consortium, 2008, 2010, 2011, 2013, 2014, 2017, 2021, 2022

**Faculty Fellow** (appointed) – Society for Consumer Psychology Doctoral Consortium, 2010, 2012

**Co-Chair, Roundtable Proposals, Association for Consumer Research Conference, 2009**

**Chair, American Marketing Association / Howard Award Dissertation Proposal Competition, 2010**

**Associate Editor, Association for Consumer Research Website, “For Practicing Managers” section, 2004-2009**

**Editorial Review Board, *Canadian Journal of Administrative Sciences*, 2006-2009**

**Reviewer:**

*Journal of Consumer Research*

*Journal of Marketing Research*

*Journal of the Academy of Marketing Science*

*Marketing Letters*

*Research in Consumer Behavior*

*Leisure Sciences*

*Journal of Retailing and Consumer Services*

*Journal of Business Research*

*Journal of Marketing*

*International Journal of Research in Marketing*

*Journal of Public Policy and Marketing*

*Journal of Consumer Behavior*

*Journal of Leisure Research*

*Journal of Retailing*

*Journal of Operations Management*

*Research in Consumer Behavior*

**External P&T Evaluator:** As of 2022, I have served as an external assessor on 20 promotion and tenure dossiers for leading North American business schools.

**Other:**

Program Committee, Association for Consumer Research Conference, 2003, 2005, 2009, 2016, 2019

Assessor, Social Sciences and Humanities Research Council, Insights Grants Competition, 2012

Assessor, Social Sciences and Humanities Research Council, Standard Grants Competition, 2004, 2005

Judge, Canadian Automobile Dealers Association Dealer Excellence Awards, 2009 - 2022

Judge, 3M Canada Customer Excellence Awards, 2006

Reviewer / Judge, Marketing Science Institute - Alden G. Clayton Dissertation Competition, 2016

Reviewer / Judge, AMA – Howard Award Dissertation Proposal Competition, 2007, 2008

Reviewer / Judge, SCP - Sheth Foundation Dissertation Proposal Competition, 2000, 2001, 2003, 2004, 2014, 2015

Reviewer / Judge, ACR - Sheth Foundation Dissertation Proposal Competition, 1999, 2000

Reviewer, Society for Consumer Psychology Conference

Reviewer, Association for Consumer Research Conference

Reviewer, Consumer Culture Theory Conference

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## **SERVICE TO IVEY BUSINESS SCHOOL and WESTERN UNIVERSITY**

### **Faculty Director, Research, Ivey Business School, 2015-2019**

In this role I oversaw the research function of the school, and I was charged with both strategic initiatives to increase knowledge creation and dissemination of faculty research, as well as implementation of improvements in funding, tracking, and dissemination of knowledge. These initiatives included the creation of a more comprehensive “research dashboard” that recognizes various forms of contribution to knowledge development and dissemination, as well as a social media presence for Ivey research. The role also included membership on the school’s four person Executive Committee, creation and management of an annual budget for the research side of the school’s mandate, and meeting regularly with the staff side of the business (marketing, communications, media). The role also includes management of the research staff, including two Research Officers, the Behavioral Lab Manager, and one Coordinator of Research and PhD Admissions.

### **Director, Ivey Marketing Executive Roundtable, 2015-present**

I created and manage a marketing executive roundtable at Ivey, with/for local businesses. I secured funding from Canada Life to increase local business marketing skills and experience; this funds a twice yearly meeting whereby an academic marketing expert facilitates a discussion of current research advances in marketing that have practical implications for marketing practice. Visiting speakers I have hosted so far include Kent Grayson (Kellogg), John Deighton (Harvard), Susan Fournier (Boston University), and Mark Houston (Texas A&M), Jeff Inman (Pittsburgh), Ann McGill (Chicago), Darren Dahl (UBC), and Bernd Schmitt (Columbia).

### **Marketing Area Group Coordinator, 2013 - present**

Ivey does not have departments, but this role is akin to the Department Head role. Generally, I organize recruitment, on-boarding, and mentoring of junior faculty (I have hired more than 12 new faculty members at Ivey). I have organized the group’s faculty in various roles (brown-bag coordinator, PhD coordinator, etc.) In various years I have planned teaching assignments for faculty, or delegated this role, and made scheduling and program decisions.

### **Director, PhD Program, Ivey Business School, 2011-2014**

In this role, I oversaw Ivey’s PhD program, from admissions to graduation. The program size ranges from approximately 60 – 80 doctoral students. During my tenure in that role, as an advocate for the students, I increased the overall funding available to students, increased merit-based additional funding, and created more flexibility concerning conference and travel funding. At the same time, as an advocate of quality, I made our admissions procedure more professional by adding personal interviews of recommended candidates, and increasing the quality requirements (grades, test scores, etc.) for prospective graduates. The results of these changes have been positive. We now have a slightly smaller, but higher quality, group of PhD students with more resources at their disposal to conduct and present their research.

### **Co-Coordinator (with Mark Vandenbosch), Marketing Area Group, Ivey Business School, 2008-2013.**



**Promotion and Tenure Committee**, 2009-2012, 2015 – 2018

**Promotion and Tenure Committee, Schulich School of Medicine and Dentistry** - 2019-present

**Research Policy Committee**, 2009-2010, 2011-2019

Member, Western Graduate Education Council Policy, Regulations & Graduate Program Memberships Committee, 2011-2014

Member, Western Graduate Education Council Mentorship and Professional Development Committee, 2011-2014

Provost Working Group on Western's Visual Identity 2011-2012

Teaching Excellence Committee, 2010

Instructor, Experience a Day at Ivey, Nov. 2009

Appointments Committee, 2008-2010

Recruiting/Mentoring Ivey faculty, 2003-present

PhD student recruiting, 2001-present

Organizational Structure and Governance Committee, 2005-2006

Director, Ivey Behavioral Research Lab and Subject Pool, 2003-2005

PhD Coordinator, Marketing Area Group, 2003-2008

PhD Comprehensive Examinations: Marketing Area Group, 2003-present

Marketing PhD Program Curriculum – redesigned the area group program requirements and courses

PhD Program Curriculum Review Committee, 2004-2006

Judge, Smith Company Ivey Sales Awards, 2002-2004

Elective Themes Committee – MBA Curriculum Review Process – 2003-2004

BCG Internal Case Competition Judge – 2002-2006

## SELECTED MEDIA

### Print, Online, Radio:

Featured Article on Auto Purchasing, Toronto Star, July 2022.

Pandemic Buying, CBC's Cost of Living, July 2021.

Online Reviews, CBC National Radio, September 10, 2019

Celebrity Spokepeople, CBC National Radio, October 24, 2018.

Gender-based marketing strategies, CBC Radio, September 2018.

Extensive coverage, Canadian TV and print media, December 2016 on the "Hatchimals" toy craze.

Quoted in Toronto Sun, "OLG Courts Ontario Youth, but May be Doomed," March 26, 2014.

Wall Street Journal, April 18, 2013, Regret research mentioned in article "A Closet Full of Regret."

CTV National News and Toronto Star – commenting on Carnival Cruise Lines PR issues, Feb. 15, 2013.

Quoted on NBC.com and Today.com, "Democrats Love Google, Republicans Love Chick-Filet," Oct. 24, 2012.

Quoted in the *Globe and Mail* on shopping, "Retail Therapy's Just a Temporary Fix, Experts Say," Aug. 28, 2012.

CBC Radio Metro Morning interview: Ont. government's decision to get into internet gambling, Aug. 11, 2010

CHML Radio interview: Ont. government's decision to get into internet gambling, Aug. 11, 2010

CJBK Radio interview: Ont. government's decision to get into internet gambling, Aug. 11, 2010

CBC Radio Ottawa interview: Ont. government's decision to get into internet gambling, Aug. 11, 2010

Toronto Sun interview on online and casino gambling, August 10, 2010

London Free Press interview on online and casino gambling, August 10, 2010

Canoe.ca quotes June Cotte on her research on online and casino gambling, August 10, 2010

Washington Post, Boston Globe, Globe and Mail website carries story "Legalize and regulate online gambling, study urges," July 15, 2010

Windsor Star carries story "Quebec's gamble; Taking a step too far," February 17, 2010

CJPK radio London interview, July 28, 2008

Las Vegas Review- "Professor urges legalizing Web betting," July 23, 2010

Las Vegas Sun "Dressing down: Web gambling's hallmark," July 23, 2010

CAQR talk radio in Calgary, July 22, 2010

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 Expert Comment, *Today's Londoner* Television Program, November 21, 2006, “Gender Responses to Advertising,” Rogers Cable.

## PROFESSIONAL AFFILIATIONS

Association for Consumer Research  
 Society for Consumer Psychology  
 American Marketing Association  
 Academy of Marketing Science

## OTHER EXPERIENCE

<b>Board of Directors</b> Habitat for Humanity London	2009-2010
<b>Expert Assessor,</b> <b>Canadian Automobile Dealers Association Laureate Awards</b>	2009-2014, 2017-2022
<b>Consultant, Customer Satisfaction Research</b> Union Gas Limited Created the strategic plan for a new customer satisfaction measurement and tracking system, including setting goals, targets, and implementation strategies.	Summer 1994
<b>Supervisor, Marketing Research</b> Union Gas Limited Managed a very large marketing research budget. Research projects included multivariate modeling based on large-scale telephone surveys, as well as qualitative projects (focus groups and projective techniques).	March 1992 - Dec. 1994
<b>Analyst, Industrial Sales</b> Union Gas Limited Financial tracking, sales support, and direct purchase measurement tracking for the Industrial Group. Projects under analysis included large pipeline and shipping contracts, and natural gas cogeneration projects.	June 1990 - March 1992