

ZEYNEP GÜRHAN CANLI

Koç University

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EDUCATION

- 1997 Ph.D., Marketing, New York University, Stern School of Business
- 1992 Master of Business Administration, Boğaziçi University
- 1989 B.A. in Business Administration, Boğaziçi University

ACADEMIC APPOINTMENTS

Koç University

Acting President, Sep 2021- Aug 2023
Vice President for Academic Affairs, Sep 2021-Dec 2023
Dean, College of Administrative Sciences and Economics, 2017-2021
Director, Graduate School of Business, 2010-2016; 2018-2021
Professor of Marketing, 2008-present
Associate Professor of Marketing, 2005-2008

Ross School of Business, University of Michigan

Associate Professor of Marketing (with tenure), 2003-2006 (on leave of absence, 2005-2006)
Sanford R. Robertson Assistant Professor of Business Administration, 2000-2001
Assistant Professor of Marketing, 1997-2003

New York University, Stern School of Business

Teaching Assistant, Fall 1995 and Instructor, Spring 1996
Research Assistant, 1992-1995

Boğaziçi University

Research Assistant, 1990-1992

RESEARCH

RESEARCH INTERESTS

Corporate image, corporate social responsibility, and sustainability
Consumer privacy, mindsets, experiences, constraints, emotions, information processing
Brand extensions, co-branding, brand dilution and enhancement
Brand relationships and consumers' reactions to product-harm/firm crisis
Culture and country-of-origin effects
Corporate responsibility strategy and inclusive business

PUBLICATIONS

Refereed Journal Publications

Lefkeli, Deniz, Mustafa Karataş, and Zeynep Gürhan-Canli (2024), "Sharing Information with AI (vs Human) Impairs Brand Trust: The Role of Audience Size Inferences and Sense of Exploitation," *International Journal of Research in Marketing*, 41(1), 138–155.

Sayin, Eda, Nilüfer Aydinoglu, Aysegül Özsoy and Zeynep Gürhan-Canli (2024), "Shifting Standards in Consumer Evaluations of Global and Local Brands After Product Harm Crises," *Journal of International Marketing*, 32(3), 83-100. <https://doi.org/10.1177/1069031X231222865>.

Sayin, Eda and Zeynep Gürhan-Canli (2024), "The Influence of Self-Brand Connection on Consumer Reactions to Symbolic Incongruity and Perceived Betrayal," *International Journal of Consumer Studies*, 48(2), e13011.

Hayran, Ceren and Zeynep Gürhan Canli (2023), "High and Low Arousal FOMO (Fear of Missing Out) States and Their Effects on Consumers' Product and Experience Preferences" *Journal of Marketing and Marketing Research (Pazarlama ve Pazarlama Araştırmaları Dergisi)*, 16(3), 589-606.

Lefkeli, Deniz, Dilan Tulan, and Zeynep Gürhan-Canli (2022), "Being Observed in the Digital Era: Conceptualization and Scale Development of the Perception of Being Observed," *Psychology and Marketing*, Vol. 39, Issue 10, 1992-2008. <https://doi.org/10.1002/mar.21713>.

Hayran, Ceren, and Zeynep Gürhan-Canli (2022), "Understanding the Feeling of Missing Out: A Temporal Perspective," *Personality and Individual Differences*, Vol. 185, 111307. <https://doi.org/10.1016/j.paid.2021.111307>.

Kivilcim Dogerlioglu-Demir, Ezgi Akpınar, Zeynep Gürhan-Canli, Cenk Kocas (2022), "Are 1-Endings the New 9-Endings? An Alternative for Generating Price Discount Perceptions," *Journal of Retailing and Consumer Services*, Volume 66, 102912. <https://doi.org/10.1016/j.jretconser.2022.102912>.

Lefkeli, Deniz, Yagmur Ozbay, Zeynep Gürhan-Canli, and Terry Eskenazi (2021), "Competing with or against Cozmo, the Robot: Influence of Interaction Context and Outcome on Mind Perception," *International Journal of Social Robotics*, 13, 715-724.
<https://doi.org/10.1007/s12369-020-00668-3>.

Hayran, Ceren, Lalin Anik and Zeynep Gürhan-Canli (2020), "A Threat to Loyalty: Fear of Missing Out (FOMO) Leads to Reluctance to Repeat Current Experiences," *PLoS ONE*, 15(4): e0232318. <https://doi.org/10.1371/journal.pone.0232318>

Karatas, Mustafa and Zeynep Gürhan-Canli (2020), "A Construal Level Account of the Impact of Religion and God on Prosociality," *Personality and Social Psychology Bulletin*, 46 (7), 1107-1120.

Karatas, Mustafa and Zeynep Gürhan-Canli (2020), "When Consumers Prefer Bundles with Non-Complementary Items to Bundles with Complementary Items: The Role of Mindset Abstraction," *Journal of Consumer Psychology*, 30 (1), 24-39.

Sarial-Abi, Gülen, Ezgi Merdin-Uygur, and Zeynep Gürhan-Canli (2020), "Responses to Replica (vs. Genuine) Touristic Experiences," *Annals of Tourism Research*, Vol. 83 [102927].
<https://doi.org/10.1016/j.annals.2020.102927>

Merdin-Uygur, Ezgi, Gülen Sarial-Abi, Zeynep Gürhan-Canli, and Ozlem Hesapci (2018), "How Does Self-Concept Clarity Influence Happiness in Experiential Settings? The Role of Strangers versus Friends," *Self and Identity*, 18 (4), 443-467.

Gürhan-Canli, Zeynep, Gülen Sarial-Abi, and Ceren Hayran, (2018) "Consumers and Brands across the Globe: Research Synthesis and New Directions," *Journal of International Marketing*, 26 (1), 96-117.

Sarial-Abi, Gülen, Zeynep Gürhan-Canli, Tarcan Kumkale, and Yeosun Yoon (2016), "The Effect of Self-Concept Clarity on Discretionary Spending Tendency," *International Journal of Research in Marketing*, 33 (3), 612-623.

Gürhan-Canli, Zeynep, Ceren Hayran, and Gülen Sarial-Abi (2016), "Customer-Based Brand Equity in a Technologically Fast-Paced, Connected, and Constrained Environment," *AMS Review*, 6 (1), 23-32.

Sarial-Abi, Gülen and Zeynep Gürhan-Canli (2016), "Whether One Looks for Means to Overcome the Regulatory Restrictions or Show Source Negativity Depends on the Type of Regulatory Restrictions," *Journal of the Association for Consumer Research*, 1 (3), 411-421.

Swaminathan, Vanitha, Zeynep Gürhan-Canli, Umut Kubat and Ceren Hayran (2015), "How, When, and Why Do Attribute-Complementary versus Attribute-Similar Cobrands Affect Brand Evaluations: A Concept Combination Perspective," *Journal of Consumer Research*, 42 (1), 45-58.

Jochen Wirtz, Anouk Den Ambtman, Josée Bloemer, Csilla Horváth, B. Ramaseshan, Joris Van De Klundert, Zeynep Gürhan-Canli, and Jay Kandampully (2013), "Managing Brands and Customer Engagement in Online Brand Communities," *Journal of Service Management*, 24(3), 223-244.

Lynch, Jr., John G., Joseph W. Alba, Aradhna Krishna, Vicki Morwitz, and Zeynep Gürhan-Canli (2012), "Knowledge Creation in Consumer Research: Multiple Routes, Multiple Criteria," *Journal of Consumer Psychology*, 22, 473-485.

Monga, Alokparna Basu and Zeynep Gürhan-Canli (2012), "The Influence of Mating Mindsets on Brand Extension Evaluations," *Journal of Marketing Research*, 49 (4), 581-593.

Yoon, Yeosun, Gülen Sarial Abi, and Zeynep Gürhan-Canli (2012), "Effect of Regulatory Focus on Selective Information Processing," *Journal of Consumer Research*, 39 (June), 93-110.

Lei, Jing, Niraj Dawar, and Zeynep Gürhan-Canli (2012), "Base-Rate Information in Consumer Attributions of Product Harm Crises," *Journal of Marketing Research*, 49 (3), 336-348.

Swaminathan, Vanitha, Karen L. Page, and Zeynep Gürhan-Canli (2007), "My Brand or Our Brand: The Effects of Brand Relationship Dimensions and Self-Construal on Brand Evaluations," *Journal of Consumer Research*, 34 (2), 248-259.

Yoon, Yeosun, Zeynep Gürhan-Canli, Norbert Schwarz (2006), "The Effect of Corporate Social Responsibility (CSR) Activities on Companies with Bad Reputations," *Journal of Consumer Psychology*, 16 (4), 377-390.

Yoon, Yeosun, Zeynep Gürhan-Canli, and Beyza Bozok (2006), "Drawing Inferences about Others Based on Corporate Social Responsibility Associations," *Journal of the Academy of Marketing Science*, 34 (2), 167-173.

Gürhan-Canli, Zeynep and Rajeev Batra (2004), "When Corporate Image Affects Product Evaluations: The Moderating Role of Perceived Risk," *Journal of Marketing Research*, 41 (May), 197-205.

Gürhan-Canli, Zeynep (2003), "The Effect of Expected Variability of Product Quality and Attribute Uniqueness on Family Brand Evaluations," *Journal of Consumer Research*, 30 (June), 105-114.

Gürhan-Canli, Zeynep (2003), "Expected Variability of Product Quality, Attribute Specificity, and Brand Name Dilution," *Boğaziçi Journal*, 17 (1), 45-52.

Jacoby, Jacob, Maureen Morrin, James Jaccard, Zeynep Gürhan, Alfred Kuss, and Durairaj Maheswaran (2002), "Mapping Attitude Formation as a Function of Information Input: On-line Processing Models of Attitude Formation," *Journal of Consumer Psychology*, 12 (1), 21-34.

Sen, Sankar, Zeynep Gürhan-Canli, and Vicki Morwitz (2001), "Withholding Consumption: A Social Dilemma Perspective on Consumer Boycotts," *Journal of Consumer Research*, 28 (December), 399-417.

Jacoby, Jacob, Maureen Morrin, Gita Johar, Zeynep Gürhan, Alfred Kuss, and David Mazursky (2001), "Training Novice Investors to Become More Expert: The Role of Information Accessing Strategy," *Journal of Psychology and Financial Markets*, 2 (2), 69-79.

Gürhan-Canli, Zeynep and Durairaj Maheswaran (2000), "Cultural Variations in Country-of-Origin Effects," *Journal of Marketing Research*, 37 (August), 309-317.

Ahluwalia, Rohini and Zeynep Gürhan-Canli (2000), "The Effects of Extensions on the Family Brand Name: An Accessibility-Diagnosticity Perspective," *Journal of Consumer Research*, 27 (December), 371-381.

Gürhan-Canli, Zeynep and Durairaj Maheswaran (2000), "Determinants of Country-of-Origin Evaluations" *Journal of Consumer Research*, 27 (June), 96-108.

Gürhan-Canli, Zeynep and Durairaj Maheswaran (1998), "The Effects of Extensions on Brand Name Dilution and Enhancement," *Journal of Marketing Research*, 35 (November), 464-473.

Creyer, Elizabeth H., and Zeynep Gürhan (1997), "Who's to Blame? Counterfactual Reasoning and the Assignment of Blame," *Psychology and Marketing*, 14 (3), 209-222.

La Barbera, Priscilla A., and Zeynep Gürhan (1997), "The Role of Materialism, Religiosity, and Demographics in Subjective Well-Being," *Psychology and Marketing*, 14 (1), 71-97.

Maheswaran, Durairaj, Brian Sternthal, and Zeynep Gürhan (1996), "Acquisition and Impact of Consumer Expertise," *Journal of Consumer Psychology*, 5 (2), 115-133.

Books and Book Chapters

Mavi, Emine Asli and Zeynep Gürhan-Canli (forthcoming), "Corporate Social Responsibility (CSR) Marketing Strategy." Oxford Bibliographies, Oxford University Press.

Lefkeli, Deniz and Zeynep Gürhan-Canli (forthcoming), "AI-Driven Branding," in *Advancing Marketing with AI: Applications, Insights, and Analysis*, Hannah Walters and Rachel Hammond (eds), Routledge.

Merdin-Uygur, E., Gülen Sarial-Abi, and Zeynep Gürhan-Canlı (2023), "Advertising Inauthentic Experiences Based on Attitude Functions" in Vignolles, A., Waiguny, M.K. (eds) *Advances in Advertising Research* (Vol. XII). European Advertising Academy. Springer Gabler, Wiesbaden. https://doi.org/10.1007/978-3-658-40429-1_20

Merdin-Uygur, E., Umut Kubat, and Zeynep Gürhan-Canli (2018), "Consumer-Brand Relationships in Turkey" in *Marketing Management in Turkey*, (eds.) Ozturkcan, S. &

Yolbulan-Okan, E., Emerald Publishing.

Gürhan-Canli, Zeynep, Gülen Sarial-Abi, and Ceren Hayran (2018), "Multiple Shades of Culture: Insights from Experimental Consumer Research" in *The Routledge Companion to Consumer Behavior*, eds. Tina Lowrey and Michael Solomon, Routledge, 473-488.

Yurdakul, Dicle, Seda Müftügil Yalçın and Zeynep Gürhan-Canli (2017), "Technology Adoption at the BOP Markets: Insights from Turk Telekom's Focus on Inclusive Business," in *Sustainability in a Digital World*, Eds. Thomas H. Osburg and Christiane Lohmann, Springer, 225-240.

Gürhan-Canli, Zeynep, Ceren Hayran, and Gülen Sarial-Abi, (2017) "Culture and Branding" in *Cross-Cultural Issues in Consumer Science and International Business*, eds. Hester van Herk and Carlos J. Torelli, Springer, New York, 129-148.

Hayran, Ceren and Zeynep Gürhan-Canli (2016), "Brand Extensions," in *The Routledge Companion to Brand Management*, Eds. Francesca Dall'Omo Riley, Jaywant Singh and Charles Blankson, Routledge, 136-152.

Sayin, Eda and Zeynep Gürhan-Canli (2015), "Feeling Attached to Symbolic Brands within the Context of Brand Transgressions," *Review of Marketing Research*, vol. eds. Deborah J. MacInnis and C. Whan Park, series ed. Naresh K. Malhotra, Vol. 12, 233-256.

Gürhan-Canli, Zeynep and Gülen Sarial Abi (2015) "Culture and Brand Relationships," in *Handbook on Culture and Consumer Behavior*, eds. Angela Y. Lee and Sharon Ng, 254-273, Oxford University Press.

Gürhan-Canli, Zeynep, Cele Otnes, and Juliet Zhu (2012), "*Advances in Consumer Research*," Association for Consumer Research, Duluth, MN.

Gürhan-Canli, Zeynep and Anne Fries (2010) "Branding and Corporate Social Responsibility (CSR)" in *Contemporary Perspectives in Branding Research*, eds., Barbara Loken, Rohini Ahluwalia, and Michael J. Houston, Taylor and Francis, 91-106.

Richard P. Bagozzi, Zeynep Gürhan-Canli, and Joseph R. Priester (2002) "*The Social Psychology of Consumer Behaviour*," in *Applying Social Psychology*, series ed. Stephen Sutton, Buckingham: Open University Press.

Research Reports and Other Journal Articles

Gürhan-Canli, Zeynep, Dicle Yurdakul, and Ayşe Seda Müftügil Yalçın (2016), "Business +: A New Sustainable and Innovative Private Sector" United Nations Development Programme.

Gürhan-Canli, Zeynep, Dicle Yurdakul, and Ayşe Seda Müftügil Yalçın (2016), "Kapsayıcı İş Modelleri: Pazar Geliştirme ve Sürdürülebilir Kalkınma İçin İnovatif Bir Yaklaşım, *Harvard Business Review Türkiye*, Temmuz-Ağustos, 92-97.

Gürhan-Canli, Zeynep and Zeynep Hale Öner (2014) “Bursa Design and Technology Development Foundation (BUTGEM): Providing and Developing Specialized Employment on a Regional Basis” in *Private Sector’s Role in Vocational Training: Lessons Learned from Turkey*, UNDP IICPDS.

Gürhan-Canli, Zeynep, Zeynep Hale Öner, and Asuman Kemiksiz (2014), “Sütaş’s Contributions to Skills Acquisition: Vocational College (VC) Partnerships and Sütaş Dairy Farming Applied Education Centers” *Private Sector’s Role in Vocational Training: Lessons Learned from Turkey*, UNDP IICPDS.

Refereed Conference Proceedings and Special Session Summaries

Yoon, Yeosun and Zeynep Gürhan-Canli (2003), “The Effects of Partnering with Good Cause on Corporate and Organization Image,” Vol. 30. eds. Punam Anand Keller and Dennis Rook, Provo, UT: Association for Consumer Research 322-324.

Gürhan-Canli, Zeynep and Rohini Ahluwalia (2002), “Understanding Processes Underlying Consumer Inferences,” in *Advances in Consumer Research*, Vol. 29, eds. Susan Broniarczyk and Kent Nakamoto, Provo, UT: Association for Consumer Research, 489.

Ahluwalia, Rohini and Zeynep Gürhan-Canli (1999), “Cognitive and Relational Perspectives on Brand Equity,” in *Advances in Consumer Research*, Vol. 26, eds. Eric Arnould and Linda Scott, Provo, UT: Association for Consumer Research, 343.

Ahluwalia, Rohini and Zeynep Gürhan (1998), “For Better or For Worse: The Effects of Positive and Negative Disconfirmatory Information in the Marketplace,” in *Advances in Consumer Research*, Vol. 25, eds. Joseph W. Alba and J. Wesley Hutchinson, Provo, UT: Association for Consumer Research, 13.

Klein, Jill and Zeynep Gürhan (1998), “Cross-Cultural Differences in Perceptions of Self and Others: The Effects of Cultural Orientation and Shared History on Consumer Responses,” in *Advances in Consumer Research*, Vol. 25, eds. Joseph W. Alba and J. Wesley Hutchinson, Provo, UT: Association for Consumer Research, 114.

Gürhan, Zeynep and Elizabeth H. Creyer (1995), “Exploring Consumers’ Interpretations of a Product Related Illness” in *Advances in Consumer Research*, Vol. 22, eds. Frank Kardes and Mita Sujan, Provo, UT: Association for Consumer Research, 526-31.

MANUSCRIPTS UNDER REVIEW & RESEARCH IN PROGRESS

Zhang Ye, Aysegül Ozsomer Tunali, Zeynep Gürhan-Canli, and Fakhri Baghirov, “Artificial Intelligence Chatbots versus Human Agents in Customer Retention: The Role of Warmth, Competence, and Customer Satisfaction,” conditionally accepted, *Journal of Interactive Marketing*.

Işıksal, Didem Gamze, Elif Karaosmanoglu, and Zeynep Gürhan-Canli, “Unveiling Shadows of Guilt in Unethical Behavior: The Impact of Consumer Dishonesty on Brand Attachment” manuscript in preparation.

Lefkeli, Deniz, Zeynep Gürhan-Canli, Mustafa Karataş, and Francisco Villarroel Ordenes “Accept, Reject, or Customize This Cookie? Exploring the Role of Decision Difficulty in Consumers’ Privacy Choices” under review, *Journal of Marketing Research*.

Lefkeli, Deniz, Zeynep Gürhan-Canli, and Vanitha Swaminathan, “The Hidden Cost of Data Collection: Data Collection Decreases Consumer-Company Interactions,” manuscript under review, *Journal of Interactive Marketing*.

Bayer, Rabia, Vanitha Swaminathan, Ioannis Assiouras, and Zeynep Gürhan-Canli, “Effects of the Preowned Market on Luxury Brands,” under review, *Strategic Change*.

Armut, Hanife, Nazlı Gürdamar-Okutur and Zeynep Gürhan-Canlı “A 2 by 2 Conceptual Framework for Understanding Donor Motivations across Decision Stages,” under second review, *AMS Review*.

Armut, Hanife, Nazli Gurdamar-Okutur, Zeynep Gurhan-Canli and Vicki Morwitz, “The Effect of Benefit Framing on Recurring Donations” data collection in progress.

Armut, Hanife, Nazlı Gürdamar-Okutur, Karen Winterich and Zeynep Gürhan-Canlı “The Double-Edged Sword of Long-term Vision: Perceptions of Long-Term Thinking for Nonprofit versus For-Profit Organizations” data collection in progress.

RESEARCH GRANTS & VISITING POSITIONS

- Otto Monsted Visiting Professor, Copenhagen Business School, Jan-March 2025
- Visiting Professor, LUISS, Guido Carlo University Rome, March-May 2025
- Microsoft, 2018, Creating Market Opportunities in Tandem with the Global Goals: Insights for Information and Communication Technology Firms, USD 80,000
- Marketing Science Institute, 2016, Feeling of Missing Out, (with Ceren Hayran), USD 4,800
- UNDP IICPSD, 2015, The Role of Private Sector in Development, USD 70,000
- TUBITAK (Grant 1001), 2014, Putting Environmental Awareness into Consumer Attitudes and Behavior, 45,000 TL
- TUBITAK (Grant 1002), 2010, Consumer Reactions to Advertising in a Foreign Language: Similarity, Inference and Reasons, USD 8,700

- TUBITAK (Grant 1001), 2007, The Effects of Personal and Social Relevance of Corporate Social Responsibility Activities on Brand Evaluations: The Moderating Role of Self-Constraint, USD 18,000
- CIBER, University of Michigan, 2000

RESEARCH PRESENTATIONS

Conference Presentations

“The Impact of Benefit Framing on Recurring Giving,” Hanife Armut, Nazlı Gürdamar-Okutur, and Zeynep Gürhan-Canli, SCP Conference, Las Vegas (Competitive Paper Session), February 2025.

“Perceptions of Long-Term Thinking for Nonprofit versus For-Profit Organizations,” Hanife Armut, Nazlı Gürdamar-Okutur, Karen Winterich, and Zeynep Gürhan-Canli, SCP Conference, Las Vegas (Competitive Paper Session), February 2025

“The Double-Edged Sword of Long-term Vision: Perceptions of Long-Term Thinking for Nonprofit versus For-Profit Organizations,” Hanife Armut, Nazlı Gürdamar-Okutur, Karen Winterich, and Zeynep Gürhan-Canli, ACR Conference, Paris (Competitive Paper Session), September 2024

“The Impact of Cost-Benefit Coupling on Recurring Giving,” Hanife Armut, Nazlı Gürdamar-Okutur, and Zeynep Gürhan-Canli, ACR Conference, Paris (Poster Session), September 2024.

“The Impact of Cost-Benefit Coupling on Recurring Giving,” Hanife Armut, Nazlı Gürdamar-Okutur, and Zeynep Gürhan-Canli European Marketing Academy, May 2024.

“Cui Bono?: Exploring Consumers’ Responses towards Privacy Notices,” Deniz Lefkeli and Zeynep Gürhan-Canli, ACR Conference, Denver (Competitive Paper Session), October 2022.

“Guilty or Not Guilty That Is the Question: Effect of Guilt Relieving Opportunity on Consumer-Brand Relationships,” Didem Gamze Isiksal, Elif Karaosmanoglu, and Zeynep Gürhan-Canli, EMAC Conference, Budapest, Consumer Behavior Track, May 2022.

“Dimensions of Frugality,” Rabia Bayer, Zeynep Gürhan-Canli, and Ceren Hayran, ACR Conference, Seattle (Virtual), October 2021.

“Dimensions of Frugality: Differential Relationships to the 3R Model of Consumption,” Rabia Bayer, Zeynep Gürhan-Canli, and Ceren Hayran, EMAC Conference, ESIC Business and Marketing School, May 2021.

“Effects of Preowned Market on Luxury Brand Attachment” Rabia Bayer, Vanitha Swaminathan, and Zeynep Gürhan-Canli, Future of Brands Conference, Columbia Business School, December 2019.

“Consumer Disposal Decisions for Hedonic and Utilitarian Products” Rabia Bayer, Mustafa Karatas, and Zeynep Gürhan-Canli, SCP Conference, Savannah (Competitive Paper Session), February 2019.

“How Does Self-Concept Clarity Influence Happiness in Experiential Settings? The Role of Strangers versus Friends,” Ezgi Merdin-Uygur, Gülen Sarial-Abi, Zeynep Gürhan-Canli, and Ozlem Hesapci, European-ACR Conference, Ghent, June 2018.

“Feast of Famine: Finding the Right Amount of Indulgence in Vice-Virtue Bundles,” Mustafa Karatas and Zeynep Gürhan-Canli, KÜMPER Retailing Conference, Istanbul, May 2018.

“Differential Impacts of God and Religion on Prosocial Intentions,” Mustafa Karatas and Zeynep Gürhan-Canli, Association for Consumer Research Annual Conference (Competitive Paper Session), San Diego, CA, October 2017.

“The Impact of Vice Magnitude on Evaluations of Vice-Virtue Bundles,” Mustafa Karatas and Zeynep Gürhan-Canli, Association for Consumer Research Annual Conference (Poster Session), San Diego, CA, October 2017.

“Those Who Have Financial Restrictions Cannot Buy but Can Save Time: I Have to Do Everything by Myself but with One Product Fits it All,” Gülen Sarial-Abi and Zeynep Gürhan-Canli, Association for Consumer Research Annual Conference (Competitive Paper Session), San Diego, CA, October 2017.

“Consumers’ Evaluation of Bundles with Related and Unrelated Items: A Construal-Level Account,” Mustafa Karatas and Zeynep Gürhan-Canli, KUMPER Retailing Conference, Istanbul, May 2017.

“Differential Impacts of God and Religion on Prosocial Behavior,” Mustafa Karatas and Zeynep Gürhan-Canli, Society for Consumer Psychology Conference, San Francisco, February 2017.

“Consumers’ Evaluation of Bundles with Related and Unrelated Items: A Construal-Level Account,” Mustafa Karatas and Zeynep Gürhan-Canli, Association for Consumer Research Annual Conference (Competitive Paper Session), Berlin Germany, October 2016.

“Exploring the Antecedents and Consumer Behavioral Consequences of Feeling of Missing Out,” Ceren Hayran, Lalin Anik, and Zeynep Gürhan-Canli, Association for Consumer Research Annual Conference (Competitive Paper Session), Berlin, Germany, October 2016.

“Prosociality Lies in the Mind of the Believer”: Differential Impacts of God and Religion on Prosocial Intentions,” Mustafa Karatas and Zeynep Gürhan-Canli, Association for Consumer Research Annual Conference (Poster Session), Berlin Germany, October 2016.

“When Gift Giving is Stressful: The Role of Relationship Style,” Lale Okyay-Ata, Zeynep Gürhan-Canli, Nicole Verrochi Coleman, Association for Consumer Research Annual Conference (Poster Session), Berlin Germany, October 2016.

“Feeling of Missing Out: Antecedents and Consequences for Consumer Behavior,” Ceren Hayran, Lalin Anik and Zeynep Gürhan-Canli, European Marketing Academy Conference (Poster Session), Oslo, May 2016.

“Betraying the Symbolic Brand Meaning: Adapting Brand Evaluations Following Incongruent Brand Extensions” Eda Sayin, Nilüfer Aydinoglu, and Zeynep Gürhan-Canli, European Marketing Academy Conference (Competitive Paper Session), Oslo, May 2016.

“Exploring the Antecedents and Consumer Behavioral Consequences of Feeling of Missing Out (FOMO),” Ceren Hayran, Lalin Anik and Zeynep Gürhan-Canli, Academy of Marketing Science Conference, Orlando, FL, May 2016.

“Who Blames but Forgives When Brands Err? Applying Attachment Theory to Explain Consumer Responses to Brand Failures and Recovery Efforts,” Sarah Loughran Dommer, Vanitha Swaminathan, and Zeynep Gürhan-Canli, Association for Consumer Research North American Conference (Special Session), New Orleans, Louisiana, October 2015.

“When Strong Self-Brand Connections Don’t Protect Brands: Achievement Mindsets and Brand Dilution,” Efe Çamurdan, Zeynep Gürhan-Canli, and Alokparna B. Monga, Association for Consumer Research North American Conference (Special Session), New Orleans, Louisiana, October 2015.

“Are All Attachment Insecurities Created Equal? Relationship Attachment Styles and Fear of Failure in Gift Giving.” Lale Okyay Ata, Nicole Verrochi Coleman and Zeynep Gürhan-Canli, European Marketing Academy Conference, (Competitive Paper Session), Leuven: May 2015.

“Superior Vis-à-Vis Whom: The Achievement Mindsets and Effectiveness of Direct versus Indirect Comparative Claims” Efe Camurdan, Zeynep Gurhan-Canli and Nilufer Aydinoglu, European Marketing Academy Conference, (Competitive Paper Session), Leuven: May 2015.

“The Achievement Mindsets and Brand Dilution” Efe Camurdan, Zeynep Gurhan-Canli and Alokparna Basu Monga, (Working Paper Session). Society for Consumer Psychology, Phoenix, AZ, March 2015.

“Friend or Foe, Master or Apprentice? The Influence of Fear of Failure on Brand Evaluations,” Lale Okyay Ata, Lale, Zeynep Gürhan-Canlı, and Vanitha Swaminathan, (Working Paper Session). Society for Consumer Psychology, Phoenix, AZ, March 2015.

“Evaluations of Iconic versus Genuine Experiences Depend on Attitude Functions,” Gülen Sarial-Abi, Ezgi Merdin, Zeynep Gürhan-Canli, and Kathleen D. Vohs, Winter Marketing

Educators Conference, (Competitive Paper Session), American Marketing Association, San Antonio, TX, February 2015.

“Are Inconsistent CSR Associations Always Detrimental? The Influence of Dialectic Thinking and the Brand’s CSR Strategy,” Alokparna Basu Monga, Zeynep Gürhan-Canli and Vanitha Swaminathan, Winter Marketing Educators Conference, (Competitive Paper Session), American Marketing Association, San Antonio, TX, February 2015.

“Evaluations of Iconic versus Genuine Experiences Depend on Attitude Functions” Ezgi Merdin, Gülen Sarial-Abi, Zeynep Gürhan-Canli and Kathleen D. Vohs, Association for Consumer Research North American Conference (Competitive Paper Session), Baltimore, MD, October 2014.

“When “My” Brand Extends to Incongruent Categories: Effect of Lack of Fidelity on Consumers Attitudes,” Eda Sayin, Nilufer Aydinoglu and Zeynep Gurhan-Canli, Association for Consumer Research North American Conference (Special Session), Baltimore, MD, October 2014.

“Putting Environmental Awareness into Consumer Attitudes and Behavior” Umut Kubat and Zeynep Gürhan-Canli, Association for Consumer Research Conference (Working Paper Session), Baltimore, MD, October 2014.

“Achievement Mindsets and Comparative Advertising” Efe Camurdan, Zeynep Gurhan-Canli and Nilufer Aydinoglu, Association for Consumer Research Conference (Working Paper Session), Baltimore, MD, October 2014.

“Your Time or Your Money? How Fear of Failure Affects Charitable Contributions of Time versus Money” Lale Okyay-Ata and Zeynep Gurhan-Canli, Association for Consumer Research Conference (Working Paper Session), Baltimore, MD, October 2014.

“The Effect of Regulatory Focus Orientation on the Preferences for Investments Maturing in the Near Versus Distal Future” Yoon, Yeosun, Deniz Oktem, Zeynep Gürhan-Canli, and Eunkyung Lee, Society for Consumer Psychology Conference, Miami, FL, March 2014.

“Fear of Failure and Charitable Donations of Time versus Money” Lale Okyay-Ata and Zeynep Gürhan-Canli, Society for Consumer Psychology Conference (working paper session), Miami, FL, March 2014.

“Fear Not for You Can Help: The Effect of Fear of Failure and Self-Construal on Charitable Giving,” Lale Okyay-Ata and Zeynep Gürhan-Canli, ACR, Chicago, IL, October 2013.

“Are Inconsistent CSR Associations Always Detrimental? The Influence of Dialectical Thinking and the Brand’s CSR Strategy” Alokparna Basu Monga, Zeynep Gürhan-Canli and Vanitha Swaminathan September 2013, China-India Insights Conference, New York City.

“Fear Not for You Can Help: The Effect of Fear of Failure and Self-Construal on Charitable Giving,” Lale Okyay-Ata and Zeynep Gürhan-Canli, EMAC Conference, Istanbul, Turkey, June 2013.

“Fear Not for You Can Help: The Effect of Fear of Failure and Self-Construal on Charitable Giving,” Lale Okyay-Ata and Zeynep Gürhan-Canli, Society for Consumer Psychology Conference, San Antonio, TX, February 2013.

“The Effect of Fear of Failure and Self-Construal on Charitable Giving,” Lale Okyay-Ata and Zeynep Gürhan-Canli, Working Paper, ACR, Vancouver, BC, Canada, October 2012.

“Do Luxury-Brand Features Influence Consumption of Counterfeits? The Role of Consumer Self-Confidence,” Gülen Sarial-Abi and Zeynep Gürhan-Canli, ACR, Vancouver, BC, Canada, October 2012.

“Is It Really Advantageous to Have Highly Attached Consumers - The Case of Vicarious Dissonance?” Eda Sayin, Nilufer Aydinoglu and Zeynep Gurhan Canli, ACR, Vancouver, BC, Canada, October 2012.

“Discretionary Spending Under Financial Constraints – The Role of Self-Concept Clarity and Perceived Stress,” Gülen Sarial Abi, Zeynep Gürhan-Canli, Tarcan Kumkale, Yeosun Yoon Marketing Science Conference, Boston, June 2012.

“Discretionary Spending Under Financial Constraints – The Role of Self-Concept Clarity and Perceived Stress,” Gülen Sarial Abi, Zeynep Gürhan-Canli, Tarcan Kumkale, Yeosun Yoon SPSP Conference, San Diego, CA, February 2012.

“Is It Really Advantageous to Have Highly Attached Consumers - The Case of Vicarious Dissonance?” Eda Sayin, Nilufer Aydinoglu and Zeynep Gürhan-Canli, Poster presented at the Society for Consumer Psychology Conference, Las Vegas, 2012.

“Discretionary Spending Under Financial Constraints: The Role of Self-Concept Clarity,” Gülen Sarial Abi, Zeynep Gürhan-Canli, Tarcan Kumkale, Yeosun Yoon, SCP 2011, Atlanta, GA: February 2011.

“Does Self-Confidence Make You More Deceptive in Your Brand Relationships? The Role of Self-Confidence in Abstract versus Concrete Brand Relationships,” Gülen Sarial-Abi and Zeynep Gürhan-Canli, SCP 2011, Atlanta, GA: February 2011.

“Does Self-Confidence Make You More Deceptive in Your Brand Relationships? The Role of Self-Confidence in Abstract versus Concrete Brand Relationships,” Working Paper Poster Presentation, Gülen Sarial-Abi and Zeynep Gürhan-Canli, 2nd International Colloquium on the Consumer-Brand Relationship, Winter Park, Orlando: March 2011.

“Discretionary Spending Under Financial Constraints: The Role of Self-Concept Clarity,” Gülen Sarial Abi, Zeynep Gürhan-Canli, Tarcan Kumkale, Yeosun Yoon, 12th European Conference of Psychology 2011, Istanbul, Turkey: July 2011.

“Does Self-Confidence Make You More Deceptive in Your Brand Relationships? The Role of Self-Confidence in Abstract versus Concrete Brand Relationships,” Poster Presentation, Gülen Sarial-Abi and Zeynep Gürhan-Canli, 12th European Conference of Psychology 2011. Istanbul, Turkey: July 2011.

“Effect of Regulatory Focus on Selective Exposure to Negative News: The Moderating Role of Information Load,” Gülen Sarial-Abi and Zeynep Gürhan-Canli, 12th European Conference of Psychology 2011. Istanbul, Turkey: July 2011.

“Are Inconsistent CSR Associations Always Detrimental? The Influence of Dialectic Thinking on Brand Perceptions,” Monga, Alokparna Basu, Zeynep Gürhan-Canli and Vanitha Swaminathan, 2010 ACR Conference, Jacksonville.

“Lost in Translation: Responses to an Advertising Message in a Foreign Language,” Emine Mavi and Zeynep Gürhan-Canli, Global Branding Conference, 2010 Istanbul

“Overbooking! When Identified Customers don’t Recruit New Customers,” Longinos Marin, Salvador Ruiz, and Zeynep Gürhan-Canli, 2010 EMAC Conference, Copenhagen, Denmark

“The Influence of Romantic Mindsets on Brand Extension Evaluations,” Alokparna Basu Monga and Zeynep Gürhan-Canli, 2009 ACR Conference, Pittsburgh.

“The Effects of Personal and Social Relevance of Corporate Social Responsibility Activities on Brand Evaluations: The Moderating Role of Self-Construal,” Elif Isikman, Zeynep Gürhan-Canli, and Vanitha Swaminathan, Working Paper Poster Presentation, 2009 ACR Conference, Pittsburgh.

“My Brand or Our Brand? Consumer-Brand Relationships and Self-Construal and Their Impact on Brand Dilution,” Vanitha Swaminathan, Karen Page, and Zeynep Gürhan-Canli, 2006 CIMaR Conference, Istanbul.

“The Impact of Self-Concept, Self-Construal, and Country-of-Origin on Brand Dilution, Vanitha Swaminathan, Karen Page, and Zeynep Gürhan-Canli, October 2005, ACR Conference, San Antonio.

“The Impact of Brand Relationship Quality and Self-Construal on Brand Dilution,” Vanitha Swaminathan, Karen Page, and Zeynep Gürhan-Canli, February 2005, AMA Conference, Washington.

“Cross-cultural Differences in Brand Extension Evaluations: The Effect of Holistic and Analytical Processing,” Yeosun Yoon and Zeynep Gürhan-Canli, October 2003, ACR Conference, Toronto.

“The Effects of Corporate Social Responsibility (CSR) on Consumer Evaluations,” Yeosun Yoon, Zeynep Gürhan-Canli, and Norbert Schwarz, February 2003, SCP Conference, New Orleans.

“Consumers’ Use of Available Information in Attributions About a Product-Harm Crisis: Guilty Until Proven Innocent,” Niraj Dawar and Zeynep Gürhan-Canli, October 2002, ACR Conference, Atlanta.

“Negative Consequences of Doing Good: The Effect of Perceived Motives Underlying Corporate Social Responsibility,” Yeosun Yoon, Zeynep Gürhan-Canli and Norbert Schwarz, October 2002, ACR Conference, Atlanta.

“When Does Corporate Image Affect Evaluations of Individual Products?” Conference on Exploring Corporate Associations: Developing a Research Agenda, Zeynep Gürhan-Canli and Rajeev Batra, April 2002, Oklahoma State University, Stillwater.

“Cross-cultural Differences in Brand Extension Evaluations: The Effect of Holistic and Analytical Processing,” Yeosun Yoon and Zeynep Gürhan-Canli, February 2002, SCP Conference, Austin.

“Inferences Regarding the Family Brand Name: The Effect of Perceived Variability,” Zeynep Gürhan-Canli, October 2001, ACR Conference, Austin.

“Comparative Advertising in the Global Marketplace: The Effects of Cultural Orientation on Communication,” Zeynep Gürhan-Canli and Durairaj Maheswaran, February 2001, SCP Conference, Scottsdale.

“Withholding Consumption: A Social Dilemma Perspective on Consumer Boycotts,” Zeynep Gürhan-Canli, Sankar Sen, and Vicki Morwitz November 1999, Informs Conference, Philadelphia.

“Choosing Not to Consume: The Effects of Message Framing and Consumer Expectations on Boycott Intentions,” Zeynep Gürhan-Canli, Sankar Sen, and Vicki Morwitz October 1999, ACR Conference, Columbus.

“Withholding Consumption: A Social Dilemma Perspective on Consumer Boycotts,” Zeynep Gürhan-Canli, Sankar Sen, and Vicki Morwitz, June 1999, ACR European Conference, Paris.

“The Impact of Positive and Negative Extension Information on Brand Perceptions: An Accessibility-Diagnosticity Perspective,” Rohini Ahluwalia and Zeynep Gürhan-Canli, October 1998, ACR Conference, Montreal.

“How Does Disconfirmation Affect Brand Perceptions? The Effects of Motivation and Typicality on Evaluations,” Zeynep Gürhan-Canli and Durairaj Maheswaran, October 1997, ACR Conference, Denver.

“The Effects of Country-of-Origin and Cultural Orientation on Product Evaluations,” Zeynep Gürhan-Canli and Durairaj Maheswaran, October 1997, ACR Conference, Denver.

“The Effects of Motivation and Information Type on Corporate Brand Evaluations,” Zeynep Gürhan-Canli and Durairaj Maheswaran, August 1997, AMA Conference, Chicago.

“Exploring Consumers’ Interpretations of a Product Related Illness,” Zeynep Gürhan-Canli and Elizabeth Creyer, October 1994, ACR Conference, Boston.

Other Research Presentations

“Accept, Reject, or Customize This Cookie? Exploring the Role of Decision Difficulty in Consumers’ Privacy Choices,” Georgia State University, J. Mack Robinson College of Business, November 2024.

“How to Publish for Scholarly Impact: Targeting Leading Journals,” Georgia State University, J. Mack Robinson College of Business, November 2024.

“Accept, Reject, or Customize This Cookie? Exploring the Role of Decision Difficulty in Consumers’ Privacy Choices,” University College Dublin, Smurfit Business School, October 2024.

“Accept, Reject, or Customize This Cookie? Exploring the Role of Decision Difficulty in Consumers’ Privacy Choices,” Bayes Business School, City University of London, September 2024.

“How to Publish in Top Journals,” ESDES Business School, Lyon, September 2024.

“Accept, Reject, or Customize This Cookie? Exploring the Role of Decision Difficulty in Consumers’ Privacy Choices,” ESDES Business School, Lyon, September 2024.

“Consumer Privacy in the Digital Age,” University of Portsmouth Seminar Series, November 2023.

“Consumer Privacy in the Digital Age,” Keynote Presentation, 22. International Business Congress, Istanbul Nişantaşı University, September 2023.

“Deneyisel Tasarım,” 10. Symposium on Alternative Methodologies in Marketing Research, Trakya University, September 2022

“Consumers’ Responses to Replica (vs. Genuine) Experiences,” Bilkent University, November 2019.

“Differential Impacts of God and Religion on Prosocial Behavior,” Frankfurt School of Finance and Management, Frankfurt, September 2019.

“Differential Impacts of God and Religion on Prosocial Behavior,” Vienna University of Economics and Business, Vienna, April 2018.

“Recycled Delights and Trashed Practicalities: Consumer Disposal Decisions for Hedonic and Utilitarian Products,” Istanbul Technical University Economics Department, Istanbul, April 2018.

“Differential Impacts of God and Religion on Prosocial Behavior,” UCD Michael Smurfit Business School, Dublin, March 2018.

“Generating Ideas and Developing Conceptualization for Impactful Scholarship in Experimental (Consumer) Research,” University of Sydney, Australia, September 2017.

“Differential Impacts of God and Religion on Prosocial Behavior,” University of Sydney, Australia, September 2017.

Speaker on the panel on “Inclusive Business Models for ICT Companies in Achieving the Sustainable Development Goals (SDGs)” WSIS Forum, Geneva, June 2017.

“Differential Impacts of God and Religion on Prosocial Behavior,” Tel-Aviv University, Israel, May 2017.

“Inclusive Business” Social Value Conference, Keynote Speech, April 2017.

“Differential Impacts of God and Religion on Prosocial Behavior,” University of Leeds, UK, March 2017.

“Superior vis-à-vis Whom: Competence Construals and Effectiveness of Direct versus Indirect Comparative Claims,” Hong Kong University Science and Technology Marketing Research Camp, December 2016.

“Inclusive Business” Inclusive Business Summit, Bogazici University, Istanbul, November 2016.
“Inclusive Business,” Koç University Graduate School of Business Alumni Seminar, Istanbul, October 2016.

“İşletmeler Kapsayıcı Olabilir mi?” Social Good Summit, Istanbul, October 2016.

“Inclusive Business: A New, Sustainable and Innovative Private Sector,” Bogazici University, Istanbul, May 2016.

“Superior vis-à-vis Whom: Competence Construals and Effectiveness of Direct versus Indirect Comparative Claims,” University of Leeds, UK, April 2016.

“The Role of Private Sector in Development: Collaborative Growth and Inclusive Business Models,” G20-B20 Workshop on Inclusive Business, April 2015, Ankara; May 2015 Koç University RCAC.

“Evaluations of Iconic versus Genuine Experiences Depend on Attitude Functions” July 2014, Summer Research Camp, London Business School.

“Evaluations of Iconic versus Genuine Experiences Depend on Attitude Functions” May 2014, Katz School of Business, University of Pittsburgh.

“Complementary or Similar? The Impact of Concept Combination Styles on Evaluations of Co-Branded Partnerships” April 2014, Marketing Research Camp, Darla Moore School of Business, University of South Carolina.

“Complementary or Similar? The Impact of Concept Combination Styles on Evaluations of Co-Branded Partnerships” March 2014, John M. Jones Lecture Series, College of Business, University of Illinois, Urbana Champaign

“Bursa Tasarım ve Teknoloji Geliştirme Merkezi (BUTGEM): Vizyoner Liderlik, Kapsayıcı Çözümler, Ticaret ve Sanayi Odaları,” Conference on the Private Sector’s Role in Vocational Training: Lessons Learned from Turkey, Istanbul, June 2013. A summary of this research was presented at a roundtable at the International Development Cooperation: trends and Opportunities-Perspectives of the New Actors Conference, June 2014, Istanbul.

“SÜTAŞ ve Karacabey Meslek Yüksek Okulu: Süt ve Süt Hayvancılığı Araştırma ve Eğitim Merkezi,” Conference on the Private Sector’s Role in Vocational Training: Lessons Learned from Turkey, Istanbul, June 2013.

“Global Competition and Brand Creation for Creativity and Entrepreneurship,” April 2013, Baku Finance Summit.

“Are Inconsistent CSR Associations Always Detrimental? The Influence of Dialectical Thinking and the Brand’s CSR Strategy” August 2012, HEC Marketing Research Camp, France.

“Effect of Regulatory Focus on Selective Information Processing,” May 2011, ESMT, Berlin, Germany.

“The Role of Self-Concept Clarity in Overspending,” December 2009, Board of Trustees Meeting, Koç University, Istanbul.

“I Don’t Know Who I Am – So Charge My Credit Card: Effects of Self-Concept Clarity and Elaboration on Potential Outcomes on Overspending Tendency,” October 2009, Tilburg University, Netherlands.

“Marketing and Corporate Social Responsibility,” May 2009, Koç University, Istanbul.

“Complementary or Supplementary? The Impact of Co-Branding Strategies and Concept Combination Styles on Brand Evaluations,” April 2008, Bilkent University, Ankara.

“Complementary or Supplementary? The Impact of Co-Branding Strategies and Concept Combination Styles on Brand Evaluations,” January 2008, Hamburg-Cologne Marketing Camp, University of Cologne, Germany.

“Corporate Social Responsibility,” Social and Green Marketing, February 2005, Ross School of Business, University of Michigan.

“Cross-Cultural Differences in Brand Extension Evaluations: The Effect of Holistic and Analytical Processing,” April 2004, Koc University, Istanbul.

“Consumers and Marketers,” Decision Consortium, May 2003, University of Michigan Business School.

“Guilty Until Proven Innocent: Consumers’ Use of Available Information in Attributions about a Product-Harm Crisis,” March 2003, MSI Young Scholars Program, Park City.

“Changing Company and Country Stereotypes,” The Yaffe Center Brown Bag Series, UMBS, January 2003.

“Cross-cultural Differences in Brand Extension Evaluations: The Effect of Holistic and Analytical Processing,” Research Seminar, Michigan State University, East Lansing.

“Corporate Social Responsibility Research” as part of “Exploring Corporate Associations: Developing a Research Agenda,” August 2002, AMA Summer Educator’s Conference, San Diego.

“Cross-Cultural Differences in Brand Extension Evaluations: The Effect of Holistic and Analytic Processing,” March 2002, Brown Bag Seminar, University of Michigan Business School

“When Does Corporate Image Affect Brand Preference?” March 2001, Brown Bag Seminar, University of Michigan Business School.

“Withholding Consumption: A Social Dilemma Perspective on Consumer Boycotts,” June 2000, Midwest Marketing Camp, University of Wisconsin, Madison.

“Cultural Variations in Country of Origin Effects,” May 1999, NYU-Yale-Wharton-Columbia Colloquium.

“Cultural Variations in Country of Origin Effects,” April 1999, Research Seminar, UCLA Anderson Graduate School of Management.

“The Effects of Brand Extensions on Family Brand Name,” October 1998, Hosmer Series, University of Michigan Business School.

“Corporate Image as a Stereotype: The Effect of Motivation and Information Type on Evaluations” September-November 1995, Hong-Kong University of Science and Technology,

University of Michigan, University of Chicago, University of Minnesota, London Business School.

AWARDS & RECOGNITION

- Identified as an “Established Thought Leader” in consumer research based on the number of high quality publications and impact (Source: Pham, Wu, and Wang, *Journal of Consumer Research*, 2024)
- “When Consumers Prefer Bundles with Non-Complementary Items to Bundles with Complementary Items: The Role of Mindset Abstraction” in *Journal of Consumer Psychology* has been recognized as a top cited paper in 2020-21
- Outstanding Faculty Award, Koç University, 2018
- Outstanding Teaching Award, Koç University, 2017
- “Managing Brands and Customer Engagement in Online Brand Communities” (2013) in *Journal of Service Management* appeared in the most cited marketing articles in 2017. (Shugan’s Top 20 Marketing Meta Journal; <http://bear.warrington.ufl.edu/centers/MKS/>)
- Best Paper in Track, American Marketing Association Winter Educators Conference, February 2015
- Outstanding Reviewer Award, *Journal of International Marketing*, 2014
- Outstanding Faculty Award, College of Administrative Sciences and Economics, 2012
- *Journal of Consumer Psychology* (2006) article with Y. Yoon and N. Schwarz received the Young Contributor Award. This article is reprinted online in 2012 in a special issue featuring high impact articles during the past 20 years, one from each year.
- Outstanding Reviewer Award, *Journal of Consumer Research*, 2010
- Cited among the top 50 most prolific scholars worldwide in the leading marketing journals during 1982-2006 by adjusted publication rate (Source: Seggie and Griffith, *Journal of Marketing*, January 2009)
- Migros Chair in Marketing
- Outstanding Reviewer Award, *Journal of Consumer Research*, 2005
- Invitee, Marketing Science Institute Young Scholars Program, 2003 (for 20 scholars identified as the potential leaders of the next generation of marketing academics)
- Sanford R. Robertson Assistant Professorship of Business Administration, 2000-2001 (in recognition of the quality and early promise of research contributions).
- Nominated by BBA students for BBA Teaching Award, 1999, 2002
- Herman E. Kroos Award, 1997, for the best doctoral dissertation at Stern School of Business.
- Outstanding Teaching Award, New York University, 1996
- Fellow, American Marketing Association Doctoral Consortium, 1994
- Doctoral Fellowship, New York University, 1992-95

Doctoral Consortia

- Faculty Fellow, American Marketing Association Sheth Doctoral Consortium
 - 2000, 2006, 2011, 2013, 2015, 2018

- Keynote Speaker, Temple University Mid-Atlantic Doctoral Symposium, March 2014
- Faculty Fellow, Association for Consumer Research Doctoral Consortium
 - 2001, 2007, 2010, 2013, 2014, 2024
- Faculty Fellow, European Marketing Academy Doctoral Colloquium
 - 2007, 2008, 2009

TEACHING

DOCTORAL TRAINING & MENTORING

Ph.D. Committee Chair

Hanife Armut (Chair), Koç University

Ayşe Danyal (Chair), Koç University

Handan Derya Ercan (Co-Chair), Bogazici University

Deniz Lefkeli (Chair), Koç University (placement after graduation, Assistant Professor, LUISS

Guido Carla University, Rome)

Tam Duc Dinh (Chair), Koc University (placement after graduation, Lecturer, Monash University Malaysia)

Yasemin Demir (Chair), Koç University

Rabia Bayer (Chair), Koç University (placement after graduation, Assistant Professor, ESDES Lyon Business School)

Mustafa Karataş (Chair), Koç University (placement after graduation: Assistant Professor, Nazarbayev University)

Emine Aslı Mavi (Chair), Koç University (placement after graduation: Lecturer, Koç University)

Ceren Hayran (Chair), Koç University (placement after graduation: Assistant Professor, Ozyegin University)

Güldehen Kaya (Co-Chair), Işık University

Deniz Öktem (Chair), Koç University

Efe Çamurdan (Chair), Koç University (placement after graduation: Assistant Professor, UCD Smurfit, Dublin)

Eda Sayin (Co-Chair), Koç University (placement after graduation: Assistant Professor, IE University, Madrid)

Z. Gülen Sarıal Abi (Chair), Koç University (placement after graduation: Assistant Professor, Bocconi University)

Nilüfer Aydinoglu (Co-Chair), University of Michigan (placement after graduation: Assistant Professor, Koç University)

Yeosun Yoon (Co-Chair), University of Michigan, (placement after graduation: Assistant Professor, Rice University)

Elania Hudson (Co-Chair), University of Michigan

Ph.D. Committee Member

İlayda Eskitaşlıoğlu, Koç University (Law)

Dilem Cinli, Koç University

Ezgi Özgen, Koç University

Melis Ceylan, Koç University

Didem Gamze Işıksal, Istanbul Technical University

Burcu Sezen, Özyegin University

Ezgi Merdin, Boğaziçi University

Müge Çevik, Yeditepe University

Sarah Loughran Dommer, University of Pittsburgh

Kiwan Park, University of Michigan

Eric DeRosia, University of Michigan

Dhanajay Nayakankuppam, University of Michigan

Hyeong-Min Kim, University of Michigan

Master's Thesis Committee Member

Ecem Emur, Koç University

Volkan Güney Kuru, Co-Chair, Psychology-Koç University

Asude Örüklü, Law School-Bilgi University

T. Eylül Altunay, Boğaziçi University

TEACHING EXPERIENCE

Koç University

PhD: Behavioral Seminar in Marketing

EMBA: Marketing Management

MBA: Brand Management, Advertising and Promotion

Undergraduate: Marketing for Social Impact and Well-Being, Brand Management, Consumer Behavior, Advertising and Promotion, Corporate Responsibility

Executive Education: Corporate Social Responsibility, Social Psychology and Consumer Behavior, Generating Consumer Insights, Marketing Management

University of Cologne

Graduate Seminar: Generating Consumer Insights

Helsinki School of Economics

International MBA Program: Consumer Behavior

Ross School of Business, University of Michigan

Ph.D.: Behavioral Seminar (7-week)

MBA: Consumer Behavior, Marketing Management, MAP (Multidisciplinary Action Project)

BBA: Consumer Behavior, Marketing Management

Presentations

Guest Lecture on Corporate Social Responsibility, LUISS Guido Carla University, October 2023.

Panelist, Yeniden Biz Summit, Istanbul, November 2022.

Speaker, AACSB Networking Community Meetings, June 2020.

“Global and Local Challenges Intertwined: Business Education in a Polarized but Connected World,” AMBA Conference, Istanbul, May 2019

“Sürdürülebilir Kalkınma Hedefleri Çerçevesinde Eşitsizliklerin Azaltılması,” Koç University, April 2019

“Sürdürülebilir Kalkınma Hedefleri ve İş Dünyası,” UNIV 101 Seminar Series, Koç University, February 2017

“Deneyisel Tasarım (Experimental Design),” Gebze Teknik Üniversitesi, November 2016

“Inclusive Business: A New, Sustainable, and Innovative Private Sector” Guest Lecture, Koç University Graduate School of Business, November 2016

“Deneyisel Tasarım (Experimental Design),” İzmir Ekonomi Üniversitesi, Pazarlama Araştırmalarında Alternatif Yöntemler, April 2015

“Turkish Consumers,” April 2012, April 2013, Presentation to Fordham University students.

“Turkish Consumers,” April 2013, Presentation to Emory University students.

“Marketing Management,” 24 Hour at Koç University Program, 2010, 2011, 2012.

“Trends in Management Education,” Presentation to Association of African Business School Deans, June 2012.

“Teaching Methods at the Graduate School of Business,” Presentation to Association of African Business School Deans, June 2012.

“Consumer Perceptions and Corporate Social Responsibility,” March 2012, Koç University, UNIV 101 seminar series.

SERVICE

EDITORIAL POSITIONS

- Senior Editor, *International Journal of Research in Marketing*, 2015-2017
- Associate Editor, *Journal of Consumer Research*, 2014-2017
- Associate Editor, *Journal of Consumer Psychology*, 2005-2011
- Area Editor, *International Journal of Research in Marketing*, 2008-2015
- Editorial Review Board, *Journal of Consumer Research*, 2003-2014
- Editorial Review Board, *Journal of Consumer Psychology*, 2012-present
- Editorial Review Board, *Journal of Marketing*, 2007-2011, 2018-2022
- Editorial Review Board, *International Journal of Research in Marketing*, 2007-2008; 2017-present
- Editorial Review Board, *Journal of International Marketing*, 2007-present
- Editorial Review Board, *Journal of the Academy of Marketing Science*, 2015-present

- Editorial Review Board, *Journal of Marketing Behavior*, 2015-2020

Ad-hoc Reviewing

Psychology and Marketing, Journal of the Association for Consumer Research, Acta Psychologica, Journal of Retailing and Consumer Services, International Journal of Consumer Studies, Journal of Business Research, Journal of Marketing Research, Journal of Retailing, Journal of Behavioral Decision Making, Marketing Letters, Journal of International Business Studies, Journal of Interactive Marketing, California Management Review, Journal of Brand Management, International Marketing Review, Journal of Service Management

Conference Reviewing

Association for Consumer Research (ACR), Society for Consumer Psychology (SCP), European Marketing Academy (EMAC), Consortium for International Marketing Research (CIMaR), La Londe Conference

Panel Member/Judge

Panel member of the ERC Starting Grant Call, 2024
 Hans B. Thorelli Award, *Journal of International Marketing*, 2021
 TAİDER, Kuzey Yıldızı Jüri Üyeliği, 2018
 J. B. Steenkamp Award, *International Journal of Research in Marketing*, 2010, 2012, 2016
 Corporate Social Responsibility Awards, *Dünya Newspaper*, 2012, 2013
 Robert Ferber Dissertation Award: *Journal of Consumer Research*, 2004
 Dissertation Awards: Marketing Science Institute (MSI), EMAC McKinsey Dissertation Award

CONFERENCE ORGANIZATION

- Co-Chair, Early Career Workshop, ACR Annual North American Conference, 2023
- Co-Chair, ACR Annual North American Conference, Vancouver, 2012
- Co-Chair, Working Papers, ACR Annual North American Conference, 2011
- Co-Chair, Competitive Papers, ACR Annual North American Conference, 2010
- Co-Chair, AMA Winter Marketing Educators' Conference, 2008
- Competitive Paper Committee, ACR Conference, 2007
- Co-Chair, Midwest Marketing Camp, Ann Arbor, 2001
- Conference Program Committee, ACR Conference, 2001, 2019, 2020

CONTRIBUTIONS TO ASSOCIATIONS & ORGANIZATIONS

- International Advisory Board Member, University of Cologne, 2022-present
- International Advisory Network Member, Corvinus University, Budapest, 2020-2021
- International Advisory Board Member, VSE University of Economics, Prague, 2019-present

- Accreditation Assessor, AMBA
- Jury Member, Effie Awards, Istanbul, 2017
- Member of the Advisory Board, UNDP Istanbul International Center for Private Sector in Development, 2015-2020
- Member of the Executive Board, Kofi Annan Business Schools Foundation, 2015-2016
- Member, American Marketing Association (AMA) Academic Council, 2013-2016
- Member, Association for Consumer Research Board of Directors, 2015-present
 - Task Force Member, ACR Fellow Selection Procedures, 2015
 - Task Force Member, ACR Conference Planning Guidelines and Manual, 2013
- Country Representative, EMAC, 2007-2010

PRESENTATIONS FOR JOURNALS

“Journal of Consumer Research,” June 2013, EMAC Conference, Meet the Editors Session.

“Journal of Consumer Psychology,” February 2007, AMA Winter Educators’ Conference, Meet the Editors Session.

UNIVERSITY COMMITTEES

Koç University

2018-2021: CEMS Strategic Board Member
 2018-2019: College of Engineering, Dean Search Committee
 2017-2021: VEKAM Board Member
 2017-2018: School of Medicine, Dean Search Committee
 2015-2016: College of Sciences Dean Search Committee
 2013-present: KUSIF Executive Board Member
 2012-2013: KUSIF (Koç University Social Impact Forum) Academic Director
 2012-2013: CASE Dean Search Committee
 2010-2016: Member, University Academic Council
 2017-present: Member, University Academic and Executive Councils
 2010-2016: CEMS Executive Committee Representative
 2008-present: KÜMPER Administrative Council
 2009-2013: Member, University Executive Council
 2009-2010: CEMS PhD Committee Representative
 2009-2010: Committee on Center for Teaching and Learning & Teaching Awards
 2008-2010: Ph.D. Program Coordinator
 2005-2010: Executive Council, Graduate School of Business
 2005-2013: Academic Council, College of Administrative Sciences & Economics
 2007-2008: Committee on Ph.D. in Business
 2005, 2006, 2007, 2013, 2015: Faculty Recruitment Committee
 2005-2007: Outside Speaker Series Coordinator

Ross School of Business, University of Michigan

2004-2005: Curriculum and Teaching Committee

1998-2005: Member, Ph.D. Committee (Marketing Area)

2002: Co-Chair, Recruiting Committee (Marketing Area)

1999-2000 Organizer, DuPont Speaker Series

1997-99: Marketing Core Course Coordinator, Subject Pool Coordinator