

Ali SHAMSOLLAHI

Professeur associé

Département: Marketing

ESSEC Business School

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Pays d'origine: Iran

INTERETS DE RECHERCHE

canaux de distribution, Dynamique des relations interorganisationnelles

FORMATION

- | | |
|------|--|
| 2018 | Ph.D. en Marketing, University of Melbourne, Australie |
| 2010 | Master of Business Administration en Marketing, Islamic Azad University, Science and Research Branch, Iran |

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

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|----------------|---|
| 2025 - Présent | Professeur associé, ESSEC Business School, France |
| 2019 - 2025 | Professeur assistant, ESSEC Business School, France |

Autres expériences professionnelles

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|-------------|---|
| 2010 - 2014 | PDG Adjoint (Recherche et Conseil), Dotic Group, Iran |
| 2005 - 2010 | Directeur Ventes & Marketing, Behsazan Jonoob Eng, Iran |

BOURSES, PRIX ET DISTINCTIONS

Prix et Distinctions

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|------|---|
| 2018 | Journal Publication Scholarship Award, University of Melbourne, Australie |
| 2017 | Department of Management & Marketing Ph.D. Best Paper Award, University of Melbourne, Australie |
| 2017 | AMA-Sheth Foundation Doctoral Consortium Fellow, University of Melbourne, Australie |

Bourses

- | | |
|------|---|
| 2019 | Department of Management & Marketing Revise & Resubmit Research Grant (avec Danielle Chmielewski-Raimondo & Simon Bell), University of Melbourne, Australie |
| 2017 | Department of Management & Marketing Teaching Fellowship, University of Melbourne, Australie |
| 2015 | Faculty Graduate Research Abroad Travelling Scholarship, University of Melbourne, Australie |
| 2014 | Melbourne International Research Scholarship, University of Melbourne, Australie |

PUBLICATIONS

Articles

SHAMSOLLAHI, A., ZYPHUR, M.J. et OZKOK, O. (2022). Long-Run Effects in Dynamic Systems: New Tools for Cross-Lagged Panel Models. *Organizational Research Methods*, 25(3), pp. 435-458.

CHMIELEWSKI-RAIMONDO, D., SHAMSOLLAHI, A., BELL, S. et HEIDE, J. (2022). When the Honeymoon is Over: A Theory of Relationship Liabilities and Evolutionary Processes. *Journal of Marketing*, 86(6), pp. 32-49.

SHAMSOLLAHI, A., CHMIELEWSKI-RAIMONDO, D., BELL, S. et KACHOUIE, R. (2021). Buyer-Supplier Relationship Dynamics: A Systematic Review. *Journal of the Academy of Marketing Science*, 49, pp. 418–436.

ZYPHUR, M.J., ALLISON, P.D., TAY, L., VOELKLE, M.C., PREACHER, K., ZHANG, Z. ... DIENER, E. (2020). From Data to Causes I: Building A General Cross-Lagged Panel Model (GCLM). *Organizational Research Methods*, 23(4), pp. 651-687.

ZYPHUR, M.J., VOELKLE, M.C., TAY, L., ALLISON, P.D., PREACHER, K., ZHANG, Z. ... DIENER, E. (2020). From Data to Causes II: Comparing Approaches to Panel Data Analysis. *Organizational Research Methods*, 23(4), pp. 688-716.

Actes d'une conférence

SHAMSOLLAHI, A., BELL, S. et CHMIELEWSKI-RAIMONDO, D. (2018). Interorganizational Relationships Dynamics: A Systematic Review. Dans: *American Marketing Association Summer Academic Conference*. Boston: American Marketing Association (AMA), pp. BR-34-BR-35.

SHAMSOLLAHI, A., BELL, S. et CHMIELEWSKI-RAIMONDO, D. (2016). A Dynamic Perspective of Relationship Repair. Dans: *American Marketing Association Winter Academic Conference*. American Marketing Association (AMA), pp. B-26-B-27.

Conférences

SHAMSOLLAHI, A., HARUVY, E. et DE BRUYN, A. (2025). Governing Channel Relationships: The Power of Institutional Pressure. Dans: 2025 Human and Smart Marketing: Understanding and Enhancing Our Future. Madrid.

Presse

SHAMSOLLAHI, A. (2021). Buyer-supplier Relationship Dynamics. *ESSEC Knowledge*.

AUTRES ACTIVITES DE RECHERCHE

Membre d'un comité de lecture

Depuis 2024 Journal of Business Research

Relecteur pour :

Journal of Business & Industrial Marketing

Affiliations

Depuis 2020 Membre de l'European Marketing Academy

Depuis 2015 Membre de l'American Marketing Association

ENSEIGNEMENT

2020 Marketing Management, ESSEC Business School, France

2017 Marketing Strategy, University of Melbourne, Australie