Ali SHAMSOLLAHI

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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

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

Autres expériences professionnelles

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

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

2014 Melbourne International Mobility Grant, 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