

# Ali SHAMSOLLAHI

Professeur assistant

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## INTERETS DE RECHERCHE

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canaux de distribution, Dynamique des relations interorganisationnelles

## FORMATION

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| 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

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### Positions académiques principales

2019 - Présent      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

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### 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

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| 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 Mobility Grant, University of Melbourne, Australie  |
| 2014 | Melbourne International Research Scholarship, University of Melbourne, Australie  |

## PUBLICATIONS

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### 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.

### Presse

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

## AUTRES ACTIVITES DE RECHERCHE

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### 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

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2020 Marketing Management, ESSEC Business School, France

2017 Marketing Strategy, University of Melbourne, Australie