

Reetika GUPTA

Associate Professor

Department: Marketing

ESSEC Business School

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Country of origin: États-Unis

RESEARCH INTERESTS

Consumer Behavior, International Business, International Institutions, marketing and information

EDUCATION

2005	Ph.D in Marketing, City University of New York - Baruch College, United States of America
1996	PGDPC (Masters degree), Mudra Institute of Communications, India
1994	BA (Honors) in Economics, St. Stephen's College, India

EMPLOYMENT

Full-time academic positions

2013 - Present	Associate Professor, ESSEC Business School, Singapore
2012 - 2013	Associate Professor of Marketing, College of Business and Economics, Lehigh University, United States of America
2005 - 2012	Assistant Professor of Marketing, College of Business and Economics, Lehigh University, United States of America
2001 - 2005	Instructor in Marketing, City University of New York - Baruch College, United States of America

Other affiliations and appointments

2022 - Present	Deputy Dean of Essec Asia-Pacific, ESSEC Business School, Singapore
2020 - 2022	Associate Academic Director of the Global BBA Program, ESSEC Business School, France
1996 - 1998	Senior Research Executive, Indian Market Research Bureau (IMRB), India

GRANTS AND HONORS

Awards and Honors

2012	Alfred Noble Robinson Faculty Award for Service at Lehigh University (given annually to a junior, untenured member of the university faculty for excellence in service), College of Business and Economics, Lehigh University, United States of America
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- 2007 Lehigh Junior Award for Distinguished Teaching (given annually to a junior, untenured member of the university faculty for excellence in teaching), College of Business and Economics, Lehigh University, United States of America
- 2005 Sidney I. Lirtzman Best Dissertation Award, CUNY
- 2004 Nominated for Best Paper Award at the Academy of Management Annual Conference (OCIS Track), New Orleans, United States of America

Grants

- 2015 ESSEC Research Fund, ESSEC Business School, France
- 2014 ESSEC Research Fund, ESSEC Business School, France
- 2013 ESSEC Research Fund, ESSEC Business School, France
- 2012 Institute on Asian Consumer Insight (ACI)
- 2007 Allison and Norman H. Axelrod '74 Summer Research Fellowship
- 2006 College of Business and Economics Research Grant
- 2006 Lehigh Faculty Research Grant, College of Business and Economics, Lehigh University, United States of America
- 2001 AMA-Sheth Foundation, Doctoral Consortium Fellow, Miami, United States of America
- 2000 Doctoral Fellowship in Marketing, City University of New York - Baruch College, United States of America

PUBLICATIONS

Journal Articles

GUPTA, R., MUKHERJEE, S. and JAYARAJAH, K. (2021). Role of group cohesiveness in targeted mobile promotions. *Journal of Business Research*, 127, pp. 216-227.

Book chapters

KIM, Y., MUKHERJEE, M. and GUPTA, R. (2022). A bottom of pyramid perspective on quality education in the tropics. In: Jacob Wood, Taha Chaiechi, K Thirumaran eds. *Business, Industry, and Trade in the Tropics*. 1st ed. Oxon & New York: Routledge, pp. 53-67.

Conference proceedings

GUPTA, R. (2017). Improving Social Capital at the Bottom of the Pyramid: Which Interventions Work Best? In: *2017 Annual Conference of Emerging Markets Conference Board*. IIM Lucknow.

Conferences

JAVED, A. and GUPTA, R. (2022). Emphasizing for Action – Probability Framing in Healthcare Messages. In: 2022 American Marketing Association (AMA) Marketing and Public Policy Conference. Austin.

GUPTA, R. (2022). Environmental Challenges. In: 2022 American Marketing Association (AMA) Marketing and Public Policy Conference. Austin.

- GUPTA, R. and JAVED, A. (2021). Vaccine Adoption - Role Of Emphasis Framing In Health Communication. In: 43rd ISMS Marketing Science Conference 2021. Virtual.
- GUPTA, R., MUKHERJEE, S. and JAYARAJAH, K. (2020). Role of Group Cohesiveness in Targeted Mobile Promotions. In: 2020 INFORMS Marketing Science Conference.
- GUPTA, R., KIM, Y. and MUKHERJEE, M. (2019). The Healthcare Conundrum at the Bottom of the Pyramid. In: 2019 ISMS Marketing Science Conference.
- GUPTA, R., CHANDRASEKARAN, D. and SEN, S. (2018). Let 'em Eat Cake ? The Influence of Psychological Distance on Consumer Attitudes towards Bottom of the Pyramid New Product Launches and Company Evaluations. In: 2018 Journal of the Academy of Marketing Science (JAMS) India Conference on Managing Business and Innovation in Emerging Markets.
- GUPTA, R., CHANDRASEKARAN, D. and SEN, S. (2018). Let 'em Eat Cake? The Influence of Psychological Distance on Consumer Attitudes towards Bottom-of-the-Pyramid New Product Launches and Company Evaluations. In: 12th Great Lakes Nasmei Conference 2018.
- GUPTA, R., MUKHERJEE, P. and JAYARAJAH, K. (2017). Role of Group Cohesiveness in Consumer's Responses to Mobile Promotions. In: 2017 Association for Consumer Research Conference (ACR 2017).
- GUPTA, R. and KOUKOVA, N. (2016). Designer Recyclable Bags: Effects on Perceptions and Usage Behavior. In: 2016 INFORMS Society for Marketing Science (ISMS) Marketing Science Conference.
- DUONG, H.T. and GUPTA, R. (2015). Consumer Vulnerability and Religious Dependence among Bottom of the Pyramid Consumers. In: 2015 Society for Consumer Psychology Conference.
- DUONG, H.T. and GUPTA, R. (2015). Consumer Vulnerability at the Bottom-of-the-Pyramid: The Role of Social Relationships and Religiosity. In: 36th Edition of the HEC-ESSEC-INSEAD Research Seminar.
- GUPTA, R. and BANERJEE, S. (2015). Distraction or Enrichment? Understanding the Impact of Augmented Reality Environments. In: 37th ISMS Marketing Science Conference.
- GUPTA, R., CHANDRASEKARAN, D. and SEN, S. (2014). Are Companies Being (Un)fair to the Bottom of the Pyramid Consumer. In: 5th Subsistence Marketplaces Conference.
- GUPTA, R., CHANDRASEKARAN, D. and SEN, S. (2014). Let them Eat Cake? Mainstream Consumer Reactions to Products Marketed toward Bottom-of-the-Pyramid Consumers. In: International Marketing Conference 2014: Emerging Markets, Evolving Perspectives.
- GUPTA, R., IRMAK, C., GOLLWITZER, P. and OETTINGEN, G. (2014). The Effect of Deliberative and Implemental Mindsets on Consumer Information Processing at Websites. In: 2014 Winter Conference of the Society for Consumer Psychology.

OTHER RESEARCH ACTIVITIES

Chief Editor

2020 - 2022 Journal of Consumer Marketing

Associate Editor

Since 2023 Journal of Consumer Marketing

Editorial Board Membership

2016 - 2023 Journal of Consumer Marketing

Ad-hoc reviewer for :

Journal of Consumer Research, Journal of Interactive Marketing

Affiliations

Since 1972 Member of the Association for Consumer Research

Since 1972 Member of Society for Consumer Psychology

Other research activities

Since 1972 Reviewer, CUNY grant

Since 1972 Refereeing for American Marketing Association

Since 1972 Refereeing for Association for Consumer Research Conferences

Since 1972 Refereeing for Society for Consumer Psychology Conferences