

# Ali SHAMSOLLAHI

Associate Professor

Department: Marketing  
ESSEC Business School  
3 avenue Bernard Hirsch  
95021 Cergy-Pontoise  
France

Email: shamsollahi@essec.edu  
Phone number: +33 (0) 1 34 43 37 23  
Country of origin: Iran

## RESEARCH INTERESTS

---

Marketing Channels, Interorganizational relationship dynamics

## EDUCATION

---

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

## EMPLOYMENT

---

### Full-time academic positions

- |                |   |
|----------------|---|
| 2025 - Present | Associate Professor, ESSEC Business School, France              |
| 2019 - 2025    | Assistant Professor of Marketing, ESSEC Business School, France |

### Other professional experiences

- |             |  |
|-------------|--|
| 2010 - 2014 | Deputy CEO (Research and Consultancy), Dotic Group, Iran |
| 2005 - 2010 | Sales & Marketing Manager, Behsazan Jonoob Eng, Iran     |

## GRANTS AND HONORS

---

### Awards and Honors

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

### Grants

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

- 2014 Melbourne International Research Scholarship, University of Melbourne, Australia
- 2014 Melbourne International Mobility Grant, University of Melbourne, Australia

## PUBLICATIONS

---

### Journal Articles

- SHAMSOLLAHI, A., ZYPHUR, M.J. and 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. and 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. and 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.

### Conference proceedings

- SHAMSOLLAHI, A., BELL, S. and CHMIELEWSKI-RAIMONDO, D. (2018). Interorganizational Relationships Dynamics: A Systematic Review. In: *American Marketing Association Summer Academic Conference*. Boston: American Marketing Association (AMA), pp. BR-34-BR-35.
- SHAMSOLLAHI, A., BELL, S. and CHMIELEWSKI-RAIMONDO, D. (2016). A Dynamic Perspective of Relationship Repair. In: *American Marketing Association Winter Academic Conference*. American Marketing Association (AMA), pp. B-26-B-27.

### Conferences

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

### Press

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

## OTHER RESEARCH ACTIVITIES

---

### Editorial Board Membership

Since 2024 Journal of Business Research

### Ad-hoc reviewer for :

Journal of Business & Industrial Marketing

## Affiliations

- Since 2020 Member of the European Marketing Academy
- Since 2015 Member of the American Marketing Association

## TEACHING EXPERIENCE

---

- 2020 Marketing Management, ESSEC Business School, France
- 2017 Marketing Strategy, University of Melbourne, Australie