Ali SHAMSOLLAHI

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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