

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

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