

# Amir SEPEHRI

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## EDUCATION

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2021      Doctor of Philosophy, Other, Marketing, Ivey Business School, Canada

## EMPLOYMENT

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### Full-time academic positions

2021 - Present      Assistant Professor, ESSEC Business School, France

## PUBLICATIONS

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### Journal Articles

SEPEHRI, A., MARKOWITZ, D.M. and DUCLOS, R. (2021). The Location of Maximum Emotion in Deceptive and Truthful Texts. *Social Psychological and Personality Science*, 12(6), pp. 996-1004.

SEPEHRI, A., DUCLOS, R., KRISTOFFERSON, K., VINO, P. and ELAHI, H. (2021). The Power of Indirect Appeals in PeertoPeer Fundraising: Why “S/He” Can Raise More Money for Me Than “I” Can For Myself. *Journal of Consumer Psychology*, 31(3), pp. 612-620.

SEPEHRI, A., DUCLOS, R. and HAGHIGHI, N. (2021). Too Much of a Good Thing? The Unforeseen Cost of Tags in Online Retailing. *International Journal of Research in Marketing*, In press.