

# Ludovica Cesareo, *Ph.D.*

Assistant Professor of Marketing  
College of Business and Economics  
Lehigh University  
Rauch Business Center 421

621 Taylor Street, Bethlehem, PA 18015  
Phone. (610) 758-2777  
E-mail: [lcesareo@lehigh.edu](mailto:lcesareo@lehigh.edu)  
Website: [www.ludovicacesareo.com](http://www.ludovicacesareo.com)

## Academic Positions

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**Assistant Professor of Marketing** 2018 - present  
Lehigh University

**Post-doctoral Research Fellow** 2015-2018  
Marketing Department  
The Wharton School, University of Pennsylvania

## Education

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**Ph.D., Business Management, Marketing Track** 2011-2014  
Faculty of Economics, Sapienza, University of Rome (Italy)  
**Visiting Scholar**, Department of Management and Operations Jan-Jun 2014  
Host: Prof. Peggy Chaudhry  
Villanova School of Business, Villanova University, PA

**M.S. Management, Innovation and Internationalization of Firms** 2011  
Faculty of Economics, Sapienza, University of Rome (Italy), 110/110 *summa cum laude*

**B.S. Economics, Finance and Firm Management** 2009  
Faculty of Economics, Sapienza, University of Rome (Italy), 110/110 *summa cum laude*

## Research Interests

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- Luxury goods: status consumption and signaling
- Luxury counterfeit goods: antecedents, attitudes, and marketing implications
- Emotions
- Aesthetics
- Moral and ethical decision-making

## Journal Publications

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Chaudhry, Peggy E., **Cesareo, Ludovica**, & Pastore, Alberto (2019), "Resolving the Jeopardies of Consumer Demand: Revisiting Demarketing Concepts," *Business Horizons*, 62(5), 663-677.  
<https://doi.org/10.1016/j.bushor.2019.05.002>.

Robertson, Thomas S., Gatignon, Hubert, & **Cesareo, Ludovica** (2018), "Pop-Ups, Ephemerality and Consumer Experience: The Centrality of Buzz," *Journal of the Association of Consumer Research – Special Issue on Consumer Responses to the Evolving Retailing Landscape*, 3(3), 425-439.

- Chaudhry, Peggy E., & **Cesareo, Ludovica** (2017), "Fake and Prated: Do Consumers Care?," *Journal of Business Strategy*, 38(6), 11-19.
- Giraldi, Angelo, & **Cesareo, Ludovica** (2017), "Film Marketing Opportunities for the Well-known Tourist Destination: An Exploratory Analysis on the City of Rome," *Place Branding and Public Diplomacy Special Issue: "The Great Beauty. The role of cultural heritage and place identity in the international marketing strategies of the 'Made in Italy' "*, 3(2), ISSN: 1751-8040.
- Pastore, Alberto, Cesaroni, Fabrizio, & **Cesareo, Ludovica** (2016), "Counterfeiting and Culture: Consumer Attitudes towards Counterfeit Products," *Journal of Marketing Trends*, 3(1), 29-36, ISSN: 2114-8910.
- Cesareo, Ludovica**, & Stöttinger, Barbara (2015), "United We Stand, Divided We Fall: How Firms can Engage Consumers in their Fight against Counterfeits," *Business Horizons*, 58, 527-537, DOI: 10.1016/j.bushor.2015.05.007
- Shaanan–Satchi, Rinat, Hornik, Jacob, **Cesareo, Ludovica**, & Pastore, Alberto (2015), "Information Dissemination via Electronic Word-of-mouth: Good News Travels Fast, Bad News Travels Faster!," *Computers in Human Behavior*, 45, 273-280, ISSN: 0747-5632, DOI: 10.1016/j.chb.2014.11.008.
- Cesareo, Ludovica**, Pastore, Alberto, & Ugolini, Giulia (2015), "Pirate or Subscriber? An Exploratory Study on Italian Consumers' Music Habits," *Sinergie Italian Journal of Management*, 33(96), 155-173.
- Cesareo, Ludovica**, & Pastore, Alberto (2014), "Consumers' Attitude and Behavior towards Online Music Piracy and Subscription-based Services," *Journal of Consumer Marketing*, 31(6/7), 515-525, DOI: 10.118/JCM-07-2014-1070.
- Chaudhry, Peggy E., **Cesareo, Ludovica**, & Stumpf, Stephen A. (2014), "What Influences Rampant Movie Piracy?," *Journal of Management Systems*, 24(4), 73-95, ISSN: 1041-2808.
- Giraldi, Angelo, & **Cesareo, Ludovica** (2014), "Destination Image Differences between First Time Visitors and Repeat Visitors: An Exploratory Study on the City of Rome," *Tourism and Hospitality Research*, 14(4), 197-205, DOI: 10.1177/1467358414543971. ISSN: 1467-3584.
- Pastore, Alberto, & **Cesareo, Ludovica** (2014), "No al falso! Un'indagine esplorativa sulle strategie anti-contraffazione delle fashion firms (*No to Fakes! An Exploratory Analysis on Fashion Firms' Anti-Counterfeiting Strategies*)," *Mercati & Competitività*, 2, 81-102, DOI: 10.3280/MC2014-002005, ISSN: 1826-7386.

## Monographs

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- Cesareo, Ludovica** (2016), "*Counterfeiting and Piracy. A Comprehensive Literature Review*," Springer Briefs in Business, Springer, ISBN: 978-3-319-25356-5, DOI: 10.1007/978-3-319-25357-2.

## Book Chapters

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- Cesareo, Ludovica**, & Pastore, Alberto (2018), "Acting on Luxury Counterfeiting," in Reinecke, Sven, Berghaus, Benjamin & Mueller-Stewens, Günther (Eds), *The Management of Luxury*, 335-353, Kogan Page USA, Second edition, EAN: 9780749481827, IBSN: 074948182X.
- Cesareo, Ludovica**, Pastore, Alberto, & Williams, Patti (2017), "Counterfeiting Luxury Goods," in Chaudhry, Peggy E. (Ed.) *Handbook of Research in Counterfeiting and Illicit Trade*, 193-222, Edward-Edgar Publishing.

Stöttinger, Barbara, Penz, Elfriede & **Cesareo, Ludovica** (2017), “Analysis of Anti-counterfeiting Tactics to Diffuse Consumer Demand,” in Chaudhry, Peggy E. (Ed.) *Handbook of Research in Counterfeiting and Illicit Trade*, 387-403, Edward-Edgar Publishing.

Pastore, Alberto, & **Cesareo, Ludovica** (2015), “Fashion Firms and Counterfeiting: Causes and Actions,” in Strangio, Donatella & Sancetta, Giuseppe (Eds). *Italy in a European Context: Research in Business, Economics, and the Environment*, 105-123, Palgrave-MacMillan, ISBN: 978-11-37560-76-6.

Pastore, Alberto, & **Cesareo, Ludovica** (2014), “Il Fenomeno della Contraffazione nella Prospettiva del Management. Verso un Sistema per la Brand Protection (*The Counterfeiting Phenomenon from Management’s Perspective, Towards a Brand Protection System*),” in Cagiano de Azevedo, R., Cecchi, C., Magistro, A., Milanetti, G., Sancetta, G. & Strangio, D. (Eds), *Oltre i confini. Studi in onore di Giuseppe Burgio*, 117-137, Roma: Sapienza universitaria editrice, ISBN: 978-88-98533-44-2, DOI: 10.13133/978-88-98533-44-2.

**Cesareo, Ludovica**, & Pastore, Alberto (2014), “Acting on Luxury Counterfeiting,” in Reinecke, Sven, Berghaus, Benjamin & Mueller-Stewens, Günther (Eds), *The Management of Luxury*, 341-359, Kogan Page USA, ISBN: 978-07-494-7166-8.

Gatti, Mauro, & **Cesareo, Ludovica** (2012), “Market-driven Management and Corporate Culture: Competitiveness and Innovation,” in Brondoni, Silvio (Ed), *Market-Driven Management and Corporate Growth*, 73-91, Impresa Economia Comunicazione, Collection Edition, Giappichelli, Torino, ISBN/EAN 978-88-348-3876-1.

## Conference Presentations

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\*presenter

**Cesareo, Ludovica\***, Townsend, Claudia, & Shi, Zijun (2019), “The Ugly Luxury Premium: When Distinctiveness Pays Off,” *ACR North American Conference*, October 17-20, Atlanta, GA, USA.

**Cesareo, Ludovica\***, & Patrick, Vanessa M. (2019), “From ‘Wealth-as-Status’ to ‘Values-as-Status’: The Millennial Luxury Consumer Mindset,” *ACR North American Conference*, October 17-20, Atlanta, GA, USA.

**Cesareo, Ludovica\***, Townsend, Claudia, & Shi, Zijun (2019), “The Ugly Luxury Premium: When Distinctiveness Pays Off,” *INFORMS Marketing Science Conference*, June 20-22, Rome, Italy.

**Cesareo, Ludovica**, & Patrick, Vanessa M. (2019), “The Millennial Luxury Mindset: Signaling Personal Values (not Status) by Consuming Luxury” *INFORMS Marketing Science Conference*, June 20-22, Rome, Italy.

Williams, Patti, Verrochi-Coleman, Nicole, Morales, Andrea C., & **Cesareo, Ludovica** (2018), “Connections to Brands that Help Others vs. Help the Self: The Impact of Awe and Pride on Consumer Relationships with Social Benefit and Luxury Brands,” *Society for Consumer Psychology (SCP) Conference on Vice and Virtue Consumption*, January 4-5, Sydney, Australia.

**Cesareo, Ludovica\*** & Bellezza, Silvia (2017), “I’m a Fashionista and I (Think I) Know It: The Role of Fashion Knowledge in Preferences for Counterfeits,” *ACR North American Conference*, October 26-29, San Diego, CA, USA.

- Cesareo, Ludovica\***, Wu, Eugenia, Cutright, Keisha, & Williams, Patti (2017), "The Unexpected Consequences of Beautiful Products: Sacredness, Awe and Forgiveness," *ACR North American Conference*, October 26-29, San Diego, CA, USA.
- Robertson, Thomas, Gatignon, Hubert & **Cesareo, Ludovica** (2017), "A Conceptual Framework to Explain Consumer Reaction to Luxury Pop-Ups in the Evolving Retailing Landscape," *Wharton Baker Retail Center Annual Conference – 'Consumer Response to the Evolving Retailing Landscape'*, June 22-23, Philadelphia, PA, USA.
- Cesareo, Ludovica\***, Williams, Patti, Wu, Eugenia, & Cutright, Keisha (2017), "To Err is Human, to Forgive is Divine: Why Beautiful Products Are Forgiven," *Society for Consumer Psychology (SCP) Annual Conference*, 16-18 February, San Francisco, CA, USA.
- Vernuccio, Maria, **Cesareo, Ludovica\***, Michelini, Laura, & Pastore, Alberto (2015), "Online and offline integration in marketing communication. Delving into the business perspective," *44<sup>th</sup> European Marketing Academy Conference (EMAC) Conference*, 26-29 May, Leuven, Belgium, ISBN: 978-90-823-8330-0.
- Cesareo, Ludovica\***, Stöttinger, Barbara & Pastore, Alberto (2015), "Real or counterfeit? Drivers, deterrents and coping mechanisms against online consumer deception, Working paper, *ACR North American Conference*, 1-4 October, New Orleans, LA, USA.
- Cesareo, Ludovica\***, & Pastore, Alberto (2014), "The consumers' choice: Illegal music downloads vs. subscription-based music services," *XI Annual Conference of the Italian Marketing Academy*, 18-19 September, Università degli Studi di Modena e Reggio Emilia, Modena, ISBN: 978-88-907662-2-0.
- Giraldi, Angelo, & **Cesareo, Ludovica** (2014), "The influence of a film on destination image. The case of the city of Rome.," *4<sup>th</sup> International Conference on Tourism Management and Related Issues (EIASM Conference)*, 18-19 September, Rome, Italy, ISSN: 2295-3485.
- Cesareo, Ludovica\***, & Stöttinger, Barbara (2014), "Consumer-directed Anti-counterfeiting Measures (CAMs): A review and preview," *43<sup>rd</sup> European Marketing Academy Conference (EMAC) Conference*, 3-6 June, Valencia, Spain, ISBN: 978-84-370-9453-3.
- Chaudhry, Peggy E., Stumpf, Stephen A., & **Cesareo, Ludovica\*** (2014), "Antecedents and anti-counterfeiting tactics that influence consumer complicity in emerging markets," *Academy of Marketing Science (AMS) Annual Conference*, 21-23 May, Indianapolis, IN, USA, ISBN: 978-3-319-11814-7.
- Stöttinger, Barbara & **Cesareo, Ludovica** (2014), "It is counterfeits that consumers love!? Exploring the phenomenon in the digital environment," *Academy of Marketing Science (AMS) Annual Conference*, 21-23 May, Indianapolis, IN, USA, ISBN: 978-3-319-11814-7.
- Lado, Nora, Cesaroni, Fabrizio, Ho, Han Chiang, and **Cesareo, Ludovica** (2014), "The role of gender in co-branding strategies of hi-tech brands and luxury brands," *Academy of Marketing Science (AMS) Annual Conference*, 21-23 May, Indianapolis, IN, USA, ISBN: 978-3-319-11814-7.
- Cesareo, Ludovica\***, Stöttinger, Barbara, & Pastore, Alberto (2013), "How to fight the online purchase of luxury counterfeit products: manufacturer insights and strategies," *X Annual Conference of the Italian Marketing Academy*, 3-4 October, Università degli Studi di Milano Bicocca, Milano, ISBN: 978-88-907662-1-3.

Pastore, Alberto, & **Cesareo, Ludovica\*** (2013), "Fashion firms and counterfeiting: causes and actions," *EuroSapienza Conference "Overcoming Borders"*, 6 November, Sapienza, Università di Roma.

Pastore, Alberto, & **Cesareo, Ludovica\*** (2013), "Delving into the counterfeiting phenomenon: An exploratory analysis of original brands' perceptions and their strategies against fakes," *Poster session, 42<sup>nd</sup> European Marketing Academy (EMAC) Conference*, 4-7 June, Istanbul Technical University, Istanbul, ISBN: 978-9944-380-10-2.

**Cesareo, Ludovica\***, Giordani, Federica, & Iannotta, Michela (2013), "Le learning histories come strumento di *knowledge transfer*: Un comparative case study," *XIV Workshop of the Teachers and Researchers of Business Organization (WOA)*, 30-31 May, Sapienza, Università di Roma, ISBN: 978-88-678-7055-4.

Pastore, Alberto, & **Cesareo, Ludovica\*** (2012), "Lotta alla Contraffazione! Un'indagine esplorativa su strategie, strumenti ed azioni delle imprese di marca," *IX Annual Conference of the Italian Marketing Academy*, 20-21 September, Università degli Studi del Sannio, Benevento, ISBN: 978-88-907-6620-6.

Pastore, Alberto, Cesaroni, Fabrizio, & **Cesareo, Ludovica\*** (2012), "Counterfeit luxury products: Consumer attitudes, behavior and cultural influences," *Poster Session, 41st European Marketing Academy (EMAC) Conference*, 22-25 May, ISCTE Business School, Lisbon, ISBN: 978-98-973-2004-0.

## Manuscripts under Review and Working Papers

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**Cesareo, Ludovica**, Wu, Eugenia, Cutright, Keisha, & Williams, Patti (2020), "The Unique Consequences of Beautiful Products: Sacredness, Awe, and Forgiveness," *Invited for second round of review at the Journal of Consumer Research*.

**Cesareo, Ludovica**, & Bellezza, Silvia (2020), "When Is Imitation Flattering? Knowledge and Consumers' Reactions to Counterfeits," (2017 Job Market Paper). *Under review at the Journal of Consumer Psychology*.

Vernuccio, Maria, **Cesareo, Ludovica**, Pastore, Alberto, & Kitchen, Philip (2020), "Managerial and Organizational Perspectives on Online-Offline Integration within Integrated Marketing Communication: Toward a Holistic Conceptual Framework," *Under second round of review at the International Journal of Advertising*.

**Cesareo, Ludovica**, & Townsend, Claudia (2020), "Hideous but Worth It: Distinctive Ugliness as a Signal of Luxury," *Manuscript in preparation for submission to the Journal of Marketing*.

**Cesareo, Ludovica**, & Patrick, Vanessa (2020), "From Farm-To-Table Restaurants to Orange Peel Jackets: When and Why Sustainable Luxury Signals Status," *Manuscript in preparation for submission to the Journal of Marketing*.

**Cesareo, Ludovica**, Gistri, Giacomo, Amatulli, Cesare, & Romani, Simona (2020), "Luxury Consumption and Counterfeiting: An Investigation on Motivations and Behaviors of Concurrent Owners," *Manuscript in preparation for submission to the Journal of Business Research*.

**Cesareo, Ludovica**, Williams, Patti, & Meyer, Robert (2020), "Can You Spot the Fake? Typicality and Liking in Luxury Counterfeiting," *Manuscript in preparation*.

**Cesareo, Ludovica** (2020), “Research Note on Consumer Behavior with Counterfeiting and Piracy: A Thirty-Five Year Literature Review.”

## Invited Talks

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- 2019 “The Ugly Luxury Premium: When Distinctiveness Pays Off” *Lehigh University College of Business Research Retreat*, May 16
- 2019 “From ‘Wealth-as-Status’ to ‘Values-as-Status:’ The Millennial Luxury Consumer Mindset” *Carolyn Research Forum, University of Texas at San Antonio (UTSA)*, April 5-6
- 2017 Rice University
- 2017 Vanderbilt University
- 2017 Lehigh University
- 2017 Bucknell University
- 2017 Framingham State University
- 2017 “Emotions in Consumption and Advertising: The Role of Awe,” *R/GA New York City*, June 7
- 2017 “Creativity in Advertising,” *Sapienza University of Rome*, May
- 2017 “Counterfeiting in the Luxury Goods Market: State-of-the-art, Criticisms and Current Trends,” *Diversity and Ethics in Business Workshop, Wharton*, March
- 2016 “Luxury Counterfeiting: Threats and Coping Strategies,” *Bocconi University, Milan, Italy*, May
- 2015 “Counterfeiting and Piracy. A Global Phenomenon, a Global Challenge,” *Sapienza University of Rome*, March

## Interviews / Media

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- “Forever21 Goes From Rags to Riches to Bankruptcy Court,” *Spectacular Failures* podcast, American Public Media, August 10, 2020. <https://www.spectacularfailures.org/episode/2020/08/10/forever-21-goes-from-rags-to-riches-to-bankruptcy-court>
- “Brands Like Nike and Adidas Speak Out Against Racism. Is It Enough?” *The Wall Street Journal*, June 2, 2020. <https://www.wsj.com/articles/brands-like-nike-and-adidas-speak-out-against-racism-is-it-enough-11591129678>
- “Ugly is In: Ludovica Cesareo explores the appeal of garish – and expensive – fashion.” *Lehigh Business Magazine*, October 2019, Issue 5, pp. 16-17. <https://www2.lehigh.edu/news/ugly-fashion-is-in>
- “Fashion Fail: Where did Forever 21 Go Wrong?” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (October 10, 2019) [Content published in an article on Knowledge@Wharton: <https://knowledge.wharton.upenn.edu/article/where-did-forever-21-go-wrong/>]
- “Why Major Brands are Becoming More Size Inclusive” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (July 11, 2019) [Content published in an article on Knowledge@Wharton: <https://knowledge.wharton.upenn.edu/article/major-brands-plus-size-clothing/>]
- “Sustainable and Ethical Fashion: The Future of the Luxury Industry” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (May 10, 2019)



- “In Today’s Fashion World, Ugly is In” *Lehigh College of Business “ilLUMinate” blog/podcast*: <https://cbe.lehigh.edu/blog/posts/in-todays-luxury-fashion-world-ugly-is-in> (February 11, 2019)
  - o Picked up by *The Morning Call* newspaper, February 14, 2019: <https://www.mcall.com/opinion/yourview/mc-opi-ugly-fashion-valentine-20190212-story.html>
- “Gucci’s Misstep: Is a More Diverse Fashion Industry the Answer?,” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (February 10, 2019) [Content published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/gucci-blackface-sweater/>]
- “Five Marketing Lessons from the Payless Shoe Prank,” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (December 7, 2018) [Content published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/five-marketing-lessons-from-the-payless-shoe-store-prank/>]
- “Michael Kors buys Versace: Perspectives on this Luxury Acquisition” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (October 2018)
- “Being Rich in Philly Sure Doesn’t Look Like it used to. From Designer Sweatpants to Chicken Coops: The Lowdown on how Wealth went Stealth,” Interview for the article on the cover of June’s edition of Philadelphia Magazine [Also published online: <https://www.phillymag.com/articles/2018/06/02/new-rich-people-philadelphia/>]
- “How will the Royal Wedding Influence Wedding Trends going Forward?” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (June 2018)
- “Why Luxury Brands are Racing to Embrace E-commerce,” *Knowledge@Wharton* article (March 13 2018) [Published online: <http://knowledge.wharton.upenn.edu/article/luxury-brands-racing-embrace-e-commerce/>]
- “It’s Lawfulness O’Clock: Fake Luxury Watches Keep Striking the Italian Economy,” *European Observatory on Illicit Trade*, article by Stefania d’Ignoti (March 6 2018) [Published online: <https://www.eurobsit.eu/article/its-lawfulness-oclock-italian-fake-luxury-watches-keep-striking-italian-economy/>]
- “Seeing Red: Can a Brand Trademark a Signature Color?,” *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (February 2018) [Content published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/louboutin-red-soles/>]
- “Anti-counterfeiting strategies effectiveness across the globe: Differences in consumer’s perceptions across the United States, Brazil, China, India, and Russia,” with Prof. Peggy Chaudhry, *Wharton Business Radio on Sirius XM*, “Knowledge @ Wharton” program, hosted by Dan Loney (January 2018)
- “Postdoctoral Fellow Spotlight: An Interview with Marketing Postdoctoral Fellow Ludovica Cesareo and the Wharton Neuroscience Initiative (WiN),” *Wharton*. (June 2017) <https://neuro.wharton.upenn.edu/community/cesareo/>
- “Luxury Counterfeiting and Online Piracy,” *Wharton Business Radio on Sirius XM*, “Marketing Matters” program, hosted by Prof. Barbara Kahn and Prof. Americus Reed. (April 2016)

## Teaching Interests

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Principles of Marketing  
 Advertising Management  
 Luxury Branding  
 Marketing Strategy

## Teaching Experience

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### At Lehigh University

Principles of Marketing (MKT111), Undergraduate core semester course  
 Sections 010, 012, 013, and 015  
 Teaching Ratings: 4.50/5 (course average: 4.46/5) Fall 2018, Fall 2019, Fall 2020

### At the Wharton School

#### **Instructor:**

Intro to Marketing (MKTG101), Undergraduate semester course  
 Sections 202, 209, 210, 212 and 220 (honors)  
 Teaching Ratings: 3.59/4 (course average: 3.39) Fall 2015, 2016; Spring 2016, 2017

Advertising Management (MKTG724), MBA elective course  
 Sections 001, 002, and 003  
 Teaching Ratings: 2.50/4 (course average: 2.25) Spring 2016, 2017, 2018

#### **Teaching Assistant:**

Head Teaching Assistant (MKTG101) Fall 2016; Spring 2017

Strategic Marketing Simulation (MKTG613)  
 MBA course January 2016, 2017, 2018

Executive MBA course  
*Prof. David J. Reibstein* April 2018, 2019

Luxury Retailing in Italy and Beyond (MKTG897), MBA global module  
*Prof. Barbara E. Kahn and Prof. David Bell* May 2016

### Other teaching experiences

#### **Instructor:**

Integrated Marketing Communications, intensive undergraduate summer course  
 Lorenzo de' Medici – The Italian International Institute  
 Rome Campus (Italy) Summer 2013, 2014

#### **Teaching Assistant: Sapienza, University of Rome**

Undergraduate courses: Marketing; Marketing Strategy; Management; Business Organization  
 Graduate courses: Advanced Marketing; Corporate and Marketing Communication; Strategic  
 Management; Advanced Business Organization; Business Game (Markstrat module) 2011-2015

## Grants

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Carolann Research Forum at the Department of Marketing, UTSA (2018). Project: “*The Millennial Luxury Mindset: Should Luxury Brands Change their Offerings, and if so, How Much?*,” in collaboration with Vanessa Patrick (University of Houston). Total award \$11,980.

“Funding early-stage research projects” grant, Sapienza, University of Rome (Italy). Winner three consecutive years: 2012-2015. Total award €6,000.

- Research project (2014-2015): *Developing a Generalizable Model of Consumer Complicity with Counterfeit Products.*
- Research project (2013-2014): *No to fakes! Creating a comprehensive brand protection framework for fashion firms in the fight against the current challenges posed by counterfeiting*
- Research project (2012-2013): *Counterfeit Luxury Products: Exploring Consumer Attitudes, Behaviors and Cultural Influences.*



Funded research project: “Analyzing customer-to-customer e-WOM interactions. An empirical study”, Sapienza, University of Rome grant, in collaboration with Prof. Jacob Hornik (*Tel Aviv University*, Israel), Prof. Alberto Pastore, Prof. Maria Vernuccio and Prof. Corrado Gatti (*Sapienza, University of Rome*). 2014-2015. Total award €15,000.

“Integrative Teaching and Tutorship” grant, Faculty of Economics, Sapienza, University of Rome (Italy). 2014. Total awards €3,500.

Joint Research Project CERMES Institute (Bocconi University) – Management Department (Sapienza, University of Rome) on “Integrated Marketing Communication Offline and Online: New Challenges for Advertisers.” 2013-2014. Total award €9,000.

## Honors & Awards

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- 2018 Admitted to the rank of Associate Professor in Italy based on scientific productivity
- 2017 Visiting Professor Program, one week fellowship at R/GA New York City, Advertising Educational Foundation (AEF)
- 2014 Academy of Marketing Science doctoral student travel award
- 2014 “Subject expert” for Marketing, Strategic Management Corporate, Marketing Communications
- 2013 Sapienza Excellent Graduate award
- 2011 Ph.D. in Business Management full scholarship, 1<sup>st</sup> classified, Sapienza
- 2010 Master thesis preparation abroad scholarship, 1<sup>st</sup> classified, Sapienza

## Service

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### To the Field

Editorial review board member – *Journal of Consumer Marketing*.

Scientific advisory board member – *Sinergie Italian Journal of Management*.

Society for Consumer Psychology “Job Market Mentorship Program” – Faculty mentor.

2019 Association for Consumer Research Doctoral Consortium Speaker, “Fresh Advice from the Other Side” panel.

### Ad-hoc Reviewing: Journals

- *The Journal of Consumer Research (trainee)*
- *The Journal of the Association for Consumer Research*
- *The Journal of Business Research*
- *The Journal of Marketing Behavior*
- *The European Journal of Marketing*
- *The European Management Journal*
- *The Journal of Product & Brand Management*
- *The Journal of Marketing Management*
- *The Journal of Global Fashion Marketing*
- *Tourism and Hospitality Research Journal*
- *Convergence: The International Journal of Research into New Media Technologies*.

### Ad-hoc Reviewing: Conferences

- Association for Consumer Research [competitive papers and working papers, North American Conference]
- The Society for Consumer Psychology [competitive papers and working papers]
- The European Marketing Academy
- The Academy of Marketing Science [Annual Congress and World Marketing Congress]
- The Consortium for International Marketing Research

- o Italian chapter of the Association for Information Systems conference (2011).

### At Lehigh University

- *To the College of Business*
  - o Member of the “New Building Committee” since Fall 2018
  - o Member of the “Nominations Committee” since April 2019
- *To the Marketing Department*
  - o Recruiting Committee, Summer/Fall 2019
  - o Organizer of the Extra Credit Research Studies Labs, Fall 2018, April 2019, Fall 2019

### At the Wharton School

Moderator of the panel “Pivoting Brands in the Age of Millennials”. Annual Wharton Marketing Conference, October 21<sup>st</sup> 2016, Philadelphia, PA. Content of the panel published in an article on Knowledge@Wharton: <http://knowledge.wharton.upenn.edu/article/millennials-saying-brand/>; and featured in Penn News Today (12/22/16).

Volunteer at the annual Society for Consumer Psychology (SCP) Winter Conference, February 26-28 2015, Phoenix, AZ

### At Sapienza, University of Rome

Chair of the Organizing Committee for the 2013 WOA Workshop of the Professors and Researchers of Business Organization, “*Organizing in Turbulent Times: the Challenges Ahead*”, May 30-31 2013, Sapienza, University of Rome, Rome.

## Additional Education and Training Information

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### The Wharton School (Fall 2015; Spring 2016)

#### DOCTORAL COURSES

Information Processing Perspectives on Consumer Behavior

Judgment and Decision Making Perspectives on Consumer Behavior

Research Methods in Marketing

PROFESSOR

Americus Reed II

Deborah Small

Robert J. Meyer

### Villanova School of Business (Spring 2014)

Global Advertising and Promotion, MBA course

Charles R. Taylor

### Summer Research Methods School, SDIPA, Università della Calabria (Italy) (2012, 2013)

Multivariate Analyses for the Social Sciences

Structural Equations Modeling

Gaetano N. Miceli

Gaetano N. Miceli

## Professional Affiliations

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The Association for Consumer Research (**ACR**).

The Society for Consumer Psychology (**SCP**).

The European Marketing Academy (**EMAC**).

The Academy of Marketing Science (**AMS**).

The Italian Management Society (**SIMA**).

The Italian Marketing Society (**SIM**).

## Languages

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Mother tongue **Italian** and **English**.

Excellent level of **Spanish**.

Basic **French**.

## Technical Skills

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Proficient with SPSS, AMOS, and LISREL software.

Proficient with SABRE (Strategic Allocation of Business REsources) and MarkStrat simulations.

Good knowledge of SAS, LaTeX and LATENTGOLD software.

Basic knowledge of EVIEWS and UCINET software.