



## Marketing Science

Publication details, including instructions for authors and subscription information:  
<http://pubsonline.informs.org>

## Focus On Authors

To cite this article:

(2021) Focus On Authors. Marketing Science 40(2):392–394. <https://doi.org/10.1287/mksc.2021.1285>

Full terms and conditions of use: <https://pubsonline.informs.org/Publications/Librarians-Portal/PubsOnLine-Terms-and-Conditions>

This article may be used only for the purposes of research, teaching, and/or private study. Commercial use or systematic downloading (by robots or other automatic processes) is prohibited without explicit Publisher approval, unless otherwise noted. For more information, contact [permissions@informs.org](mailto:permissions@informs.org).

The Publisher does not warrant or guarantee the article's accuracy, completeness, merchantability, fitness for a particular purpose, or non-infringement. Descriptions of, or references to, products or publications, or inclusion of an advertisement in this article, neither constitutes nor implies a guarantee, endorsement, or support of claims made of that product, publication, or service.

Copyright © 2021, INFORMS

Please scroll down for article—it is on subsequent pages



With 12,500 members from nearly 90 countries, INFORMS is the largest international association of operations research (O.R.) and analytics professionals and students. INFORMS provides unique networking and learning opportunities for individual professionals, and organizations of all types and sizes, to better understand and use O.R. and analytics tools and methods to transform strategic visions and achieve better outcomes. For more information on INFORMS, its publications, membership, or meetings visit <http://www.informs.org>

## Focus On Authors

<https://doi.org/10.1287/mksc.2021.1285>

Copyright: © 2021 INFORMS

**Tat Chan** (“Consumer Search and Purchase: An Empirical Investigation of Retargeting Based on Consumer Online Behaviors”) is a professor of marketing at the Olin Business School, Washington University in St. Louis. His research interest focuses on using statistics and econometric methods to study individual consumption choices and peer interactions in various markets, as well as employee behaviors within organizations. He has had a wide range of research collaborations with companies across industries and countries. His research has been published in top marketing and economic journals.

**Hai Che** (“Consumer Search and Purchase: An Empirical Investigation of Retargeting Based on Consumer Online Behaviors”) is an associate professor of marketing at the A. Gary Anderson School of Business, University of California, Riverside. His primary research areas are digital marketing, data-driven marketing models and methods, and behavioral economics. His research interest focuses on studying individual behaviors and firm strategies. He has published in major academic journals such as *Marketing Science*, the *Journal of Marketing Research*, and *Quantitative Marketing and Economics*.

**Anwesha De** (“Impact of Political Television Advertisements on Viewers’ Response to Subsequent Advertisements”) is a doctoral candidate at the Kelley School of Business at Indiana University. Her research interests lie in the area of social media, digital marketing, branding, and new product innovations.

**Anthony Dukes** (“Cryptocurrency Adoption with Speculative Price Bubbles”) is a professor at the Marshall School of Business at the University of Southern California. He studies the economics of marketing strategies, particularly as it applies to pricing, retail and distribution channels, and antitrust issues. He received his PhD from the University of Pittsburgh.

**Beth L. Fossen** (“Impact of Political Television Advertisements on Viewers’ Response to Subsequent Advertisements”) is an assistant professor of marketing at the Kelley School of Business, Indiana University. She earned her PhD in marketing at Emory University. Her primary research areas include advertising, social media, online word-of-mouth, and political marketing. She is a past winner

of the ISMS Doctoral Dissertation Proposal Competition Award and the MSI Alden G. Clayton Doctoral Dissertation Proposal Competition Award and has been a finalist for the John D. C. Little Award.

**Zhenling Jiang** (“Consumer Search and Purchase: An Empirical Investigation of Retargeting Based on Consumer Online Behaviors”) is an assistant professor of marketing at the Wharton School, University of Pennsylvania. Zhenling utilizes theory-driven empirical models in her research. Her current research studies various questions in the consumer financial market, such as behavioral biases in financial decision making and financial inclusion enabled by new technology. She is also interested in how consumers search for information and the value of loyalty programs.

**George John** (“Economic Impact of Category Captivity: An Examination of Assortments and Prices”) received his bachelor’s degree in aeronautical engineering from the Indian Institute of Technology, Madras, India, and his MBA from the University of Illinois. After earning his PhD in marketing from Northwestern University, he joined the faculty at the University of Wisconsin before moving to Minnesota. He is the General Mills–Gerot Chair in Marketing at the Carlson School of Management, University of Minnesota. His academic honors include an American Marketing Association award for his PhD dissertation, and he was elected as a “Highly Cited Researcher” in the Business/Economics category by Thomson Reuters Web of Science.

**Girish Mallapragada** (“Impact of Political Television Advertisements on Viewers’ Response to Subsequent Advertisements”) is a Weimer Faculty Fellow and associate professor of marketing at the Kelley School of Business at Indiana University. He received his PhD in business administration from Penn State University. He focuses on innovation, marketing channels, and digital marketing by developing empirical models to explain strategic decision making at firms. He serves on the editorial boards of *Journal of Marketing* and *Journal of Marketing Research*.

**Amit Mehra** (“Entry of Platforms into Complementary Hardware Access Product Markets”) is an associate professor of information systems at the

Jindal School of Management, University of Texas Dallas. He holds a PhD in information systems from the University of Rochester. He currently serves as a senior editor of *Production and Operations Management* and has previously served as an associate editor of *Information Systems Research*. His research has been nominated and has won the best paper awards at major academic conferences, including at INFORMS. He uses analytical models, econometrics, and experiments to examine how technology affects consumer behavior and firm strategies.

**Sarah Moshary** (“How and When to Use the Political Cycle to Identify Advertising Effects”) is an assistant professor of marketing and a Robert King Steel Faculty Fellow at the University of Chicago Booth School of Business. Her work lies at the intersection of quantitative marketing, industrial organization, and political economy. She holds a BA in economics from Harvard and a PhD in economics from Massachusetts Institute of Technology, and previously worked at the University of Pennsylvania, and eBay.

**Om Narasimhan** (“Economic Impact of Category Captivity: An Examination of Assortments and Prices”) earned his PhD in marketing at the University of Southern California, and was the Board of Overseers Chaired Professor of Marketing at the Carlson School of Management, University of Minnesota, prior to joining the London School of Economics in 2012. He has won SIG Best Paper Awards from the American Marketing Association twice and has been named a finalist for the John D. Little Award for the best paper in *Marketing Science*. Professor Narasimhan has been named a Marketing Science Institute Young Scholar. He has also won the Outstanding Researcher of the Year Award and been named the Best Elective MBA Professor of the Year, both at the Carlson School of Management.

**Z. Eddie Ning** (“List Price and Discount in a Stochastic Selling Process”) is an assistant professor of marketing at Cheung Kong Graduate School of Business. He received his doctoral degree in business administration in 2019 from Haas School of Business, University of California, Berkeley. Prior to that he worked briefly as a policy analyst at the Federal Reserve Bank of San Francisco.

**Omid Rafieian** (“Targeting and Privacy in Mobile Advertising”) is a PhD student in quantitative marketing at the Foster School of Business, University of Washington. His research interests encompass topics related to digital marketing, mobile advertising, personalization, and privacy. Omid’s dissertation recently won the MSI Alden G. Clayton Doctoral

Dissertation Proposal Award, and the Vithala R. and Saroj V. Rao ISMS Doctoral Dissertation Award. In summer 2020, Omid joined the Cornell Tech and the SC Johnson School of Management at Cornell University as an assistant professor of marketing.

**Bradley T. Shapiro** (“How and When to Use the Political Cycle to Identify Advertising Effects”) is an associate professor of marketing and a True North Faculty Scholar at the University of Chicago Booth School of Business. His research has focused on estimating the effects of advertising and on economics and marketing in the healthcare industry. He holds a BS in mathematics, a BA in economics, and an MS in mathematics from Virginia Tech and a PhD in economics from Massachusetts Institute of Technology.

**Siddhartha Sharma** (“Entry of Platforms into Complementary Hardware Access Product Markets”) is an assistant professor of operations and decision technologies at the Kelley School of Business. He graduated with an MS in quantitative economics from the Indian Statistical Institute in 2013 and with a PhD in information systems and management from Carnegie Mellon University in 2020. His research focuses on studying strategies and implications of digital platforms using analytical models, econometrics, and machine learning.

**Savannah Wei Shi** (“The Path to Click: Are You on It?”) is an associate professor of marketing at the Leavey School of Business, Santa Clara University. She also holds the J.C. Penney Research Professorship at the Retail Management Institute. Her research interest lies in examining consumers’ dynamic decision making on various digital platforms using biometrics data, online click-stream data, and transactional data.

**Jihong Song** (“How and When to Use the Political Cycle to Identify Advertising Effects”) is a PhD student at Princeton University. He obtained a BA in economics and a BS in mathematics from the University of Chicago. In addition to his work on political advertising, Jihong is working at the intersection of finance and macroeconomics.

**Michael Trusov** (“The Path to Click: Are You on It?”) is professor of marketing at the Robert H. Smith School of Business at the University of Maryland. His research interests include social media, search engines, social networks, e-commerce, recommendation systems, user-generated content, text analysis, eye-tracking, and machine learning. His research has won several awards, including the O’Dell Award, the Paul Green Award, the Donald Lehmann Award, and the SMA Emerging Scholar Award.

**Madhu Viswanathan** (“Economic Impact of Category Captainty: An Examination of Assortments and Prices”) is an assistant professor of marketing at the Indian School of Business (ISB). Prior to joining ISB, he worked as an assistant professor at the University of Arizona. Prof. Viswanathan received his PhD from the University of Minnesota, Twin Cities, and his undergraduate from the Birla Institute of Technology and Science, Pilani.

**Youwei Wang** (“Consumer Search and Purchase: An Empirical Investigation of Retargeting Based on Consumer Online Behaviors”) is a professor in the Department of Information Management and Information Systems, School of Management, Fudan University, China. He obtained his PhD from Northeastern University, China. His research interests include information technology-enabled business strategy, mobile business, and machine learning. He has published in major business journals such as *MIS Quarterly* and *Information Systems Research*, among others.

**Yanhao (Max) Wei** (“Cryptocurrency Adoption with Speculative Price Bubbles”) is an assistant

professor at the Marshall School of Business at the University of Southern California. One of his research areas focuses on the network structures in markets. The other area of his research is the intersection of marketing and finance. He received his PhD from the University of Pennsylvania.

**Hema Yoganarasimhan** (“Targeting and Privacy in Mobile Advertising”) is an associate professor of marketing at the Foster School of Business, University of Washington. She is recognized as one of the leading experts in quantitative marketing. Hema’s research brings together large-scale marketing data, economic theory, and econometric and machine learning tools to help firms optimize and automate their marketing decisions. Her research has won many prestigious awards, including the MSI Alden G. Clayton Doctoral Dissertation Proposal Award, Frank M. Bass Outstanding Dissertation Award, and John D.C. Little Best Paper Award. In 2015, she was recognized as a “MSI Young Scholar,” a biennial program that brings together potential leaders of the next generation of marketing academics.