

Ali SHAMSOLLAHI

Associate Professor

shamsollahi@essec.edu

Department: Marketing

Campus de Cergy

DIPLOMAS

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|------|---|
| 2018 | Ph.D. in Marketing
(University of Melbourne Australia) |
| 2010 | Master of Business Administration in Marketing
(Islamic Azad University, Science and Research Branch Iran) |

CAREER

FULL-TIME ACADEMIC APPOINTMENTS

- | | |
|-------------------|---|
| 2019 - 2025-08-31 | Assistant Professor of Marketing (ESSEC Business School France) |
| 2025 - Now | Associate Professor (ESSEC Business School France) |

PROFESSIONAL APPOINTMENTS

- | | |
|-------------------|--|
| 2010 - 2014-03-10 | Deputy CEO (Research and Consultancy) (Dotic Group Iran) |
| 2005 - 2010-03-11 | Sales & Marketing Manager (Behsazan Jonoob Eng Iran) |

PUBLICATIONS

JOURNAL ARTICLES

[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.](#)

[SHAMSOLLAHI, A., CHMIELEWSKI-RAIMONDO, D., BELL, S. et KACHOUIE, R. \(2021\). Buyer-Supplier Relationship Dynamics: A Systematic Review. *Journal of the Academy of Marketing Science*, 49, pp. 418–436.](#)

[SHAMSOLLAHI, A., ZYPHUR, M.J. et 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. et HEIDE, J. \(2022\). When the Honeymoon is Over: A Theory of Relationship Liabilities and Evolutionary Processes. *Journal of Marketing*, 86\(6\), pp. 32-49.](#)

CONFERENCE PROCEEDINGS

[SHAMSOLLAHI, A., BELL, S. et CHMIELEWSKI-RAIMONDO, D. \(2016\). A Dynamic Perspective of Relationship Repair. Dans: *American Marketing Association Winter Academic Conference*. American Marketing Association \(AMA\), pp. B-26-B-27.](#)

[SHAMSOLLAHI, A., BELL, S. et CHMIELEWSKI-RAIMONDO, D. \(2018\). Interorganizational Relationships Dynamics: A Systematic Review. Dans: *American Marketing Association Summer Academic Conference*. Boston: American Marketing Association \(AMA\), pp. BR-34-BR-35.](#)

PRESS ARTICLE, VIDEO OR OTHER POPULAR MEDIA

[SHAMSOLLAHI, A. \(2021\). Buyer-supplier Relationship Dynamics. *ESSEC Knowledge*.](#)

RESEARCH ACTIVITIES

Member of an academic association

2015 - Now: Member of the American Marketing Association
2020 - Now: Member of the European Marketing Academy

Reviewer for a journal

- Reviewer for Journal of Business & Industrial Marketing

Editorial Board Membership

2024 - Now: Editorial Board Membership - Journal of Business Research