

*ACADEMIC VITA (long version)*  
John R. Hauser

*Address*

MIT Sloan School of Management  
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<https://mitgmtfaculty.mit.edu/jhauser/>

*Education*

- Sc.D. M.I.T., 1975, Operations Research Dissertation: "A Normative Methodology for Predicting Consumer Response to Design Decisions: Issues, Models, Theory and Use."  
Advisor: John D. C. Little. Committee members: Glen L. Urban and Moshe Ben-Akiva.
- S.M. M.I.T., 1973, Civil Engineering (Transportation Systems Division)
- S.M. M.I.T., 1973, Electrical Engineering
- S.B. M.I.T., 1973, Electrical Engineering  
Joint Thesis (S.M.'s and S.B.): "An Efficient Method to Predict the Impacts of Operating Decisions for Conventional Bus Systems." Advisor: Nigel Wilson.

*Honorary Degree*

Doctor Honoris Causa, Erasmus School of Economics, Erasmus University, Dies Natalis 2016.

*Lifetime Achievement Awards*

- Buck Weaver Award 2013, INFORMS Society of Marketing Science (ISMS). This award recognizes lifetime contributions to the theory and practice of marketing science.
- Parlin Award 2001, The American Marketing Association describes this award as "the oldest and most distinguished award in the marketing research field."
- Converse Award 1996, the American Marketing Association, for "outstanding contributions to the development of the science of marketing."
- Churchill Award 2011, the American Marketing Association, Market Research Special Interest Group, for "Lifetime achievement in the academic study of marketing research."
- Fellow of the Institute for Operations Research and Management Science (INFORMS)
- Inaugural Fellow of the INFORMS Society of Marketing Science (ISMS)
- Highly Cited Researcher (ISI Web of Science), Since 2006.

*Awards for Published Papers*

INFORMS Society of Marketing Science John D.C. Little Best-paper Award 2020, Finalist

(formerly The Institute  
of Management Science)

ISMS Long Term Impact Award, 2019, Finalist  
ISMS Long Term Impact Award, 2018, Finalist  
ISMS Long Term Impact Award, 2017, Finalist  
ISMS Long Term Impact Award, 2012, Finalist  
ISMS Long Term Impact Award, 2011, Finalist  
John D.C. Little Best-paper Award, 2015, Finalist  
John D.C. Little Best-paper Award, 2009, Finalist  
John D.C. Little Best-paper Award, 2003, First Place  
John D.C. Little Best-paper Award, 1998, Finalist  
John D.C. Little Best-paper Award, 1994, Finalist  
John D.C. Little Best-paper Award, 1993, First Place  
John D.C. Little Best-paper Award, 1990, Honorable Mention  
Best paper in Marketing Sciences Literature, 1984, Honorable mention.  
Best Paper in Marketing Sciences Literature, 1983, First Place.  
Best Paper in Marketing Sciences Literature, 1982, First Place.  
Two published articles were cited in 2007 as one of "the top 20 marketing  
science articles in the past 25 years.

American Marketing Association:

Explor Award (Leadership in on-line market research), 2004, First-Place  
Finalist, Paul Green Award for contributions to marketing research, 2004  
MSI Award for Most Significant Contribution to Practice of Marketing in 1996.  
Finalist, O'dell Award for best paper in the *Journal of Marketing Research*,  
published in 1986, awarded in 1991.

One of the top 50 most prolific marketing scholars (top journals) in the last 25  
years (1982-2006). Total articles, rate of publication, and author-adjusted rate.

Product Development Management Assoc.

Best Paper Award, Finalist, 2003.  
Best Paper Award, Finalist, 2002.  
One of ten most-cited papers in the *Journal of Product Innovation Management*.  
One of the top articles in educational citations in the last twenty years.

European Marketing Academy

Best Paper in *IJRM*, Finalist, 2014

Sawtooth Software Conference

Best Presentation and Paper, 2006; Runner-up, 2008, Honorable Mention, 2016.

European Society of Marketing Research

Best Paper at Rome conference, September 1984.

Emerald Management Reviews

2010 Citation of Excellence (top 50 of 15,000 published papers in 2009)

Doctoral Consortia Faculty

American Marketing Association, 1979, 1984, 1985, 1986, 1988, 1989, 1991,  
1993, 1995, 1997, 1998, 2001, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2012,  
2013, 2014.

INFORMS Society of Marketing Science, 2002 (founding member), 2003, 2004,  
2012, 2014, 2015, 2017, 2018.

European Marketing Academy, 1985

*Awards, Teaching*

MIT Sloan School of Management:

Nominated for Excellence in Teaching Award 2000, 2007, 2008, 2020  
Named "Outstanding Faculty" by *Business Week Guide to the Best Business  
Schools* (1995).

Excellence in Teaching Award 1994 (Awarded by the Master's Student class).

### *Awards for Thesis Supervision*

American Marketing Association (PhD):	Winner John Howard Dissertation Award (2010, Matt Selove, Committee) Co-winner John Howard Dissertation Award (2005, Olivier Toubia) 1st Place (1981, Ken Wisniewski) Honorable Mention (1979, Patricia Simmie).
INFORMS (PhD)	ISMS Doctoral Dissertation Proposal Award (2016, Artem Timoshenko) Finalist for the Frank Bass Award (2019, Artem Timoshenko, awarded 2023) Winner of the Frank Bass Award (2004, Olivier Toubia, awarded 2005) Winner of the Frank Bass Award (1989, Abbie Griffin, awarded 1995)
MIT Sloan School of Management (PhD):	1st Place (1987, Peter Fader)
MIT Sloan School of Management (Master's):	1st Place (1991, Jon Silver and John Thompson) 1st Place (1983, Steve Gaskin) Honorable Mention (1982, Larry Kahn).
Marketing Science Institute	MSI Alden G. Clayton Doctoral Dissertation Proposal Competition 2017, Artem Timoshenko

### *Awards, Other*

M.I.T. Great Dome Award	September 2023
Who's Who in America	Since 1997
Who's Who in Management Science	Since 2000
Who's Who in Economics	Since 2003
Who's Who in Finance and Business	Since 2009
Harvard Business School:	Marvin Bower Fellow, 1987 - 1988.
National Science Foundation Fellowship:	1971 - 1974.
M.I.T.	National Scholar, 1967 - 1971.
Honor Societies:	Tau Beta Pi, Eta Kappa Nu, Sigma Xi

### *Directorships, Trustee, Advisory Board*

2016 – Present	Founder, Board of Directors, Hyper Morphing Technologies, B.V.
1988 – Present	Founder, Senior Product Development Consultant at Applied Marketing Science, Inc.
March 2003 – July 2009	Trustee, Marketing Science Institute

### *Academic Appointments*

January 1989 - Present	Kirin Professor of Marketing MIT Sloan School of Management Massachusetts Institute of Technology Cambridge, Massachusetts 02142
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July 2017 – June 2023	Head, Marketing Group
January 2020-June 2020	Acting Area Head, Management Science Area and member of Governance Committee
July 2010 – June 2011	Head, Marketing Group
July 2005 – June 2009	Area Head, Management Science Area
July 1988 – June 2003	Head, Marketing Group
September 1993 - May 2000	Co-Director, International Center for Research on the Management of Technology
September 1997 - May 2000	Research Director, Center for Innovation in Product Development
June 2001 – June 2006	Virtual Customer Initiative Leader, Center for Innovation in Product Development
July 1984 - January 1989	Professor of Management Science MIT Sloan School of Management Massachusetts Institute of Technology Cambridge, Massachusetts 02142
July 1987 - June 1988	Marvin Bower Fellow Harvard Business School Harvard University Cambridge, Massachusetts 02163
March 1985 - May 1985	Visiting Lecturer European Institute of Business Administration Fontainebleau, FRANCE
September 1980 - June 1984	Associate Professor of Management Science MIT Sloan School of Management Massachusetts Institute of Technology Cambridge, Massachusetts 02142
September 1975 - August 1980	Assistant Professor of Marketing and of Transportation (granted tenure and promoted in 1980) Graduate School of Management and Transportation Center Northwestern University Evanston, Illinois 60201

*Teaching Interests*

Marketing Management, New Product and Service Development, Competitive Marketing Strategy, Marketing Models, Measurement and Marketing Research, Research Methodology, Marketing Analytics.

*Research Interests*

Consumer decision measurement: conjoint analysis, non-compensatory methods, adaptive methods, machine-learning methods, strategic importance of accuracy. Product forecasting: information acceleration, really-new products, incentive-aligned games. Consumer behavior: cognitive simplicity in decision making and in dynamic models, theory-based models, vivid stimuli. Morphing: website, banner, product assortment. Voice of the customer methods, defensive and competitive strategy, new product development, experimental and quasi-experimental methods.

## Books

Hauser, John R. and Glen L. Urban (2016), *From Little's Law to Marketing Science: Essays in Honor of John D. C. Little*, MIT Press: Cambridge MA.

This is an edited volume that serves as a Festschrift to honor the lifetime achievements of John D. C. Little.

Urban, Glen L. and John R. Hauser (1993), *Design and Marketing of New Products, 2E*, Prentice-Hall.

A comprehensive text that integrates advanced, state-of-the-art techniques to provide graduate-level students and marketing professionals with an understanding of the techniques and an operating ability to design, test, and implement new products and services.

This text has been honored by being selected for both the Prentice-Hall International Series in Management and the Series in Marketing. It has been adopted at a number of major universities. In a 1988 survey it was identified the 1980 version as the most widely used new product textbook at the graduate level.

The revision includes new material on designing for quality, reduced cycle times, prelaunch forecasting, quality improvement, defensive and competitive strategy, value mapping, the integration of marketing and engineering, new issues of organization, customer satisfaction, and new international examples. It is available in Korean and is being translated into Japanese and Chinese. Many current texts draw heavily from our material.

Third most cited work in the *Journal of Product Innovation*, 1984-2004. (Cited May 2010.)

Urban, Glen L., John R. Hauser, and Niki Dholakia (1986), *Essentials of New Product Management*, Prentice Hall.

This is an undergraduate textbook which presents the essential concepts but written for a non-technical audience. It has been translated to Japanese and has sold well in Japan.

Hauser, John R. (1986), *Applying Marketing Management: Four Simulations*, Scientific Press.

This mini-text and software package contains four tutorial exercises for marketing management concepts. With this package students learn positioning, competitive strategy, new product development, and life cycle forecasting while using the personal computer to simulate marketing management problems. A detailed instructor's manual and transparency masters are also available. It is available in Japanese.

Hauser, John R. (1989), *ENTERPRISE: An Integrating Management Exercise*, Scientific Press.

This mini-text and software package contains a comprehensive competitive simulation. Students compete in six markets by making marketing and production decisions. A detailed instructor's manual and administrative software is also available. It is available in Japanese.

## Journal Editor

*Marketing Science*, Editor-in-Chief for Volumes 8, 9, 10, 11, 12, and 13 (1989-1994). Four issues per year including periodic editorials and journal management. Processed about 120 new papers per year. Special Editor for issues on the Theory and Practice of Marketing (2014) and Big Data (2016).

*Journal Publications (available on <https://mitmgmfaculty.mit.edu/jhauser/>, download or link to journal)*

*Citations Reports:* Google Scholar: 34,142 citations, H-index of 63. Visited December 4, 2023.

Burnap, Alex, John R. Hauser, Artem Timoshenko (2023), "Product Aesthetic Design: A Machine Learning Augmentation," *Marketing Science*, 42(6):1029-1056.

Dzyabura, Daria, Siham El Kihal, John R. Hauser, and Marat Ibragimov (2023), "Leveraging the Power of Images in

Predicting Product Return Rates, " *Marketing Science* 42(6):1125-1142.

Proserpio, Davide, John R. Hauser, Tomomichi Amano, Alex Burnap, Tong Guo, Dokiun Lee, Xiao Liu, Randall Lewis, Kanishka Misra, Eric Schwarz, Artem Timoshenko, Lilei Xu, Hema Yoganasimhan (2020), "Soul and Machine (Learning)" *Marketing Letters*, 31:393–404.

Urban, Glen L., Artem Timoshenko, Paramveer Dhillon, and John Hauser (2020), "Cutting Through the Hype of Deep Learning," *MIT Sloan Management Review*, Winter, 71-76.

Hauser, John R., Felix Eggers, and Matthew Selove (2019), "The Strategic Implications of Scale in Choice-Based Conjoint Analysis," *Marketing Science*, 38, 6, 1059-1081.

Dzyabura, Daria and John R. Hauser (2019), "Recommending Products When Consumers Learn their Preferences," *Marketing Science*, 38, 3, 417-441.

Timoshenko, Artem and John R. Hauser (2019), "Identifying Customer Needs from User-Generated Content," *Marketing Science*, 38, 1, 1-20.

Finalist, John D. C. Little Award for Best Article in the Marketing Sciences Literature, 2020.

Lin, Song, Juanjuan Zhang, and John R. Hauser (2015), "Learning from Experience, Simply," *Marketing Science*, 34, 1, (January-February), 1-19.

Finalist, John D. C. Little Award for Best Article in the Marketing Sciences Literature, 2015.

Hauser, John R., Guilherme Liberali, and Glen L. Urban (2014), "Website Morphing 2.0: Switching Costs, Partial Exposure, Random Exit, and When to Morph," *Management Science*, 60, 6, (June), 1594–1616.

Hauser, John R. (2014), "Consideration-Set Heuristics," *Journal of Business Research*, 67 (8), 1688-1699.

Urban, Glen L., Guilherme Liberali, Erin MacDonald, Robert Bordley, and John R. Hauser (2014), "Morphing Banner Advertisements," *Marketing Science*, 33, 1.

Hauser, John R., Songting Dong, and Min Ding (2014), "Self-Reflection and Articulated Consumer Preferences," *Journal of Product Innovation Management*, 31, 1, 17-32.

Liberali, Guilherme, Glen L. Urban, and John R. Hauser (2013), "Competitive Information, Trust, Brand Consideration, and Sales: Two Field Experiments" *International Journal for Research in Marketing*, 30, 2, (June), 101-113.

Finalist, IJRM Best Paper Award, 2014.

Dzyabura, Daria and John R. Hauser (2011), "Active Machine Learning for Consideration Heuristics," *Marketing Science*, 30, 5, (September-October), 801-819.

Hauser, John R. (2011), "A Marketing Science Perspective on Recognition-Based Heuristics (and the Fast and Frugal Paradigm)," *Judgment and Decision Making*, 6, 5, (July), 396-408.

Ding, Min, John Hauser, Songting Dong, Daria Dzyabura, Zhilin Yang, Chenting Su, and Steven Gaskin (2011), "Unstructured Direct Elicitation of Decision Rules," *Journal of Marketing Research*, 48, (February), 116-127.

Hauser, John R., Olivier Toubia, Theodoros Evgeniou, Daria Dzyabura, and Rene Befurt (2010), "Disjunctions of Conjunctions: Cognitive Simplicity and Consideration Sets," *Journal of Marketing Research*, 47, (June), 485-496.

Urban, Glen L., John R. Hauser, Guilherme Liberali, Michael Braun, and Fareena Sultan (2009), "Morph the Web to Build Empathy, Trust, and Sales," *Sloan Management Review*, 50, 4, (Summer), 53-61.

Hauser, John R., Glen L. Urban, Guilherme Liberali, and Michael Braun (2009), "Website Morphing," *Marketing Science*, 28, 2, (March-April), 202-224. Lead article with commentaries by Andrew Gelman, John Gittins, and Hal Varian. Includes rejoinder.

Finalist, John D. C. Little Award for Best Article in the Marketing Sciences Literature, 2009.

Finalist, INFORMS Society for Marketing Science Long Term Impact Award, 2017, 2018, 2019

2010 Emerald Management Reviews Citation of Excellence for one of best articles published in the top 400 business and management journals in 2009. (Top 50 of 15,000 articles.)

Toubia, Olivier, John R. Hauser and Rosanna Garcia (2007), "Probabilistic Polyhedral Methods for Adaptive Choice-Based Conjoint Analysis: Theory and Application," *Marketing Science*, 26, 5, (September-October), 596-610.

Co-winner, American Marketing Association, John Howard Dissertation Award, 2005

Yee, Michael, Ely Dahan, John Hauser, and James Orlin (2007), "Greedoid-Based Non-compensatory Two-Stage Consideration-then-Choice Inference," *Marketing Science*, 26, 4, (July-August), 532-549.

First Place, American Marketing Association Explor Award, 2004

Toubia, Olivier and John R. Hauser (2007), "On Managerial Efficient Designs," *Marketing Science*, 26, 6, (November-December), 851-858.

Garcia, Rosanna, Paul Rummel, and John R. Hauser (2007), "Validating Agent-Based Marketing Models Using Conjoint-Analysis," *Journal of Business Research*, 60, 8, (August), 848-857.

Hauser, John R., Gerald Tellis, and Abbie Griffin (2006), "Research on Innovation: A Review and Agenda for Marketing Science," *Marketing Science*, 25, 6, (November-December), 687-717.

Cited by Thomson Reuters' Essential Science Indicators as a Fast-Breaking Paper in Economics and Business in April 2009.

Cited in 2014 by the *International Journal of Research in Marketing* as one of the top 10 impactful articles published in *Marketing Science* during 2004-2012.

Hauser, John R. and Olivier Toubia (2005), "The Impact of Utility Balance and Endogeneity in Conjoint Analysis," *Marketing Science*, 24, 3, (Summer), 498-507.

Glen L. Urban and John R. Hauser (2004), "'Listening-In' to Find and Explore New Combinations of Customer Needs," *Journal of Marketing*, 68, (April), 72-87.

Toubia, Olivier, John R. Hauser, and Duncan Simester (2004), "Polyhedral Methods for Adaptive Choice-based Conjoint Analysis," *Journal of Marketing Research*, 41, 1, (February), 116-131.

Finalist, Paul Green Award for contributions to the practice of marketing research.

Toubia, Olivier, Duncan I. Simester, John R. Hauser, and Ely Dahan (2003), "Fast Polyhedral Adaptive Conjoint Estimation," *Marketing Science*, 22, 3, (Summer), 273-303.

First Place, John D. C. Little Award for Best Article in the Marketing Sciences Literature, 2003

First Place, Frank M. Bass Award for Best Article Based on a Dissertation, 2005.

Finalist, INFORMS Society for Marketing Science Long Term Impact Award, 2011

- Finalist, INFORMS Society for Marketing Science Long Term Impact Award, 2012
- Dahan, Ely and John R. Hauser (2002), "The Virtual Customer," *Journal of Product Innovation Management*, 19, 5, (September), 332-354.
- Finalist, PDMA Best Paper Award in 2003.
- Hauser, John R. (2001), "Metrics Thermostat," *Journal of Product Innovation Management*, 18, 3, (May), 134-153.
- Finalist PDMA Best Paper Award in 2002.
- Cited by the PDMA in 2007 as one of the top articles in the last twenty years in educational citations.
- Simester, Duncan I, John R. Hauser, Birger Wernerfelt, and Roland Rust (2000), "Implementing Quality Improvement Programs Designed to Enhance Customer Satisfaction: Quasi-experiments in the United States and Spain," *Journal of Marketing Research*, 37, 1, (February), 102-112.
- Hauser, John R. (1998), "Research, Development, and Engineering Metrics." *Management Science*, 44, 12, December, 1670-1689.
- Hauser, John R. and Gerry Katz (1998), "Metrics: You Are What You Measure!" *European Management Journal*, 16, 5, (October), 516-528. Highlighted in "A Round-up of Important Articles from Business Periodicals," in *Mastering Management Review* published by the *Financial Times*.
- Hauser, John R., Duncan I. Simester, and Birger Wernerfelt (1997), "Side Payments in Marketing," *Marketing Science*, 16, 3, 246-255.
- Finalist, John D. C. Little Award for Best Article in the Marketing Sciences Literature, 1997.
- Urban, Glen L., John R. Hauser, William J. Qualls, Bruce D. Weinberg, Jonathan D. Bohlmann and Roberta A. Chicos (1997), "Validation and Lessons from the Field: Applications of Information Acceleration," *Journal of Marketing Research*, 34, 1, (February), 143-153.
- Hauser, John R. and Florian Zettelmeyer (1997), "Metrics to Evaluate R, D&E," *Research Technology Management*, 40, 4, (July-August), 32-38.
- Griffin, Abbie, and John R. Hauser (1996), "Integrating Mechanisms for Marketing and R&D," *Journal of Product Innovation Management*, 13, 3, (May), 191-215.
- One of ten most-cited papers in the *Journal of Product Innovation Management* (JPIM 24, 3, 2007, p.209)
- Hauser, John R., Duncan I. Simester, and Birger Wernerfelt (1996), "Internal Customers and Internal Suppliers," *Journal of Marketing Research*, 33, 3, (August), 268-280.
- Urban, Glen L., Bruce Weinberg and John R. Hauser (1996), "Pre-market Forecasting of Really-New Products," *Journal of Marketing*, 60,1, (January), 47-60. Abstracted in the *Journal of Financial Abstracts*, 2, 23A, (June) 1995.
- 1996 MSI Award for the most significant contribution to the advancement of the practice of marketing.
- Hauser, John R., Duncan I. Simester, and Birger Wernerfelt (1994), "Customer Satisfaction Incentives," *Marketing Science*, 13, 4, (Fall), 327-350.
- Finalist, John D. C. Little Award for Best Article in the Marketing Sciences Literature, 1994.
- Hauser, John R., Glen L. Urban, and Bruce Weinberg (1993), "How Consumers Allocate their Time When Searching for Information," *Journal of Marketing Research*, 30, 4, (November), 452-466.



Hauser, John R. (1993), "How Puritan Bennett Used the House of Quality," *Sloan Management Review*, 34, 3, (Spring), 61-70. Reprinted in *Taiwan Philips News* (in Chinese), 23, 1, (Feb), 1994.

Griffin, Abbie and John R. Hauser (1993), "The Voice of the Customer," *Marketing Science*, 12, 1, (Winter), 1-27.

First-place, John D. C. Little Award for Best Article in Marketing Sciences Literature, 1993.

First Place, Frank M. Bass Award for Best Article Based on a Dissertation, 1995.

Cited in 2007 by the INFORMS Society of Marketing Science as one "of the top 20 marketing science articles in the past 25 years.

Cited in 2014 by the *International Journal of Research in Marketing* as one of the top 10 academically most impactful marketing science papers.

Griffin, Abbie and John R. Hauser (1992), "Patterns of Communication Among Marketing, Engineering, and Manufacturing -- A Comparison between Two New Product Teams," *Management Science*, 38, 3, (March), 360-373.

One of the 500 most-cited articles in the first 50 years of *Management Science*.

Urban, Glen L., John R. Hauser, and John H. Roberts (1990), "Prelaunch Forecasting of New Automobiles: Models and Implementation," *Management Science*, 36, 4, (April), 401-421. Reprinted in *Modeling for Management, Vol. 1*, George P. Richardson, ed., Dartmouth Publishing Co., Hampshire England.

INFORMS (TIMS) Finalist, Best Article in Marketing Science Literature, 1990.

Hauser, John R. and Birger Wernerfelt (1990), "An Evaluation Cost Model of Consideration Sets," *Journal of Consumer Research*, 16, (March), 393-408.

Hauser, John R. and Birger Wernerfelt (1989), "The Competitive Implications of Relevant-Set/Response Analysis," *Journal of Marketing Research*, 26, 4, (November), 391-405.

Hauser, John R. and Don Clausing (1988), "The House of Quality," *Harvard Business Review*, 66, 3, (May-June), 63-73. Reprinted in *The Product Development Challenge*, Kim B. Clark and Steven C. Wheelwright, eds., Harvard Business Review Book, Boston MA 1995. Reprinted in *IEEE Engineering Management Review*, 24, 1, Spring 1996. Translated into German and published in Hermann Simon and Christian Homburg (1998), *Kunderzufriedenheit*, (Druck and Buchbinder, Hubert & Co.: Gottingen, Germany).

Fader, Peter and John R. Hauser (1988), "Implicit Coalitions in a Generalized Prisoner's Dilemma," *Journal of Conflict Resolution*, 32, 3, (September), 553-582.

Hauser, John R. (1988), "Competitive Price and Positioning Strategies," *Marketing Science*, 7, 1, (Winter), 76-91.

Hauser, John R. (1986), "Agendas and Consumer Choice," *Journal of Marketing Research*, 2, 3, (August), 199-212. (Includes unpublished appendix containing "Proofs of Theorems and Other Results.") Reprinted in Gregory S. Carpenter, Rashi Glazer, and Kent Nakamota (1997), *Readings on Market-Driving Strategies, Towards a New Theory of Competitive Advantage*, (Reading, MA: Addison-Wesley Longman ,Inc.)

Finalist, 1991 American Marketing Associations O'dell Award for Best Paper in *JMR* (5-year lag)

Hauser, John R. and Glen L. Urban (1986), "Value Priority Hypotheses for Consumer Budget Plans," *Journal of Consumer Research*, 12, 4, (March), 446-462.

Eliashberg, Jehoshua and John R. Hauser (1985), "A Measurement Error Approach for Modeling Consumer Risk Preference," *Management Science*, 31, 1, (January), 1-25.

Hauser, John R., and Steven P. Gaskin (1984), "Application of the 'DEFENDER' Consumer Model," *Marketing Science*, 3, 4, (Fall), 327-351. Reprinted (in French) in *Recherche et Applications on Marketing*, Vol. 1, April 1986, pp. 59-92.

Urban, Glen L., P. L. Johnson and John R. Hauser (1984), "Testing Competitive Market Structures," *Marketing Science*, 3, 2, (Spring), 83-112.

INFORMS (TIMS) Finalist, Best Article in Marketing Science Literature, 1984.

Hauser, John R. (1984), "Consumer Research to Focus R&D Projects" *Journal of Product Innovation Management*, 1, 2, (January), 70-84.

Hauser, John R., and Steven M. Shugan (1983), "Defensive Marketing Strategy," *Marketing Science*, 2, 4, (Fall), 319-360.

INFORMS (TIMS) Best Article in Marketing Science Literature, 1983.

Cited in 2007 by the INFORMS Society of Marketing Science as one "of the top 20 marketing science articles in the past 25 years.

Republished in 2008 as one of eight "classic" articles in *Marketing Science*.

Cited in 2014 by the *International Journal of Research in Marketing* as one of the top 10 academically most impactful marketing science papers.

Hauser, John R., and Kenneth J. Wisniewski (1982), "Application Predictive Test, and Strategy Implications of a Dynamic Model of Consumer Response," *Marketing Science*, 1, 2, (Spring), 143-179.

Hauser, John R., and Kenneth J. Wisniewski (1982), "Dynamic Analysis of Consumer Response to Marketing Strategies," *Management Science*, 28, 5, (May), 455-486.

INFORMS (TIMS) Best Article in Marketing Science Literature, 1982.

Tybout, Alice M. and John R. Hauser (1981), "A Marketing Audit Using a Conceptual Model of Consumer Behavior: Application and Evaluation," *Journal of Marketing*, 45, 3, (Summer), 81-101.

Hauser, John R., and Patricia Simmie (1981), "Profit Maximizing Perceptual Positions: An Integrated Theory for the Selection of Product Features and Price," *Management Science*, 27, 2, (January), 33-56.

One of the 500 most-cited articles in the first 50 years of *Management Science*.

Hauser, John R., Frank S. Koppelman and Alice M. Tybout (1981), "Consumer-Oriented Transportation Service Planning: "Consumer Analysis and Strategies," *Applications of Management Science*, 1, 91-138.

Hauser, John R., and Steven M. Shugan (1980), "Intensity Measures of Consumer Preference," *Operation Research*, 28, 2, (March-April), 278-320.

Hauser, John R., and Frank S. Koppelman (1979), "Alternative Perceptual Mapping Techniques: Relative Accuracy and Usefulness," *Journal of Marketing Research*, 16, 4, (November), 495-506.

Hauser, John R., and Glen L. Urban (1979), "Assessment of Attribute Importances and Consumer Utility Functions: von Neumann-Morgenstern Theory Applied to Consumer Behavior," *Journal of Consumer Research*, 5, (March), 251-262.

Koppelman, Frank S. and John R. Hauser (1979), "Destination Choice Behavior for Non-Grocery Shopping Trips,"

*Transportation Research Record*, 673, 157-165.

Hauser, John R. (1978), "Consumer Preference Axioms: Behavioral Postulates for Describing and Predicting Stochastic Choice," *Management Science*, 24, 13, (September), 1331-1341.

Hauser, John R. (1978), "Testing the Accuracy, Usefulness and Significance of Probabilistic Models: An Information Theoretic Approach," *Operations Research*, 26, 3, (May-June), 406-421.

Hauser, John R. and Glen L. Urban (1977), "A Normative Methodology for Modeling Consumer Response to Innovation," *Operations Research*, 25, 4, (July-August), 579-619.

*Published Notes and Commentaries (available on <https://mitmgmfaculty.mit.edu/jhauser/>, download or link to journal)*

Hauser, John R. (2016), "The Marketing Science Revolution and Subsequent Evolution," *103rd Dies Natalis of Erasmus University*, November 2016.

Hauser, John R. (2016), "Phenomena, Theory, Application, Data, and Methods all Have Impact," *Journal of the Academy of Marketing Sciences*, forthcoming.

Chintagunta, Pradeep, Dominique Hanssens, John R. Hauser (2016), "Marketing Science and Big Data," *Marketing Science*, 35, 1, 1-2.

Hauser, John R. (2016), "Paul E. Green: An Applications' Guru," in Vithala Rao and V. Srinivasan, Eds., *Paul Green's Legends Volume: Conjoint Analysis Applications*, (Newbury Park, CA: Sage Publications). Forthcoming.

Hauser, John R. (2016), "Perspectives on Paul E. Green," in Vithala Rao and V. Srinivasan, Eds., *Paul Green's Legends Volume: Paul Green's Contributions to Conjoint Analysis – Early Years*, (Newbury Park, CA: Sage Publications). Forthcoming.

Sunil Gupta, Dominique Hanssens, John Hauser, Donald Lehmann, and Bernd Schmitt (2014), "Theory and Practice in Marketing Special Section in Marketing Science," *Marketing Science*, 33, 1.

Chintagunta, Pradeep, Dominique Hanssens, John R. Hauser, Jagmohan Singh Raju, Kannan Srinivasan, and Richard Staelin (2013), "Marketing Science: A Strategic Review," *Marketing Science*, 33, 1, (January-February).

Hauser, John R. (2011), "New Developments in Product-Line Optimization," *International Journal on Research in Marketing*, 28, 26-27. Commentary on papers by Michalek, Ebbes, Adigüzel, Feinberg, and Papalambros, "Enhancing Marketing with Engineering," and Tsafarakis, Marinakis, and Matsatsinis, "Particle Swarm Optimization for Optimal Product Line Design."

Hauser, John R. and Steven M. Shugan (2007), "Comments on 'Defensive Marketing Strategy,'" *Marketing Science*, 27, 1, (January-February), 85-87.

Rangaswamy, Arvind, Jim Cochran, Tülin Erdem, John R. Hauser, and Robert J. Meyer (2007), "Editor-in-Chief Search Committee Report: The Digital Future is Here," *Marketing Science*, 27, 1, (January-February), 1-3.

Hauser, John R. (2006), "Twenty-Five Years of Eclectic Growth in Marketing Science," *Marketing Science* (invited commentary), 25, 6, (November-December), 557-558.

Hauser, John R., Greg Allenby, Frederic H. Murphy, Jagmohan Raju, Richard Staelin, and Joel Steckel (2005), "Marketing Science – Growth and Evolution," *Marketing Science*, 24, 1, (Winter), 1-2, invited editorial.

Hauser, John R., Scott Carr, Barbara Kahn, James Hess, and Richard Staelin (2002), "Marketing Science: A Strong Franchise with a Bright Future," *Marketing Science*, 21, 1, (Winter), invited editorial.

Hauser, John R. (1984), "Price Theory and the Role of Marketing Science," *Journal of Business*, Vol. 57, No. 1, (January), S65-S72.

Hauser, John R. (1980), "Comments on 'Econometric Models of Probabilistic Choice Among Products'," *Journal of Business*, 53, 3, Part 2, (July 1980), S31-S34.

*Papers in Edited Volumes and/or Proceedings (most are available on <https://mitmgmtfaculty.mit.edu/jhauser/>, download or link to journal)*

Befurt, Rene, Felix Eggers, and John R. Hauser (2024), "Supply Side Considerations When Using Conjoint Analysis in Litigation," *Handbook of Marketing Analytics: Methods and Applications in Marketing, Public Policy, and Litigation* (Edward Elgar), Natalie Mizik and Dominique Hanssens, Eds.

Hauser, John R., Chengfeng Mao, and James Li (2023), "Artificial Intelligence and User-generated Data are Transforming how Firms come to Understand Customer Needs," *Review of Marketing Research*, K. Sudhir and Olivier Toubia, eds, Volume 20, 147–167. *forthcoming*

Hauser, John R. (2022), "Reflections on a Career as a Marketing Engineer," *Foundations and Trends in Marketing. Reflections of Eminent Marketing Scholars*, Chapter 24, 116-121/

Eggers, Felix, John R. Hauser, Matthew Selove (2016), "The Effects of Incentive Alignment, Realistic Images, Video Instructions, and Ceteris Paribus Instructions on Willingness to Pay and Price Equilibria," *forthcoming, Proceedings of the Sawtooth Software Conference*, Park City, Utah, September 28-30, 2016.

Honorable Mention, Best Paper at Sawtooth Software Conference, 2016.

Timoshenko, Artem and John R. Hauser (2016). "Mining and Organizing User-Generated Content to Identify Attributes and Attribute Levels," *forthcoming, Proceedings of the Sawtooth Software Conference*, Park City, Utah, September 28-30, 2016.

Hauser, John R. (2016), "Comments on "How Many Options? Behavioral Responses to Two Versus Five Alternatives Per Choice" by Martin Meissner, Harmen Oppewal, And Joel Huber, *Proceedings of the Sawtooth Software Conference*, Park City, Utah, September 28-30, 2016.

Liberali, Gui, John R. Hauser, and Glen L. Urban (2017), "Morphing Theory and Applications," *Handbook of Marketing Decision Models* (New Edition, 2017), International Series in Operations Research & Management Science published by Springer Science and Business Media, Berend Wierenga and Ralf van der Lans, Editors.

Selove, Matthew and John R. Hauser (2010), "How Does Incorporating Price Competition into Market Simulators Affect Product Design Decisions?" *Proceedings of the Sawtooth Software Conference*, Newport Beach, CA, Oct 6-8, 2010.

Hauser, John R. and Glen L. Urban (2009), "Profile of John D. C. Little," in Saul I. Gass and Arjang A. Assad eds. *Profiles in Operations Research*, (New York, NY: Springer).

Ding, Min, Steven Gaskin, and John Hauser (2009), "A Critical Review of Non-compensatory and Compensatory Models of Consideration-Set Decisions," *2009 Sawtooth Software Conference Proceedings*, Delray, FL, March 23-27, 2009, 207-232.

Runner-up, Best Paper at Sawtooth Software Conference, 2009.

Gaskin, Steven, Theodoros Evgeniou, Daniel Bailiff, John Hauser (2007), "Two-Stage Models: Identifying Non-Compensatory Heuristics for the Consideration Set then Adaptive Polyhedral Methods Within the Consideration Set," *Proceedings of the Sawtooth Software Conference* in Santa Rosa, CA, October 17-19, 2007.

Hauser, John R. and Ely Dahan (2010), "New Product Development," in Rajiv Grover, Ed., *Essentials of Marketing Management*, (Englewood Cliffs, NJ: Prentice Hall), *forthcoming* January 2011.

Toubia, Olivier, Theodoros Evgeniou, and John Hauser (2007), "Optimization-Based and Machine-Learning

Methods for Conjoint Analysis: Estimation and Question Design,” in Anders Gustafsson, Andreas Herrmann and Frank Huber, Eds, *Conjoint Measurement: Methods and Applications*, 4E, (New York, NY: Springer). 231-258.

Hauser, John R., Ely Dahan, Michael Yee, and James Orlin (2006), “‘Must Have’ Aspects vs. Tradeoff Aspects in Models of Customer Decisions,” *Proceedings of the Sawtooth Software Conference* in Del Ray Beach, FL, March 29-31, 2006

Best Paper at the Sawtooth Software Conference, 2006.

Hauser, John R. and Vithala Rao (2004), “Conjoint Analysis, Related Modeling, and Applications,” *Advances in Market Research and Modeling: Progress and Prospects*, Jerry Wind and Paul Green, Eds., (Boston, MA: Kluwer Academic Publishers), 141-168.

Dahan, Ely and John R. Hauser (2003), "Product Management: New Product Development and Launching," *Handbook of Marketing*, Barton Weitz and Robin Wensley, Eds, Sage Press, (June), 179-222.

Hauser, John R. (1997), “The Role of Mathematical Models in the Study of Product Development,” *Proceedings of the 14th Paul D. Converse Awards Conference*, University of Illinois, Champaign-Urbana, IL, 72-90.

Swanson, Derby A. and John R. Hauser (1995), "The Voice of the Customer: How Can You Be Sure You Know What Customers Really Want?" *Proceedings of the 1st Pacific Rim Symposium of Quality Function Deployment*, MacQuarie University, NSW Australia, February 15-17.

Little, John D. C., Leonard M. Lodish, John R. Hauser, and Glen L. Urban (1993), "Comment on 'Marketing Science's Pilgrimage to the Ivory Tower' by Hermann Simon," in *Research Traditions in Marketing*, Gary L. Lilien, Bernard Pras, and Gilles Laurent, eds, (Kluwer), 45-51.

Hauser, John R. (1986), "Theory and Application of Defensive Strategy" in *The Economics of Strategic Planning*, Lacy G. Thomas, ed., (Lexington Books, D. C. Heath & Co.: Lexington, MA), 113-140. Reprinted by the Marketing Science Institute.

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Hauser, John R. and Glen L. Urban (1984), "Consumer Durables: Actual Budgets Compared to Value Priority Model - Preliminary Results and Managerial Implications," *Proceedings of the ESOMAR-Congress*, Rome, Italy, (September).

Best Paper at ESOMAR Rome Conference, 1984.

Hauser, John R., John H. Roberts and Glen L. Urban (1983), "Forecasting Sales of a New Consumer Durable: A Prelaunch Modeling and Measurement Methodology," *Advances and Practices of Marketing Science*, Fred S. Zufryden, ed., (The Institute of Management Science: Providence, RI), 115-128.

Hauser, John R., and Glen L. Urban (1982), "Prelaunch Forecasting of New Consumer Durables: Ideas on a Consumer Value-Priority Model," in A. D. Shocker and R. Srivastava, eds., *Analytic Approaches to Product and Market Planning*, Vol. 2, (Marketing Science Institute: Cambridge Massachusetts), 276-296.

Hauser, John R. (1982), "Comments on 'A Survey of Experimental Market Mechanisms for Classical Environments'," *Research in Marketing, Supplement 1: Choice Models for Buyer Behavior*, L. McAlister, ed., (JAI Press: Greenwich, CT), Spring, 49-56.

Hauser, John R. (1981), "Comments on 'Violations of Regularity and the Similarity Hypothesis by Adding Asymmetrically Dominated Alternatives to the Choice Set'," *Proceedings of the Special Conference on Choice Theory*, Joel Huber, ed., (Duke University: Durham, NC), June.

Hauser, John R., and Frank S. Koppelman (1979), "An Empirical Comparison of Techniques to Model Consumer Perceptions and Preferences," in A. D. Shocker, ed., *Analytic Approaches to Product and Marketing Planning*, (Marketing Science Institute: Cambridge, Massachusetts), 216-238.

Tybout, Alice M., John R. Hauser, and Frank S. Koppelman (1977), "Consumer-Oriented Transportation Planning: An Integrated Methodology for Modeling Consumer Perceptions, Preferences and Behavior," *Advances in Consumer Research*, Vol. 5, (Chicago, Illinois), October.

Hauser, John R. and Steven M. Shugan (1977), "Extended Conjoint Analysis with Intensity Measures and Computer Assisted Interviews: Applications to Telecommunications and Travel," *Advances in Consumer Research*, Vol. 5, (Chicago, Illinois), October.

Hauser, John R. and Frank S. Koppelman (1977), "Designing Transportation Services: A Marketing Approach." *Proceedings of the Transportation Research Forum*, (Atlanta, GA), October, 638-652.

Hauser, John R. and Peter R. Stopher (1976), "Choosing an Objective Function Based on Modeling Consumer Perceptions and Preferences," *Proceedings of the International Conference on Cybernetics and Society*, (Washington, D.C.), November, 26-31.

*Magazine Article, Etc. (most available for download on <https://mitmgmtfaculty.mit.edu/jhauser/>)*

Hauser, John R. (2017). "How companies like United and Wells Fargo can win back consumer trust." *The Conversation*, April 19, 2017.

Chintagunta, Pradeep, Dominique Hanssens, John R. Hauser (2016), "Marketing and Data Science: Together the Future is Ours," forthcoming, *The GfK Marketing Intelligence Review*, Special Issue on Data Science, November 2016

Hauser, John R., Abbie Griffin, and Steve Gaskin (2011), "The House of Quality," *Wiley International Encyclopedia of Marketing*, (Chichester, West Sussex UK: John Wiley & Sons, Ltd.).

Abbie Griffin, Steve Gaskin, Robert Klein, Gerry Katz, and John R. Hauser (2009), "The Voice of the Customer," *Wiley International Encyclopedia of Marketing*, (Chichester, West Sussex UK: John Wiley & Sons, Ltd.).

Hauser, John R. (2002), "Marketing Makes a Difference," *Marketing Management*, (January/February), 11, 1, 46-47.

Hauser, John R. (2000), "Going Overboard on Platforms," *AMS Voices*, 8.

Hauser, John R. (1997), "The Problem with Pinball," *AMS Voices*, 4.

Hauser, John R. (1996), "You Are What You Measure," *AMS Voices*, 1.

Hauser, John R. (1995), "Internal Customers," *Insight*, 4, 1.

Hauser, John R. (1994), "Quality Function Deployment," *Marketing Encyclopedia for the Year 2000*, Jeffrey Heilbrunn, ed., American Marketing Association, Chicago, IL, 60606.

Hauser, John R. (1993), "Are Customer-Satisfaction Programs Profitable?" *Insight*, 3.

Hauser, John R. (1988), "Customer Driven Engineering," *Design News*, (July 18), p. 50.

Hauser, John R. and Robert L. Klein (1988), "Without Good Research, Quality is a Shot in the Dark," *Marketing News*, Vol. 22, No. 1, January 4. Page 1.

Hauser, John R. (1986), "'Defender' Helps Mature Brands Ward off New Foes," *Marketing Educator*, 5, 3, (Fall), 5.

*Working Papers (most available for download on <https://mitmgmfaculty.mit.edu/jhauser/>)*

Burnap, Alex and John R. Hauser (2023), "Predicting "Design Gaps" in the Market: Deep Consumer Choice Models under Probabilistic Design Constraints," (Cambridge, MA: MIT Sloan School of Management). In draft.

Ibragimov, Marat, Siham El Kihal, and John R. Hauser (2023), " From clicks to returns: Website Browsing and Product Returns," Cambridge, MA: MIT Sloan School of Management).

Liberali, Gui, Eric Boersma, Hester Lingsma, Jasper Brugts, Diederik Dippel, Jan Tijssen, John R. Hauser (2022), "Real-time Adaptive Design of Clinical Trials," (Rotterdam, NL: Erasmus University).

Ethics Case: Hauser, John R. (2022), "Cartominyx -- Ethics of Drug and Vaccine Testing"

*Classic Working Papers (Support published papers with additional information)*

Braun, Michael, Clarence Lee, Glen L. Urban, and John R. Hauser (2009), "Does Matching Website Characteristics to Cognitive Styles Increase Online Sales?," (Cambridge, MA: MIT Sloan School of Management).

Zettelmeyer, Florian and John R. Hauser (1995), "Metrics to Evaluate R&D Groups: Phase I, Qualitative Interviews," Working Paper, International Center for Research on the Management of Technology, MIT, Cambridge, MA, 02142.

Hauser, John R. (1991), "Comparison of Importance Measurement Methodologies and their Relationship to Consumer Satisfaction," (Cambridge, MA: MIT Sloan School of Management).

Shugan, Steven M. and John R. Hauser (1978), "Designing and Building a Marketing Research Information System," Working Paper, Northwestern University, Evanston, IL.

*Research in Progress*

Identifying feasible design gaps using big data and deep learning (with Alex Burnap)

Fractional updating for multi-arm bandit approaches to the design of randomized medical clinical trials (with Gui Liberali and Bob Rombach)

Identifying new opportunities for product development by inferring attributes and their importance from user-generated content (with Chengfeng Mao).

Using Large Language Models (LLM) to formulate customer needs from user-generated content (with Chengfeng Mao and Artem Timoshenko)

Identifying story arcs and their implications in online advertising (with Madhav Kumar and Nina Wang)

*Research Reports (not otherwise listed)*

Hauser, John R. (1996), "R&D Metrics: An Annotated Bibliography," ICRMOT Working Paper, M.I.T., Cambridge, MA 02142. (June) Also available as a Marketing Science Institute Working Paper (November).

Hauser, John R. and Greg Cirmak (1987), "Consumer Driven Engineering for the CHEK Automobiles," Information Resources, Inc. Report to General Motors, Inc. Details the results of a major study on consumer perceptions and preferences of luxury automobiles. April.

Hauser, John R. (1983), "Critique of Market Studies for Cellular Radio Telephone. Affidavits before the FCC evaluating market studies, June and September.

Hauser, John R. (1983), "Forecasts of Demand and Cellular Radio Telephone. Affidavits before the FCC for five

major and nine minor markets. June and April.

Hauser, John R., and J. Bertan (1982), "Auto Show Interviews," Internal Report to Buick Division of General Motors, June.

Hauser, John R., and Kenneth J. Wisniewski (1981), "Monitoring the Implementation of Innovative Transportation Services, Phase I: Final Report," Technical Report to the Urban Mass Transit Administration, Research Grant IL-11-0012, May.

Hauser, John R. and Kenneth J. Wisniewski (1979), "Consumer Analysis for General Travel Destinations," Technical Report, Transportation Center, Northwestern University, March.

Hauser, John R. and Steven M. Shugan (1978), "Designing and Building a Market Research Information System," Technical Report, Transportation Center, Northwestern University, February.

Hauser, John R. (1978), "Forecasting and Influencing the Adoption of Technological Innovations," Technical Report, Transportation Center, Northwestern University, October.

Hauser, John R., Alice M. Tybout and Frank S. Koppelman (1978), "Consumer-Oriented Transportation Services Planning: The Development and Implementation of a Questionnaire to Determine Consumer Wants and Needs," Technical Report, Transportation Center, Northwestern University, October.

Tybout, Alice M., Frank S. Koppelman and John R. Hauser (1977), "Consumer Views of Transportation in Evanston: A Report Based on Focus Group Interviews," Technical Report, Transportation Center, Northwestern University, June.

Koppelman, Frank S., John R. Hauser and Alice M. Tybout (1977), "Preliminary Analysis of Perceptions, Preferences, Beliefs and Usage of Transportation Services for Travel to Downtown Evanston," Technical, Report, Transportation Center, Northwestern University, May.

Hauser, John R. (1977), "Results of the Focus Group Interviews for Shared Ride Auto Transit," Cambridge Systematics Consultant's Report, May.

Hauser, John R. (1976), "Report on the Applicability of Attitudinal research for Improving the Effectiveness of Transportation Demand Models," Position Paper commissioned by Cambridge Systematics, Inc., April.

Wilson, Nigel, R. W. Weissberg and John R. Hauser (1976), "Advanced Dial-a-Ride Algorithms--Final Report," M.I.T. Department of Civil Engineering Technical Report, April.

Hauser, John R., et al. (1974), "The Chemung County Transit Survey." Volunteers in Technical Assistance (a division of VISTA) publication for Chemung County, NY, June. (Includes analysis of transportation options based on the results of the survey designed and implemented by the technical team.)

Hauser, John R. (1974), "A Cost Model for RTS (Rochester, NY) Conventional Bus Routes," M.I.T., Department of Civil Engineering Report, January.

Hauser, John R. (1973), "An Efficient Model for Planning Bus Routes in Communities with Populations Between 20,000 and 250,000," M.I.T., Operations Research Center Working Paper OR-029-993, November.



*Research Grants*

July 2007 – June 2008	Understanding Non-compensatory Decision Making for Consideration Decisions (under Consortium with MIT Center for eBusiness and General Motors, Inc.)
June 2000 – May 2006	Center for Innovation in Product Development, MIT, Initiative Leader, Virtual Customer.
January 2001 – May 2002	eBusiness Center at MIT. Design and Delivery of Online Promotions. (with John Little, Duncan Simester, and Glen Urban).
January 1997 – May 2000	Center for Innovation in Product Development, Engineering Research Center Grant from the National Science Foundation. Research Director. In addition, research grants for non-monetary incentives, procurement metrics, and virtual customer methods.
June 1999 – May 2000	“Metrics Thermostat,” International Center for Research on the Management of Technology (Principal Investigator).
June 1999- May 2001	“New Product Metrics at Ford and the US Navy,” Center for Innovation in Product Development
June 1999- May 2001	“Lean Sustainment Metrics at the USAF,” Lean Sustainment Initiative at MIT
June 1994 - May 1999	"Metrics to Value R&D," International Center for Research on the Management of Technology (Principal Investigator). General topic. Detailed proposals were for various aspects of the problem.
June 1991 - May 1994	"Customer Needs, Customer Satisfaction, Sales, and Profit: Providing the Right Incentives to Engineering and R&D," International Center for Research on the Management of Technology (co-Principal Investigator with Birger Wernerfelt)
January 1990 - June 1992	"Information Acceleration and Preproduction Forecasting of New Autos, Phases I and II." General Motors Electric Vehicle Project. (Associate)
December 1988 - June 1990	"Improved Methodologies to Measure Consumer Needs," Procter & Gamble Company. (Principal Investigator)
September 1981 - December 1985	"Prelaunch Forecasting System for New Consumer Durables and Its Applications to Auto Purchases," General Motors, Buick Division (co-Principal Investigator with Glen L. Urban).
January 1981 - May 1981	"Marketing Approaches in Travel Demand," United Parcel Service Grant (Faculty Advisor).
January 1979 - August 1980	"Monitoring the Implementation of Innovative Public Transportation Services" from University Research Program of the Urban Mass Transportation Administration (Principal Investigator).
July 1975 - September 1977	"Consumer-Oriented Transportation Service Planning." from the Program of University Research, U.S. Department of Transportation (Faculty Associate).
September 1977 - January 1978	"Consumer-oriented Transportation Service: Modification and Evaluation" from Program of University Research, USDOT (Faculty Associate).

May 1976 - September 1978	"Enhancement of Communications with a Small Scientific Community Using Slow-Scan Televideo Terminals and Voice-Grade Telephone Lines" from the National Science Foundation (Faculty Associate).
January 1976 - December 1976	"A Method for Assessing Pricing and Structural Changes on Transport Mode Use," U.S. Department of Transportation (Faculty Associate).
September 1976 - June 1977	"Prediction of Urban Recreational Demand" from the National Science Foundation (Faculty Consultant).

*Invited Lectures (Outside the MIT Sloan School)*

Emory University Goizueta Business School, February 9, 2024. "Multi-arm Bandits for Medical Testing."

The Wroe Alderson Virtual Symposium 2021, Wharton School, the University of Pennsylvania, May 25, 2021. "An Enjoyable Journey into the Future"

Whitman School of Management, Syracuse University, Syracuse, NY, April 14, 2021, "Aesthetics in Product Design."

Northeastern University Seminar Series, Boston, MA, November 11, 2019, "Product Recommendations when Consumers Learn their Preferences." (joint research with Daria Dzyabura).

Carnegie Mellon University, April 8, 2016, "The Effect of Precision on Strategic Positioning."

University of North Carolina, Kenan-Flagler Business School, Marketing Department. March 7, 2014. "Learning from Experience, Simply."

Marketing Science Institute, November 2012, "Panel Discussion: Perspectives on Big Data from Marketing Scholars," Cambridge, MA.

Wharton School, University of Pennsylvania, April 2009, "Website Morphing"

Max Planck Institute for Human Development, Center for Adaptive Behavior and Cognition, Summer Institute on Bounded Rationality in Psychology and Economics, August 2006, "Greedoid-Based Non-Compensatory Consider-then-Choice Inference."

Northwestern University, Evanston, IL, April 2006, "Greedoid-based Non-compensatory Inference."

University of Michigan, Seminar Series, October 2004, "Table Stakes: Non-compensatory Consideration-then-Choice Inference."

Management Roundtable Special Conference on "Taking the Voice of the Customer to the Next Level," Boston, MA October 2004, "The Virtual Customer."

Marketing Science Institute Research Generation Conference, Atlanta, GA, May 2004, "New Products/Innovation," (with Gerry Tellis).

Marketing Science Institute Conference on Emerging Approaches for Successful Innovation, Chicago, IL, May 2003, "'Listening-In' to Find Unmet Customer Needs and Solutions."

University of California at Los Angeles, "Polyhedral CBC (and other fun stuff), February 2003

New York University, "Polyhedral Methods," March 2003.

Industrial Liaison Program – Research Directors' Conference, April 2002, "The Virtual Customer."

University of Maryland, "Polyhedral Methods for Conjoint Analysis," March 2002.

Marketing Science Institute Trustees Meeting on Marketing Outside the Silo, Boston, MA, April 2002, "Challenges and Visions for Marketing's Role in Product Development Processes."

Managing Corporate Innovation -- ILP Symposium celebrating ten years of Management of Technology Research at MIT. "Dealing with the Virtual Customer: Fast Web-based Customer Input." April 2001

Epoch Foundation, Cambridge, MA, October 2000, "The Virtual Customer."

Yale University Research Seminar in Marketing, New Haven, CN, March 2000, "Metrics Thermostat."

Analysis Group Economics Seminar, Boston, MA, December 1999, "The Use of Marketing Research in Litigation." Also New York, NY, March 2000 and Washington, D. C., March 2002.

Boston Chapter of the Society for Concurrent Engineering, Waltham, MA, October 1999, "Metrics Thermostat."

University of Michigan DuPont Distinguished Speakers' Series, Ann Arbor, MI, March 1998, "New Product Metrics."

Kirin Brewery Co. Limited, Tokyo, JAPAN, December 1998, "You Are What You Measure!" and "Scientific Studies of the Voice of the Customer."

NEC Corporation, Tokyo, JAPA, December 1998, "Scientific Studies of the Voice of the Customer."

University of California at Los Angeles, Los Angeles, CA, February 1997, "Research, Development, and Engineering Metrics"

Stanford University, Stanford, CA, December 1996, "Metrics to Value R, D &E"

University of California at Los Angeles, Los Angeles, CA, February 1997, "Research, Development, and Engineering Metrics"

Duke University, Durham, NC, "Internal Customers and Internal Suppliers," Nov. 1995.

University of Minnesota, Minneapolis, MN, "Voice of the Customer," "Internal Customers and Captive Suppliers," May 1995.

Winter Retreat, University of Florida, Gainesville, FL, "Internal Customers and Captive Suppliers," December 1993.

Product Development Association - Boston, "Design and Marketing of New Products II: Advances in Product Development Management over the Last 13 Years," May 1993.

3M, Minneapolis, MN, "Incentives to Encourage a Long-term Perspective and a Customer Focus," Workshop on "Towards a World-class Research, Development, and Engineering Organization," November 1992.

Baxter Health Care, Orange County, CA, "The Voice of the Customer," August 1992.

TIMS College on the Practice of Management Science (*New Directions in Management Science*), Cambridge, MA: "The Voice of the Customer," October 1991.

IBM, Inc., Boca Raton, FL: "Voice of the Customer for Performance Graphics," May 1991.

Kirin Brewery Company, Ltd. Tokyo, JAPAN: "New Product Development" and "Customer Satisfaction and Customer Needs," April 1991.

American Iron and Steel Institute, Detroit, MI: "Satisfying the Customer -- Technical Issues," February 1991.

Warner Lambert, Inc., Mountain Laurel, PA: "Communication Among R&D and Marketing," October 1990.

Digital Equipment Corporation, Maynard, MA: "Voice of the Customer," May 1990.

Life Insurance Marketing and Research Association, Inc.: 31st Research Planning Conference, Boston, MA, "The House of Quality." June 1989.

University of Illinois: "Customer Driven Engineering." April, 1988.

Marketing Science Institute and IBM Thornwood Educational Facility: Quality through Customer Driven Engineering." April, 1988.

Harvard Business School: "Customer Driven Engineering: Integrating Marketing and Engineering." February, 1988.

Vanderbilt University: "Competitive Price and Advertising Strategies" and "Customer Driven Engineering." October, 1988.

Columbia University: "Price, Positioning, and Advertising Games: To Equilibrate or Not, Does it Pay to be Smart?" May, 1987.

New York Marketing Modelers' Club: "Would You Really Rather Have a Buick? Prelaunch Forecasting of New Automobiles," May 1987.

M.I.T. Applied Economics: "Competitive Product Selection and Advertising Models." April, 1987.

Northwestern University: "Agendas and Consumer Choice," August, 1986.

AMA Faculty Consortium on Marketing Strategy at the University Tennessee, Knoxville. "Defender: Analyses for Competitive Strategy," July, 1986.

Ohio State University: "Defensive and Competitive Strategy." May, 1986.

Boston University: "Research in Competitive Strategy." November, 1985.

Midwest Electronics Association, Minneapolis, MN: "New Products for High-Tech Firms." October, 1985.

University of Pennsylvania: "Agendas and Consumer Choice," August, 1985.

Herstein Institute, Vienna Austria: "Competitive Strategy," May, 1985.

Cadbury-Schweppes, Birmingham, England: "New Product Development and Defensive Strategy." May, 1985.

Rhone-Poulenc and Aluminum Pechiney, Paris, France: "New Product Development." April, 1985.

University of Michigan: "Defensive and Competitive Strategy." February, 1985.

Marketing Science Institute Special Mini-Conference: "Defensive Marketing Strategies for Consumer Firms." September 1983.

University of Chicago, Graduate School of Business, Chicago, IL. "Agendas and Consumer Choice," May 1984.

European Institute for Business Administration (INSEAD), Fontainebleau, FRANCE. "Agendas and Consumer Choice," June 1984.

University of Connecticut. "Defensive Marketing: Theory, Measurement, and Models," April, 1983.

University of Osaka, JAPAN "Defensive Marketing: Theory, Measurement, and Models," August, 1983.

Kao Soap, Ltd., Tokyo, JAPAN: "Defensive Marketing," August, 1983.

Johnson & Johnson, K. K., Tokyo, JAPAN: "Defensive Marketing," August, 1983.

Analog Devices, Inc., Norwood, MA. "New Product Development," May, 1982.

University of Rochester Research Seminar, "Prelaunch Forecasting of New Consumer Durables," April 1982.

Frito-Lay R & D Laboratory, Dallas, TX, "Marketing and R & D for New Products," October 1981.

University of California at Los Angeles Research Seminar, "Defensive Marketing Strategies," July, 1981.

Purdue University Research Seminar, "Product Realization," October 1979.

Stanford University Research Seminar, "Product Realization," October 1979.

Elrick and Lavidge, Inc., Chicago, Illinois, "Product Realization," October 1979.

Booz, Allen and Hamilton, Inc., Chicago, Illinois, "New Service Planning for Hospitals," April 1979.

Cornell University Research Seminar, "Intensity Measures of Consumer Preference," February 1979.

University of Rochester Research Seminar, "Product Realization: Synthesis of Marketing and Economic Theory," December 1978.

Region VI Center of Health Planning, New Orleans, LA, "Finding the Linkage Through Marketing, August 1978.

Nebraska Hospital Association, Kearney, NE, "Hospital Marketing Surveys," May 1978.

Executive Development Group, Waterloo Management Education Centre, Toronto, Ontario, Canada, "Designing New Industrial Products," February 1978.

Academic Update, Xavier University Graduate Program in Hospital and Health Administration, Cincinnati, OH, "Designing Hospital Services: A Marketing Approach," October 1977.

The Hospital Marketing Workshop, Ireland Educational Corporation, Chicago, Illinois, "Analyzing the Hospital Markets," January 1977 and May 1977.

Association for College Unions - International, 1976 Fall Conference in Green Bay, WI, Keynote Speech - "Designing Successful Services: A Marketing Approach," October 1976.

University of Chicago, Graduate School of Business, Research Seminar, "Testing Probabilistic Models," April 1976.

Council for the Advancement and Support of Education, Conference on Marketing Alumni Program, New York, NY, Keynote Speech, February 1976.

*Presentations at Professional Meetings (No published proceedings, some co-presented or presented by co-author[s]\*)*

2023 ISMS Early-Career Scholars Camp (Faculty Presenter), Duke University October 28, 2023

- “Innovation, Product Development, and Brand Management” with Natalie Mizik, Koen Pauwels, and Vanitha Narayanan
- “Modeling Unstructured Data” with Vrinda Kadiyala, Lan Luo, and K. Sudhir

45<sup>th</sup> ISMS Marketing Science Conference, Miami FL, June 8-10, 2023,

- “Customer Search and Product Returns” with Marat Ibragimov\* and Siham El Kihal
- “Discovering “Product Gaps” in the Market Using Machine Learning” with Alex Burnap
- “Competitive Landscape Analysis and Innovation Ideation with Generative Language Models” with Chengfeng Mao\*

2023 MIT Machine Intelligence for Manufacturing and Operations: AI Accelerate Impact, May 9, 2023 MIT Media Lab. Topical panel: Generative AI in Manufacturing and Operations with Kalyan Veeramachaneni, Manoj Kothiyal, and Mark Gorenberg.

2022 Conference on Artificial Intelligence, Machine Learning, and Business Analytics, Harvard Business School, December 16, 2022. (Plenary talk), John R. Hauser\*, "Saving Lives with Multi-arm Bandits: Real-time Adaptation of Clinical Trials."

44th ISMS Marketing Science Conference June 16-18, 2022, hosted by Chicago Booth, the University of Chicago Business School (Virtual).

- "Leveraging the Power of Images in Managing Product Return Rates: Now with Interpretable Machine-Learned Features" with Daria Dzyabura, Siham El Kihal, and Marat Ibragimov.
- "Discovering ‘Product Gaps’ in The Market" with Alex Burnap\*
- “Consumer Search and Product Returns” with Siham El Kihal and Marat Ibragimov\*

11th Workshop on Consumer Search and Switching Costs, NYU Stern, September 2-3, 2022. Marat Ibragimov\*, John R. Hauser, and Siham El Kihal, "Consumer Search and Product Returns."

INFORMS Marketing Science Conference (Virtual), Simon Business School, the University of Rochester, June 2021. “Identifying Profitable and Feasible ‘Design Gaps’ for New Products” with Alex Burnap.\*

2020 Conference on Artificial Intelligence, Machine Learning, and Business Analytics (Virtual), Temple University, December 11-12, 2020. “Identifying Profitable and Feasible Design Gaps for New Products” with Alex Burnap\*.

INFORMS Marketing Science Conference (Virtual), Duke University, June 2020.

- “Leveraging the Power of Images in Managing Product Return Rates” with Daria Dzyabura, Siham El Kihal\*, and Marat Ibragimov.
- “Design Gaps: Using Deep Learning to Balance Consumer Demand and Engineering Costs” with Alex Burnap\*

New England Marketing Conference (NEMC), Cambridge, MA, October 11, 2019. “Issues in Ensuring That Marketing is a Viable Discipline Over the Next Decade.”

11th Triennial Invitational Choice Symposium, Cambridge, MD, May 29-June 1, 2019.

- "Leveraging the Power of Images in Predicting Product Return Rates. Joint research with Daria Dzyabura, Siham El Kihal, and Marat Ibragimov.
- "Design and Evaluation of Product Aesthetics: A Human-Machine Hybrid Approach." Joint research with Alex Burnap\* and Artem Timoshenko.

Smarter Choices for Better Health, Erasmus Initiative Conference, Rotterdam, NL, November 22, 2019, "Morphing Randomized Controlled Trials." Joint research with Gui Liberali.\*

ISMS Marketing Science Conference, Rome, Italy, June 20-22, 2019, "Generating and Testing Product Design Aesthetics: A Human-Machine Hybrid Approach." Joint research with Alex Burnap\* and Artem Timoshenko.

Theory + Practice in Marketing Conference, Columbia Business School, New York, NY, May 16-18, 2019, "Leveraging the Power of Images in Predicting Product Return Rates. Joint research with Daria Dzyabura, Siham El

Kihal\*, and Marat Ibragimov.

INFORMS Doctoral Consortium, Temple University, Philadelphia, PA. June 13, 2018. “Big Data and Machine Learning.”

INFORMS Marketing Science Conference, Temple University, Philadelphia, PA. June 14-16, 2018.

- John R. Hauser\*, “Marketing Science’s Field Guide to Machine Learning and Algorithms.” Plenary Panel.
- John R. Hauser\*, “Digital Marketing Applications of AI and Deep Learning,” Panel Discussion
- Alex Burnap\*, Artem Timoshenko, and John R. Hauser, “Deep Learning to Predict Consumer Aesthetic Preferences and Augment Product Designers”
- Artem Timoshenko\* and John R. Hauser, “Combining Machine Learning and Human Judgment to Identify Customer Needs—New Tests and Applications”
- Gui Liberali\* and John R Hauser, “Morphing Randomized Controlled Trials”

INFORMS Doctoral Consortium, University of Southern California, Los Angeles, CA. June 7, 2017. “Machine learning applications for customer-oriented recommendation systems and the voice of the customer.”

INFORMS Marketing Science Conference, University of Southern California, Los Angeles, CA. June 8-10, 2017.

- Daria Dzyabura and John R. Hauser\*, “Recommending Products When Consumers Learn Their Preferences.”
- Felix Eggers\* and John R. Hauser, “Precision Matters: How Craft in Conjoint Analysis Affects Price and Positioning Strategies.”
- Artem Timoshenko\* and John R. Hauser, “Identifying Customer Needs from User Generated Content.”

Dies Natalis Academic Symposium, Erasmus University, Rotterdam, The Netherlands, November 8, 2016, “Recommending Products When Consumers Learn their Preferences.” Based on research with Daria Dzyabura.

Erasmus Centre for Marketing and Innovation, Econometric Workshop, Erasmus University, Rotterdam, The Netherlands, “Strategic Implications of Precision in Conjoint Analysis. Based on research with Felix Eggers.

2016 Paul D. Converse Symposium, University of Illinois, Champaign, IL, April 21-23, 2016, “Academic Achievements of Steven M. Shugan, Converse Winner.”

INFORMS Marketing Science Conference, Shanghai, China. June 16-18, 2016, Xinyu Cao\*, T. Tony Ke, John R. Hauser, Juanjuan Zhang, “Competing for Limited Attention on Social Media.”

INFORMS Marketing Science Conference, Baltimore MD, June 2015. Songting Dong, John Hauser\*, Min Ding, Lixin Huang, and Holger Dietrich, “The Sleuth Game: Predicting Consumer Response to as-yet-unspecified Product Features for Really New Products.”

AMA/Sheth Foundation Doctoral Consortium, Northwestern University, Evanston, IL, June 2014, “Bridging Empires and Practice.”

INFORMS Marketing Science Consortium, Emory University, Atlanta GA, June 2014, “Learning from Experience Simply.”

AMA Summer Educators’ Conference, San Francisco, CA, August 1-3, 2014. Guilherme Liberali,\* Hauser, John R., and Glen L. Urban “Recent Advances in Morphing Theory: Challenges and Opportunities for Research.”

INFORMS Marketing Science Conference, Atlanta, GA, June 2014. Aliaa Atwi\* and John R. Hauser, “Exploration vs. Exploitation in Rapid Coupon Personalization.”

AMA Sheth Foundation Doctoral Consortium 2013, University of Michigan, Ann Arbor, MI, June 6-9. “Managing Your Career (as a Marketing Academic).”

AMA Summer Educators’ Conference, Boston MA August 9-11, 2013. Panel on “Academic Integrity in the Publication Process” with Robert Meyer, Richard Lusch, John Hauser.\*

10th Marketing Dynamics Conference, The University of North Carolina at Chapel Hill, May 30 – June 1, 2013. Song Lin\*, Juanjuan Zhang, and John Hauser, “Learning from Experience, Simply.”

Joint Statistical Meetings 2013, Montreal, Ontario, August 2013. Song Lin\*, Juanjuan Zhang, and John Hauser, “Learning from Experience, Simply.”

2012 AMA Sheth Foundation Doctoral Consortium, Foster School of Business, University of Washington, June 2012, Panel: 10 Steps to Successful Publishing.

INFORMS Marketing Science Conference, Boston, MA, June 2012.

- Song Lin\*, Juanjuan Zhang, and John R. Hauser, “Learning from Experience, Simply.”
- Glen L. Urban, Guilherme Liberali, Erin MacDonald, Robert Bordley, and John R. Hauser\*, “Morphing Banner Advertising”
- Matt Selove\* and John R. Hauser, “The Strategic Importance of Accuracy in Conjoint Design.”
- Panel: Research Opportunities at the Marketing/Operations Interface

The 2012 Theory & Practice in Marketing (TPM) Conference on Marketing Strategy, Harvard University, Boston, MA. May 2-3, 2012. Glen L. Urban, Guilherme Liberali, Erin MacDonald, Robert Bordley, and John R. Hauser\*, “Morphing Banner Advertising.”

New England Marketing Conference, Cambridge, MA, October 28, 2011. Gui Liberali, Glen L. Urban and John R. Hauser\*, “Providing Unbiased Competitive Information to Encourage Trust, Consideration, and Sales: Two Field Experiments.”

Yale School of Management, Center for Customer Insight, The Customer Insights Conference, New Haven, CT, May 12-14, 2011. John R. Hauser and Matthew Selove\*, “The Strategic Importance of Accuracy in the Relative Quality of Conjoint Analysis.”

INFORMS Marketing Science Conference, Cologne, Germany, June 2010 (\*indicates primary presenter if not me)

- Liberali, Guilherme\*, John R. Hauser, and Glen L. Urban, “Optimal Time-to-Morph and Cognitive Costs of Morphing.”
- Liberali, Guilherme, Glen L. Urban, and John R. Hauser, “Do Competitive Test Drives and Product Brochures Improve Sales?”
- Urban, Glen L.\*, Jong Moon Kim, Erin MacDonald, John R. Hauser and Daria Dzyabura, “Developing Consideration Rules for Durable Goods Markets.”

2010 Advanced Research Techniques Forum, San Francisco, CA, June 6-9, 2010, “Unstructured Direct Elicitation of Non-compensatory and Compensatory Decision Rules,” with Min Ding, Songting Dong\*, Daria Dzyabura (listed as Silinskaia), Zhilin Yang, Chenting Su, and Steven Gaskin.

2009 AMA Sheth Foundation Doctoral Consortium, J. Mack Robinson College of Business, Georgia State University, June 2009. E-Commerce and Digital Marketing Topics.

INFORMS Marketing Science Conference, Ann Arbor, MI, June 2009 (\* indicates primary presenter if not me)

- “An Empirical Test of Incentive-Compatible Direct Elicitation of Heuristic Decision Rules for Consideration and Choice,” with Min Ding, Songting Dong, Daria Dzyabura, Zhilin Yang, Chenting Su, and Steven Gaskin
- “Adaptive Profile Evaluation to Identify Heuristic Decision Rules in “Large” and Challenging Experimental Designs,” with Daria Dzyabura (formerly Silinskaia)\* and Glen L. Urban.
- “Morphing Websites in the Presence of Switching Costs,” with Guilherme Liberali\* and Glen L. Urban.
- “Continuous-Time Markov-Process with Misclassification: Modeling and Application to Auto Marketing,” with Glen L. Urban\* and Guilherme Liberali.
- “An Incentive-Aligned Sleuthing Game for Survey Research,” with Min Ding\*
- “Would You Consider a Buick Even if It Were #1 in JD Power?” with Erin MacDonald\* and Glen Urban



- “Cognitive Simplicity and Consideration Sets,” with Rene Befurt\*, Daria Dzyabura, Olivier Toubia, and Theodoros Evgeniou
- “John D. C. Little, a Pioneer in Marketing Science (Festschrift paper),” with Glen L. Urban

INFORMS Marketing Science Conference, Vancouver, B.C., June 2008 (\* indicates primary presenter if not me)

- “Cognitive Styles and Website Design,” with Michael Braun, Glen L. Urban, and Clarence Lee.
- Modeling Cognitive Complexity to Predict Consideration Sets,” with Daria Dzyabura (formerly Silinskaia)\*, Theodoros Evgeniou, Olivier Toubia, and Rene Befurt.
- “Morphing Websites to Match Individual Cognitive Styles,” with Michael Braun\*, Glen L. Urban, and Guilherme Liberali

Sawtooth Software Conference, Delray, FL, March 2009, “A Critical Review of Non-compensatory and Compensatory Models of Consideration-Set Decisions,” with Min Ding and Steven Gaskin

AMA Doctoral Consortium, Robert J. Trulaske, Sr. College of Business, University of Missouri, June 2007, “Looking Ahead: Directions for Scholarly Research in Marketing” and “Building Teaching Effectiveness: Stimulating Student Interest.”

Sawtooth Software Conference, Santa Rosa, CA, October 2007, “Two-Stage Models: Identifying Non-Compensatory Heuristics for the Consideration Set then Adaptive Polyhedral Methods Within the Consideration Set,” with Steven Gaskin, Theodoros Evgeniou, Daniel Bailiff.

AMA Advance Research Technologies Forum, Sante Fe, New Mexico, June 2007, “Two-Stage Models: Identifying Non-Compensatory Heuristics for the Consideration Set then Adaptive Polyhedral Methods Within the Consideration Set,” with Steven Gaskin, Theodoros Evgeniou, and Daniel Bailiff.

AMA Doctoral Consortium, W. P. Carey School of Business, Arizona State University, May 2007, “Consideration The New Battlefield in Product Development.”

Agent-based Models of Market Dynamics and Consumer Behaviour, University of Surrey, Guildford, UK, January 2006, “Co-opetition for the Diffusion of Resistant Innovations: A Case Study in the Global Wine Industry using an Agent-based Model.” with Rosanna Garcia. Also presented at the American Marketing Association’s Advanced Research Techniques (ART) Forum in June 2006 at Monterrey CA.

AMA Doctoral Consortium, University of Maryland, College Park, MD, July 2006, “Creating Value: Products and Brands.”

Marketing Science Conference, University of Pittsburgh, Pittsburgh, PA, June 2006, “A Truth-telling Sleuthing Game for Survey Research,” with Min Ding.

Marketing Science Conference, University of Pittsburgh, Pittsburgh, PA, June 2006, On Managerially Efficient Experimental Designs, with Olivier Toubia.

Sawtooth Software Conference on Conjoint Analysis, Delray Beach, FL, March 2006, “Must Have” Aspects vs. Tradeoff Aspects in Models of Customer Decisions,” with Michael Yee, James Orlin, Ely Dahan.

AMA Doctoral Consortium, University of Connecticut, Storrs CT, June 2005, “The Virtual Customer.”

Marketing Science Conference, Emory, Atlanta, GA, June 2005, “Direct, Nonparametric Product Optimization Using Interactive Genetic Algorithms,” with Kamal Malek and Kevin Karty.

Marketing Science Conference, Emory, Atlanta, GA, June 2005, “Non-Deterministic Polyhedral Methods for Adaptive Choice-Based Conjoint Analysis: Application to the Diffusion of the New Wine Cork,” with Olivier Toubia and Rosanna Garcia.

Marketing Science Conference, Emory, Atlanta, GA, June 2005, “Greedoid-Based Non-compensatory Two-Stage

Consideration-then-Choice Inference,” with Michael Yee, Jim Orlin, and Ely Dahan.

Marketing Science Doctoral Consortium, Rotterdam, The Netherlands, June 2004, “Research that Has Impact.”

Marketing Science Conference, Rotterdam, The Netherlands, June 2004, “Improving Choice-Based Polyhedral Methods by Taking Response Error into Account,” with Olivier Toubia.

Marketing Science Conference, Rotterdam, The Netherlands, June 2004, “The Dream Versus Reality of CRM,” with Glen L. Urban, Eric Bradlow, and, Mahesh Kumar.

Marketing Science Conference, Rotterdam, The Netherlands, June 2004, “Non-compensatory Consideration-then-Choice Adaptive Conjoint Analysis,” with Michael Yee and James Orlin.

AMA Doctoral Consortium, Texas A&M University, College Station, TX, June 2004, "Virtual Customer Initiative."

AMA Advanced Research Techniques Forum, June 2004, “Conjoint Adaptive Ranking Database System (CARDS),” with Ely Dahan, James Orlin, and Michael Yee.

AMA Doctoral Consortium, University of Minnesota, Minneapolis, MN, June 2003, "The Review Process."

Marketing Science Doctoral Consortium, University of Maryland, June 2003, “Roots of Marketing Science Thought,” with John Little.

Marketing Science Conference, University of Maryland, June 12-15, 2003, "Individual-level Adaptation of Choice-Based Conjoint Questions: More Efficient Questions and More Accurate Estimation," (with Olivier Toubia and Duncan Simester).

Marketing Science Conference, University of Alberta, Canada, June 28, 2002, "Configurators, Utility Balance, and Managerial Use," (with Duncan Simester and Olivier Toubia).

Marketing Science Doctoral Consortium, University of Alberta, Canada, "Helping Managers Structure and Make Decisions," June 27, 2002. (Founding Consortium).

Marketing Science Conference, University of Alberta, Canada, June 28, 2002, "Adaptive Choice-Based Conjoint Analysis with Polyhedral Methods," (with Duncan Simester and Olivier Toubia\*).

Advances in Marketing Research and Modeling: The Academic and Industry Impact of Paul E. Green, Wharton, Philadelphia, PA, May 2002, "New Methods of Data Collection and Estimation Using Polyhedral Estimation Techniques."

Production and Operations Management Society (POMS) Conference 2002 - High Tech POM, San Francisco, CA, April 2002, "The Virtual Customer," (with Ely Dahan\*).

Product Development Association (PDMA) International Research Conference, Santa Clara, CA, October 2001, "The Virtual Customer," (with Ely Dahan\*).

New England Marketing Conference, Cambridge, MA, September 2002, "Fast Polyhedral Adaptive Conjoint Estimation," (with Ely Dahan, Duncan Simester, and Olivier Toubia).

Marketing Science Conference, Wiesbaden, Germany, July 2001, "Empirical Test of Web-based Conjoint Analysis Including ACA, Efficient Fixed Designs, Polyhedral Methods, and Hybrid Methods," (with Ely Dahan, Duncan Simester, and Olivier Toubia\*)

Marketing Science Conference, Wiesbaden, Germany, July 2001, "Evaluation of Fast Polyhedral Adaptive Conjoint Estimation," (with Duncan Simester and Olivier Toubia).

The 12th Annual Advanced Research Techniques Forum, Amelia Island, Florida, June 2001, "The Virtual Customer: Communication, Conceptualization, and Computation," (with Ely Dahan\*).

AMA Doctoral Consortium, University of Miami, June 2001, "Role of Technology in Marketing."

Marketing Science Conference, UCLA, June 2000, "Applications of the Metrics Thermostat."

Marketing Science Conference, UCLA, June 2000, "The Virtual Customer." (with Ely Dahan and Duncan Simester).

Marketing Science Institute Marketing Metrics Workshop, Washington, D.C. October 1999, "Metrics for New Product Development: Making Agency Theory Practical," Plenary Speaker.

Marketing Science Conference, Syracuse, NY, May 1999, "Balancing Customer Input, Speed to Market, and Reduced Cost in New Product Development: What is the Most Profitable Strategy"

ICRMOT Conference on Technology Alliances and New Product Development: A Cross-cultural Perspective, Mishima, JAPAN, December 1998, "You Are What You Measure!"

AMA Doctoral Consortium, Athens, Georgia, August 1998, "Quantitative Advances in Marketing Models."

AMA Winter Educators' Conference, Austin, TX, February 1998 (Plenary Speaker), "New Challenges in the Marketing-Product Development Interface."

AMA Doctoral Consortium, Cincinnati OH, August 1997, "Working with Industry."

Marketing Science Conference, Berkeley CA, March 1997, "Cultivating Technological Managers for Customer Expertise."

Marketing Science Institute Conference on Interfunctional Interfaces: The Management of Corporate Fault Zones, Palo Alto, CA, December 1996, "Multi-Stage Modeling of R&D/Marketing Interfaces in New Product Development."

Marketing Science Conference, Berkeley CA, March 1997, "Cultivating Technological Managers for Customer Expertise."

Envisioning the Future on Internet Marketing: Research and Strategy Implications, M.I.T., September 1996, "Agents and Intermediaries: Roles, Trust, and Value."

"Can R&D be Evaluated on Market-Driven Criteria?" (with Florian Zettelmeyer). Marketing Science Conference, University of Florida, Gainesville, March 1996

"Information Acceleration," (with Glen Urban, William Qualls, Bruce Weinberg, Jon Bohlmann, and Roberta Chicos). Wharton Conference on Innovation in Product Development, Philadelphia, PA, May 1995.

"Metrics by Which Managers Evaluate R&D Groups," (with Florian Zettelmeyer). Association of Consumer Research, Boston, MA, October 1994.

"Satisfying the Internal Customer," (with Birger Wernerfelt and Duncan Simester) Marketing Science Conference, University of Arizona, Tucson, AZ, March 1994.

"Customer-Satisfaction Based Incentive Systems," AMA Educator's Conference, Boston, MA, August 1993.

"Marketing in the 1990s: Emerging Issues," AMA Doctoral Consortium, University of Illinois, August 1993.

"Quality Function Deployment and the Voice of the Customer," Pharmaceutical Management Science Association, Phoenix AZ, May 1993.

"In a World of Active Time-constrained Customers, How Can a Firm be the Great Communicator," (with Birger Wernerfelt), Marketing Science Conference, Washington University, St. Louis, MO, March 1993.

"Customer Needs, Customer Satisfaction, Sales, and Profit," (with Birger Wernerfelt, Ronit Bodner, and Duncan Simester), ORSA/TIMS Joint National Conference, San Francisco, CA, November 1992.

"Customer Satisfaction and Employee Rewards," (with Birger Wernerfelt, Ronit Bodner, and Duncan Semester), Marketing Science Conference, London, England, June 1992.

"Information Acceleration and Preproduction Forecasting of Electric Autos," (with Glen L. Urban and Bruce Weinberg), Marketing Science Conference, London, England, June 1992.

"The Voice of the Customer and Customer Satisfaction," ORSA/TIMS Joint National Meeting, Anaheim, CA, October 1991.

"Modeling Marketing Phenomena," AMA Doctoral Consortium, University of Southern Calif. August 1991.

"Relationship of Satisfaction to Customer Needs and to Market Share," 1st Congress on Customer Satisfaction and Market-Driven Quality, American Marketing Association, Orlando FL, May 1991.

"Time Flies When You're Having Fun: How Consumers Allocate Their Time When Evaluating Products" (with Bruce Weinberg, Glen Urban, and Miguel Villas-Boas), Marketing Science Conference, Wilmington, DL, March 1991.

"Information Acceleration and Preproduction Forecasting of New Autos," (with Glen Urban, and Bruce Weinberg), Marketing Science Conference, Wilmington, DL, March 1991.

"Beyond Quality Function Deployment," ORSA/TIMS Joint National Meeting, Philadelphia, PA October 1990. (Conference-wide Tutorial)

"Competitive Marketing Strategies," Operations Research 1990 (Osterreichische Gesellschaft fur Operations Research), Vienna, Austria, August 1990. (Invited Speaker)

"New Product Development: A Quantitative Analysis of Interfunctional Communication" (with Abbie Griffin), Marketing Science Conference, Urbana, IL, March 1990.

"Integrated Product Development: New Methodological Developments" (with Abbie Griffin), Marketing Science Conference, Durham, N.C., March 1989.

"Customer Driven Engineering" (with Gregory Cirmak and Robert Klein), ORSA/TIMS Joint National Meeting, Washington, D.C., April 1988.

"Competitive Advertising and Pricing in Duopolies" (with Birger Wernerfelt), Marketing Science Conference, Seattle, Washington, March 1988.

"Customer Driven Engineering" (with Abbie Griffin), Marketing Science Conference, Seattle, Washington, March 1988.

"Customer Needs," Visions of Design Practices for the Future, Newton, MA, October 1987.

"Effective Strategies in Oligopoly" (with Peter Fader), ORSA/TIMS Joint National Meeting, Miami Beach, Florida, November 1986.

"Competitive Strategy Contest: Result and Analysis" (with Peter Fader), Marketing Science Conference, Dallas, TX, March 1986.

"The PC as a Tool to Teach Complex Marketing Science Concepts," Marketing Science Conference, Dallas, TX, March 1986.

"The Coming Revolution in Marketing Theory," Plenary Speaker, European Marketing Conference, Bielefeld, West Germany. April 1985.

"Defensive Strategy" Confer. on Economics of the Firm, Universite de Paris X, Nanterre, France, April 1985.

"Competitive Marketing Strategies" Marketing Science Conference, Nashville, Tennessee, March 1985.

"Developing New Product Management: Past Progress, Current Efforts, Current Needs" (Panel) Marketing Science Conference, Nashville, Tennessee, March 1985.

"Testing Competitive Marketing Structures: Theory and Applications" (with Glen Urban) ORSA/TIMS Joint National Meeting, Dallas, TX November 1984.

"Competitive Strategy," ORSA/TIMS Joint National Meeting, Dallas, Texas, November 1984.

"Forecasting Automobile Sales: An Application of a Value Priority Algorithm," (with Glen Urban, John Roberts and John Dabels), TIMS XXVI International Meeting, Copenhagen, Denmark, June 1984.

"Consumer Durables: The Actual Consumer Budgets Compared to the Value Priority Model," (with Glen Urban), Marketing Science Conference, Chicago, Illinois, March 1984.

"Defensive Strategy Models: Application and Predictive Text," (with Steven Gaskin, and Karl Irons) ORSA/TIMS Joint National Meeting, Orlando, Florida, November 1983.

"New Product Research: Focus on Defensive strategies," Roundtable Program, ORSA/TIMS Joint National Meeting, Orlando, FL, November 1983.

"Intensity of Preference," (with Steven Shugan) ORSA/TIMS Joint National meeting, San Diego, CA, October 1982.

"Measurement Error Theories for von Neumann-Morgenstern Utility Functions," (with Jehoshua Eliashberg) ORSA/TIMS Joint National Meeting, San Diego, CA, October 1982.

"Consumer Preference Models: Axioms and Statistics," ORSA/TIMS Joint National Meeting, Houston, Texas, October 1981.

"Economic Models of Consumer Behavior," (panel discussion), ORSA/TIMS Joint National Meeting, Houston, Texas, October 1981.

"Defensive Marketing Strategies, Part II," (with Steven Shugan), ORSA/TIMS Joint National Meeting, Houston, Texas, October 1981.

"Agendas and Choice Probabilities," (with Amos Tversky), Association of Consumer Research, St. Louis, Missouri, October 1981, and Special Conference on Choice Theory, Durham, North Carolina, June 1981.

"Strategic Response to Competitive New Products," (with Steven Shugan), ORSA/TIMS Joint National Meeting, Toronto, Ontario, Canada, May 1981.

"Applications of a Dynamic Semi-Markov Model of Consumer Choice," (with Ken Wisniewski), ORSA/TIMS Joint National Meeting, Colorado Springs, Colorado, November 1980.

"Models of Consumer Behavior," (panel discussion), ORSA/TIMS joint National Meetings, Colorado Springs, Colorado, November 1980.

"Dynamic Semi-Markov Models of Consumer Behavior," (with Ken Wisniewski) TIMS International Conference on Marketing, Paris, June 1980.

"Profit Maximizing Perceptual Positioning," (with Patricia Simmie) TIMS International Conference on Marketing, Paris, June 1980.

"An Error Theory for von Neumann-Morgenstern Utility Assessment," (with Jehoshua Eliashberg), ORSA/TIMS Joint National Meeting, Washington, D.C., May 1980.

"Defender: Defensive Strategies Against New Products" (with Steven Shugan), ORSA/TIMS Second Special Interest Conference on Marketing Measurement and Analysis, Austin, Texas, March 1980.

"Adaptive Control of New Product Launches," (with Ken Wisniewski), ORSA/TIMS Joint National Meeting, Milwaukee, Wisconsin, October 1979.

"The Value of Up-front Research in New Products," (with Glen Urban), TIMS International Meeting, Honolulu, Hawaii, June 1979.

"Methods for Computing Probabilities of Choice," (with Steven Shugan), TIMS International Meeting, Honolulu, Hawaii, June 1979.

"Forecasting and Improving the Adoption of New High Technology Products," (with Pat Lyon), ORSA/TIMS Joint National Meeting, New Orleans, Louisiana, May 1979.

"A Methodology for Product Realization: Multi-method Procedures," (with Patricia Simmie), ORSA/TIMS Joint National Meeting, Los Angeles, California, November 1978.

"Searching for Marketing Segments" (with Ken Wisniewski), ORSA/TIMS Joint National Meeting, New York, New York, May 1978.

"P.A.R.I.S.: An Interactive Market Research System," (with Steven Shugan), ORSA/TIMS Joint National Meeting, New York, New York, May 1978.

"Extended Conjoint Analysis," (with Steven Shugan), ORSA/TIMS Joint National Meeting, Atlanta, Georgia, November 1977.

"Consumer Preference Functions: Theory, Measurement, Estimation, and Application," (with Steven Shugan), ORSA/TIMS Joint National Meeting, Atlanta, Georgia, November 1977.

"Measuring Consumer Preferences for Health Care Plans," (with Glen Urban), ORSA/TIMS Joint National Meeting, San Francisco, California, May 1977.

"Improved Transportation Design with Consumer Response Models: An AMTRAK Example" (with Frank Koppelman), ORSA/TIMS Joint National Meeting, Miami, Florida, November 1976.

"A Comparison of Statistical and Direct Multiattribute Utility Assessment Procedures," (with Glen Urban), ORSA/TIMS Joint National Meeting, Las Vegas, Nevada, November 1985.

"Measuring Consumer Preferences: An Axiomatization for Describing Choice," ORSA/TIMS Joint National Meeting, Las Vegas, Nevada, November 1975.

"Modeling Consumer Response to Innovations," (1) Milwaukee Chapter of ORSA/TIMS, November 1985; (2) Chicago Chapter of ORSA/TIMS, December 1975.

"Modeling Decisions of Choice Among Finite Alternatives: Applications to Marketing and to Transportation Demand Theory," ORSA/TIMS Joint National Meeting, San Juan, Puerto Rico, October 1974.

"An Efficient Model for Planning Bus Routes in Medium Sized Communities," ORSA/TIMS Joint National Meeting, San Diego, CA, November 1973.

#### *Professional Affiliations*

The Institute for Operations Research and Management Science (INFORMS)

INFORMS Society of Marketing Science (ISMS)

American Marketing Association

Product Development and Management Association, Certified New Product Development Professional

#### *Professional Services*

President, INFORMS Society of Marketing Science (January 2014 –December 2015). President-elect (a board position, January 2012 – December 2013). Past-President (a board position, January 2016 – December 2017).

Secretary, INFORMS Society of Marketing (January 2002 – December 2005). Founding Officer.

Advisory Council, INFORMS College of Marketing (1994 - 2002)

Council of The Institute of Management Sciences (TIMS, 1987 - 1989)

Associate Editor for Marketing, *Management Science*, (1980 - 1981)

Department Editor for Marketing, *Management Science*, (1982 - 1988)

Editor-in-Chief, *Marketing Science*, (1989 - 1994)

Editor, Special Issue on Big Data, *Marketing Science*, 2016. Senior Editor, Practice Papers, *Marketing Science*, 2016-2018. Associate Editor, Special Issue on the Theory and Practice of Marketing, *Marketing Science*, 2014.

Editorial Advisory Board, *Sloan Management Review* (2000-2002).

Associate Editor, *Journal of Marketing Research* (April 2006 – June 2009). First time in journal history that Associate Editors had been appointed.

Associate Editor, *Journal of Marketing Research* (2020 – 2021, on hiatus at my request)

Senior Advisory Board, *Journal of Marketing Research* (July 2009 – 2016). First time such an advisory board was formed. Advisory Board (July 2020 to present.)

Advisory Board, *Marketing Science* (2010 – present).

Advisory Board, *Journal of Product Innovation Management* (2011 – 2018)

Emeritus Editorial Board, *Marketing Science* (includes active reviewing of papers).

Editorial Boards, *Marketing Science*, (1980 – 1988, Editor 1989-1995, 2003- 2008, including acting Area Editor), *Journal of Product Innovation Management* (1997 - 2010), *Journal of Marketing* (2005- 2008, outstanding reviewer 2006), *European Management Journal* (advisory, 1998 - 2002), *International Journal for Research in Marketing* (2007 – 2014).

*Conference Chairman:* Conference Chair, Profitable Customer-Driven Organizations: Developing the Blueprint, Management Roundtable, May 1994.

*Segment Chairman:* Yale School of Management, Center for Customer Insight, The Customer Insights Conference, New Haven, CT. May 12-14, 2011. New Product Innovations.

Non-traditional Models of Consumer Preference and Choice, Adaptive Preference and Estimation, Optimizing Product Design and Customer Targeting, Obtaining Information from or About Consumers (Atlanta, GA, 2005, co-chair four sessions)

TIMS International Meeting, Copenhagen, Denmark, June 1984 (two sessions).

TIMS College of Marketing, Houston, Texas, October 1981 (twelve sessions).

TIMS College of Marketing, Milwaukee, Wisconsin, October 1979 (five sessions).

American Marketing Association Educator's Conference, Chicago, Illinois, August 1978, (three sessions).

INFORMS Marketing Science Conference, Atlanta GA, June 2005 (four sessions)

*Session Chairman:* *INFORMS (Previously named ORSA or TIMS)*

Virtual Customer Initiative (Rotterdam, The Netherlands, 2004)

New Approaches to Mapping (University of Maryland, 2003)

The Virtual Customer (University of Alberta, Canada 2002)

The Virtual Customer (Wiesbaden, Germany 2001)

Building Competitive Advantage Through Product Quality and R&D (Gainesville, FL 1996)

Customer Satisfaction and Its Role in Global Competition (San Francisco, CA 1992)

Competitive R&D (Washington, D.C., April 1988)

Competitive Marketing Strategy, (St. Louis, Michigan, November 1987)

Competition in Multiattributed Spaces (Atlanta, Georgia, November 1985).

Marketing: Consumer Measurement (Copenhagen, Denmark, June 1984)

Marketing: Dynamic Structures (Copenhagen, Denmark, June 1984)

Product Policy (Orlando, Florida, November 1983)

Product Policy (San Diego, California, October 1982)

New Product Introduction and Defense in Competitive Environments, (Detroit, Michigan, April 1982)

New Product and Product Policy Models, (Houston, Texas, October 1981)

New Product Models (Toronto, Ontario, Canada, May 1981)

Models of Consumer Behavior (Colorado Springs, Colorado, November 1980)



New Product Realization and Selection (Los Angeles, California, November 1978).

*Session Chairman:* *Association of Consumer Research*

Mathematical Theories of Consumer Behavior (St. Louis, Missouri, October 1981)

*Committee Memberships*

Editor Selection Committee, *Marketing Science*, INFORMS College of Marketing, 2001 (chair), 2004 (chair), 2007.

Editor Selection Committee, *Journal of Marketing Research*, American Marketing Association, 1999.

Conference Steering Committee, Duke Invitational Symposium on Choice Modeling and Behavior, June 1993.

Editor Selection Committee, *Management Science*, TIMS.

Founding Committee for *Marketing Science*, TIMS College of Marketing, (1979 - 1982).

Management Science Roundtable, TIMS, (1982 - 1988)

Marketing Strategy Steering Committee, Marketing Science Institute, (1983 - 1984).

Organizing Committee for Conference on Economics of the Firm, April 1985, Universite de Paris X Nanterre.

Organizing Committee for 1985 Conference in Bielefeld, West Germany, European Marketing Academy.

Publications Committee (1980 - 1982), Operations Society of America.

Scientific Committee for 1986 Conference in Helsinki, Finland.

Student Affairs Committee (1978 - 1979), Operations Society of America.

*Litigation Consulting (on behalf of, \*deposition testimony, †court, commission, or arbitration testimony)*

ABC, Inc., American Broadcasting Company, Inc., and Disney Enterprises, Inc., Plaintiffs, v. Dish Network L.L.C.  
and Dish Network Corp., (Preliminary Injunction)

Joseph Adinolfe, et al., v. United Technologies Corp., d/b/a Pratt & Whitney (class action, damages)\* †  
Alcatel-Lucent USA Inc. v. Amazon.com, Inc. et al. (Patent Infringement)\* †

Allergan, Inc. Engagement. (Off-label Prescriptions)

Amarte v. Kendo (trademark infringement).

American Express Travel Related Services, Inc. v. Visa USA, Inc., et. al. (Evaluation of marketing research)\*

In Re American Express Anti-Steering Rules Antitrust Litigation (II) (Evaluation of marketing research)\*

American Multi-Cinema, Inc. v. American Movie Classics Company, Inc., et. al. (Confusion)

Amway v. Procter & Gamble (Damages)\*

Garth A. Anderson, et al. v. American Family Insurance Company (Class Action) \*

Anoush Cab, Inc., et al. v. Uber Technologies, Inc., Rasier, LLC (damages) †

Apple, Inc. v. Samsung Electronics Company, Ltd, et al. (Patent infringement, two cases) \*\* †††

Arendi S.A.R.L v. Apple Inc.\* (patent infringement)

Dane Ashely Burce Tress v. FCA Canada, Inc. and FCA US LLC. (Class action)\*

Atlantic Recording Corporation, et. al. v. XM Satellite Radio, Inc. (Copyright infringement).

Ariza, Et Al. v. Luxottica Retail North America (class action)\*

Axcan Scandipharm, Inc. V. Global Pharmaceuticals and Impax Laboratories, Inc. (False Advertising)

Avaya Inc. v. SNMP Research International, C.A. (Damages) \*

Berlex v. Biogen, Inc. (Damages)\*

Blue Mountain Arts, Susan Polis Schutz, and Stephen Schutz v. Hallmark Card, Inc. (Trade Dress)

James And Lisa Camenson, et al.; v. Milgard Manufacturing Inc., et. al. (Class action)

CBS Corporation, CBS Broadcasting Inc., CBS Studios Inc., and Survivor Productions, LLC. v. and DISH Network Corporation, DISH Network L.L.C. (damages).

Clearchannel Communications, Inc. (v. SoundExchange) in the Webcasting IV. (Rate setting) \*†

Comm-Tract Corp. v. Northern Telecom, Inc. (Advice only)

Comcast Cable Communications. LLC v. Sprint Communications Company (Patent Infringement)\*

Computer Aid, Inc. v. Hewlett Packard (damages)\*

Dayna Craft, et al. v. Philip Morris Companies, Inc. and Philip Morris Inc. (Class Action).\*

Creative Laboratories, Inc. v. Apple Computer, Inc. (Intellectual Property)

CTC Communications Corporation v. Bell Atlantic Corporation (Damages)

Eagle Harbor Holdings LLC, and Mediustech LLC, v. Ford Motor Company (Patent infringement).

Anne Elkind And Sharon Rosen, et al. v. Revlon Consumer Products Corporation, Inc. (Class Action)

EPD v. Curtis (Product Confusion)†

FCA Canada Inc. and FCA US LLC, re Canadian Class Actions re Diesel Fuel Emissions, specifically, Shane Witham, et al. v. FCA Canada Inc., FCA US LLC, and FIAT Chrysler Automobiles N.V. (Class Action)†

Fox Broadcasting Company, Inc., Twentieth Century Fox Film Corp., and Fox Television Holdings. Inc., Plaintiffs, v. Dish Network L.L.C. and Dish Network Corp., (Preliminary Injunction, Damages)\*

FTC v. Intuit, Inc. (False Advertising)\* †

Stephen S. Gallagher, et. al. v. State Farm Mutual Automobile Insurance Company, et al. (Class Action)

Geico v. Google and Overture Services (Yahoo), Inc. (Trademark Infringement)

In Re: General Motors, LLC Ignition Switch Litigation (non-testifying expert)

Gillette v. S. C. Johnson (Patent Infringement)

Gyrodatta, Inc. v. Atlantic Inertial Systems Inc (“AIS”), et al. (consulting expert)

Heublein vs. Seagrams and Gallo (Liability)

Hewlett-Packard, Inc. v. Factory Mutual Insurance Company (Insurance Coverage)\*

IMS Health Incorporated v. Symphony Health Solutions Corporation, Source Healthcare Analytics, LLC, and ImpactRx, Inc., C.A. No. 1:13-cv-2071-GMS (D. Del.). (Patent infringement, technical expert.)

Intel v. Advanced Micro Devices (Damages)\*

J. B. D. L. Corp. d/b/a, Beckett Apothecary v. Wyeth-Ayerst Laboratories, Inc. and American Home Products Corporation, (Class Action)

Jerry Jacobs, et. al. v. Osmose Inc., et. al. (Class Action)\*

Jay Kordich, et. al. v. Salton Maxim Housewares, Inc., et. al. (Trademark)†  
 In RE J.P. Morgan Chase Cash Balance Litigation (Class Action)\*  
Michael Kors, Inc. v. Costco Wholesale Corporation (False Advertising, Damages)\*  
L.A. Taxi Cooperative, Inc. et al. v. Uber Technologies, Inc.; Rasier, LLC; and Rasier-CA, LLC. (False Advertising)\*.  
Lending Tree, Inc. v. The Gator Corporation (Intellectual Property)  
Lotus v. Borland (Damages)\*  
Louis Vuitton Malletier, S. A. v. Hyundai Motor America (Trademark Infringement)\*  
Malden Transportation, Inc. et al. vs. Uber Technologies, Inc., Rasier, LLC\*† (damages). See also Anoush.  
Marvin Lumber and Cedar Company v. PPG Industries, Inc., et. al. (Survey Design)  
MasterCard International, Inc. v. First National Bank of Omaha (Product Confusion)\*  
Mayo Foundation v. Mayo Health Facilities (Product Confusion)†  
Mead Johnson Nutritionals v. unnamed party (False Advertising)  
Merck & Co. (Lanham Act Advice)  
 In Re Microsoft Corporation Antitrust Litigation (Multi-district Litigation)\*  
Millennium Laboratories, Inc. v. Ameritox, Ltd. (False Advertising)  
Scott Miller, et al. v. Fuhu, Inc. and Fuhu Holdings, Inc. (Class Certification)\*  
MillerCoors, LLC v. Anheuser-Busch Companies, LLC. (False Advertising) \*  
National Association of Broadcasters v. SoundExchange in Webcasting V (Rate Setting) \*†  
Pacific Bell Telephone Company in New Regulatory Framework Review of Customer Satisfaction before the California Public Utility Commission†  
Luciano F. Paone v. Microsoft Corporation (Patent Infringement)\*  
Walter Peters, et al. v. Apple, Inc. (Class Action)\*  
Pfizer Consumer Healthcare (Lanham Act Advice)  
Playtex v. Procter & Gamble (Claims Substantiation)\*†  
Procter & Gamble v. Amway (Liability and Damages)\*†  
Procter & Gamble v. Haugan, et. al. (Liability and Damages)†  
Putnum Fund Trustees, (Investment Fraud, advice on market research)  
Ram Broadcasting, Inc. (Cellular Telephone Filings)  
RealPlayer, Inc. v. Microsoft Corporation (Anti-trust)  
Roberts et. al. v. Enterprise Rent-a-Car Company of Boston, Inc. (Class Action)  
The Republic of Columbia v. Diageo North America, et al. (Anti-trust).  
St. Clair Intellectual Property Consultants, Inc. v. Research in Motion, Ltd. and General Imaging Co. (Patent infringement)  
Curt Schlesinger and Peter Lore, on behalf themselves and the Certified Class, Plaintiffs, v. Ticketmaster (Class action, false advertising, confusion)\*  
Barbara Schwab, et. al. v. Philip Morris, USA (Class Action)\*  
SoundExchange, Inc. v. iHeart Media (2015) and the National Association of Broadcasters (2020), In the Matter of

Determination of Rates and Terms for Digital Performance in Sound Recordings and Ephemeral Recordings. Web IV, V. (Rate Setting). 2015\*†, 2020\*†

SoundExchange, Inc. v. Sirius Satellite Radio, Inc. and XM Satellite Radio, Inc.: In the Matter of Adjustment of Rates and Terms for Preexisting Subscription Services and Satellite Digital Radio Services. SDARS I, II, and III. (Rate setting) 2007\*†. 2012\*†. 2017\*†.

Sprint Communications Company L.P. et al. v. Comcast Cable Communications, LLC. et al. (Damages)\*

Spotify v. Royalty Rates Holders for Making and Distributing Phonorecords. In the Matter of Determination of Royalty Rates and Terms for Making and Distributing Phonorecords (*Phonorecords IV*). (Rate setting) 2021

State of Colorado, et. al. v. Warner Chilcott Holdings Company III, Ltd., et. al. (Anti-trust)\* †

State of Florida and Plaintiff States Antitrust Litigation for Disposable Contact Lenses (Survey Analysis)†

State of Washington v. Comcast, et al. (False Advertising)\* †

Stipic, et. al. v. Behr Process Corporation and Masco International (Class Action)\*

Straumann Company v. Lifecore Biomedical, Inc. (Product Confusion)\*

Sun Microsystems, Inc. v. Microsoft Corporation (Anti-trust).

Symphony Health Solutions Corporation v. IMS Medical Radar (Technical Expert)\*.

Takada Pharmaceuticals USA, Inc. v. Par Pharmaceutical Companies, Inc. Par Pharmaceutical, Inc., Amneal Pharmaceuticals, LLC, Watson Laboratories, Inc. West-Ward Pharmaceutical Corp., Hikma Americas PLC. (Patent Infringement).

Charles Tillage et al. v. Comcast Corporation (Class Action)\*

Tivo, Inc. v. EchoStar Communications Corporation, et. al\* (Patent Infringement)

Tropicana Products, Inc. v. Vero Beach Groves, Inc. (Lanham Act)† (Declaration accepted as court testimony.)

United States of America Department of Justice v. AT&T Inc., DirecTV Group Holdings, LLC, And Time Warner Inc.\* †

Wal-Mart Stores, Inc (and other retailers) v. Mastercard International, Inc. (Liability and Damages, Anti-trust)\*

We Media, Inc. v. We: Women’s Entertainment, LLC. (Product Confusion)\*.

Yahoo Holdings, Inc., et al. v. Mozilla Corporation (customer satisfaction) \*

Olua Zakaria, et al. v. Gerber Products Co. d/b/a Nestle Nutrition, Nestle Infant and Nestle Nutrition North America (class action, damages)\*.

*Marketing, Marketing Research, and Product Development Consulting Not Otherwise Listed*

American Home Foods, Inc.; American Airlines; American Hospital Supply Corporation; Analog Devices, Inc; Andersen Consulting, Inc. (Accenture), Applied Marketing Science, Inc.; A.T.&T.; Avon; Barton-Aschmann Associates; Baxter Cardiovascular Group, Booz Allen Hamilton, Inc., Cambridge Systematics, Inc.; Chrysler, LLC; Colgate-Palmolive; Costello Associates, Inc.; Economics’ Laboratories, Inc.; Elrick and Lavidge, Inc.; Evanston Hospital; Evanston, Illinois and Schaumburg, Illinois (Transportation Planning); Fiat Chrysler Automobiles, Fidelity Investments; Ford Motor Company; French's Inc., G.D. Searle, Inc.; General Foods, Inc.; General Motors, Inc., Buick Division, Chevrolet Division, Marketing and Product Planning; Gillette; IBM, Inc.; Information Resources,

Inc.; Intel, Inc., Johnson & Johnson; Kodak; Macromedia, Inc., Management Decision Systems, Inc.; M/A/R/C, Inc.; Merck, Inc., Navistar International, Inc.; Pacific Gas and Electric Company, Pepsi-Cola, Inc.; Polaroid; Procter & Gamble Company; Product Genesis, Inc.; RAM Broadcasting, Inc.; Regional Transportation Authority; Richardson-Vicks, Inc.; Southern Company Services, Inc.; Time-Life Books; Volunteers in Technical Assistance, and Wyeth-Ayerst Laboratories, Inc. Co-founder, senior product development consultant, Applied Marketing Science, Inc., Affinova, Inc.

*M.I.T. or MIT Sloan Committee Work*

Associated Faculty Committee to Review the Organizational Learning Center (MIT Sloan), 1995.

Building Committee for the E51 Expansion, MIT Sloan, 1992, Ad Hoc.

Center for Innovation in Product Development

Leader, Virtual Customer Initiative, 2000 - 2006

Research Director, 1997 – 2000

Center for Transportation Studies, 1981 - 1982.

Master of Science in Transportation Committee.

Committee on the Masters in Analytics, 2014-2016.

Committee on the Undergraduate Program, 2003 – 2005.

Committee to Investigate Sloan-Logo Research Notes (MIT Sloan, chair), 2001-2002.

Dean's Consultation Committee (MIT Sloan), 2008-2009.

Dean Search Committee (MIT Sloan), 1993.

Executive Educational Programs Committee (MIT Sloan), 1983 – 1985, 1998-1999, 2007.

Faculty Admissions Committee, 2004-2009.

Faculty Council (MIT Sloan), 1999.

International Center on Research for the Management of Technology (MIT Sloan).

Co-Director, (1993 - 2000).

Joint Steering Committee (1990 - 1993).

Management Science Area, MIT Sloan School of Management.

Area Head, (2005- 2009).

Chairman of Subcommittee on Peer Group Comparisons, (1981 - 1982).

Committee on Management Science Curriculum Redesign, (1982 - 1983).

Marketing Group Head (1986, 1988 – 2003, 2010-2011, 2019-2023).

Marketing PhD Admissions, Head (2015-2016), Committee (2022-2023)

Management of Technology Program Committee (MIT Sloan), (2001- 2003).

Master's Program Committee, MIT Sloan, (1980 – 1987, 2007 – 2015).

Ad hoc committee to develop a Marketing, Operations and Strategy Track (2011-2012).

Ad hoc committee to understand gender issues in class participation (2015-2016)

Chairman: Subcommittee on Placement, (1981 - 1982).

Core Curriculum Implementation Committee (1992-1994).

Core Curriculum Reassessment Committee (1991-1992).

Subcommittee on Admissions, Special Consideration, (2007 – 2009).

Subcommittee on Course Ratings (2011).

Subcommittee on Entrepreneurship and Innovation Evaluation (Chair, 2008).

Subcommittee on Fellowship Awards (2014-2015)

Subcommittee on the Management Science Core, (1982 - 1983).

Subcommittee on Tracks (2008-2009).

Subcommittee on Strategy Curriculum (2009).

MIT Sloan Committee on Educational Technology, 2004 – 2006.

Operations Research Center

Admissions Committee, (1981 - 1982).

Associated Faculty (1980 – 2000).

Operations Research Committee (2001- 2003).

President's Committee (1984).

Organization Committee for the New MIT Sloan Building, E62, (2007- 2009).

Personnel and Policy Committee, MIT Sloan (Executive Committee, 2005 – 2009, 2013-2014).

Chair of ad hoc committees for reappointment, promotion, and tenure (1983 - 2022).

Member of ad hoc committees for reappointment, promotion, and tenure (1981 - 2022).

Sloan Appreciation Awards Committee (2013-2014)

Symposium Director, Marketing Center, MIT Sloan School, M.I.T., (1981 - 1982).

Zannetos Dissertation Award Committee, MIT Sloan, (1981-82, 1996-97, chair 1997-1998).

*M.I.T. Subjects Taught (often multiple sections)*

15.810, Marketing Management (Core)	Spring 1990, 1991, 1992, 1993, 1994, 1995, 1997, 1998, 1999, 2001, 2004, 2005, 2006, 2018. Fall 1999, 2006, 2007, 2008, 2011, 2012, 2013, 2014, 2015. (Teaching awards listed on page 2 of vita.). Retitled Marketing Innovation in 2018.
15.812, Marketing Management (UG)	Fall 1981, 1982, 1984, 1985, 1986. Spring 1981, 1984, 2006, 2018. Retitled Marketing Innovation in 2018.
15.813, Marketing Management in Public Sector	Fall 1980.
15.814, Marketing Innovation	Spring 2019, 2020
15.8141, Marketing Innovation (UG)	Spring 2019, 2020
15.814, Marketing Mgmt (Mgmt of Technology)	Fall 1988, 1993, 1999, 2001.
15.820, Advanced Marketing Management	Spring 1990
15.821, Listening to the Customer	Spring 2021, 2022, 2023
15.828, New Product Development	Spring 1981, 1982, 1989; Fall 1982, 1984; 1985.
15.838, Ph.D. Seminar (Various Topics)	Spring 1986, 1997, 2002, 2006, 2011, 2013, 2014, 2015, 2016, 2021.
15.839, Marketing and Statistics Workshop	Spring 1982; Fall 1982, 1984.
15.TH4, Thesis Project on Competitive Strategy	Spring 1985, 1986.
CS.113, Core Ethics: Ethics in Marketing	Fall 2014, 2015, 2016, 2017, 2019.
CS.108, Core Ethics: Ethics in Drug and Vaccine Tests	Fall 2020, 2021

Summer Session, ILP, and External Executive

A.T.&T Course on New Product Development, 1986.

European Institute for Business Administration (INSEAD) European Marketing Programme, 1985.

Greater Boston Area Executive Program, 1982, 1983.

M.I.T. Civil Engineering, Demand Theory, 1980, 1981, and 1982.

M.I.T. ILP, Marketing Strategy and Models in the Information age, 1983.

M.I.T., Management of R&D, 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999.

M.I.T. Marketing Science Symposium, 1981, 1982, 1983, 1984, 1985, 1986, 1987, 1988.

M.I.T./M.I.P. Executive Program, 1992.

M.I.T. New Product Development, 1997.

### *Pedagogical Developments.*

In 2022, I developed a case to introduce students to randomized control testing in drug development so that we could discuss the ethical issues.

In 2021, I redesigned a course on listening to the customer, including entirely new sessions updated with new material and new case studies.

In 2020, I developed a realistic case to help students learn to use conjoint analysis while designing a new dormitory for MIT.

In 2017-2019, I headed an effort to redesign the basic marketing course with further consideration of redesigning the entire marketing curriculum.

In 2012, I redesigned the core curriculum in marketing to reflect new developments in marketing analytics, big data, and new media.

In 1990 and 1991, Prof. John D. C. Little and I redesigned the core curriculum in Marketing Management and taught the course to the entire Master's class.

In the 1991-1992 I was part of a committee of six faculty members that redesigned the core curriculum at the Sloan School. I supervised the voice-of-the-customer analyses of students and recruiters and encouraged the committee to design a program that these customers would find exciting. The new core was implemented in the 1993-1994 academic year. Student satisfaction increased significantly.

### *Teaching Notes*

Note on Defensive Marketing Strategy (2005, for 15.810, Marketing Management)

Note on Product Development (2055, for 15.810, Marketing Management)

Note on the Voice of the Customer (2018 for 15.814, Marketing Innovation)

Note on Consumer Behavior (2015, for 15.810, Marketing Management)

Note on Life Cycle Diffusion Models (2005, for 15.810, Marketing Management)

Note on Engineering Product Design (2006, for 15.810, Marketing Management)

Note on Conjoint Analysis (2018, for 15.814, Marketing Innovation)

### *M.I.T. Thesis Supervision*

#### (a) *MIT Sloan School of Management, Master's Theses*

Hafiz Adamjee (joint with John Scaife), "The Face of the Customer: The Use of Multimedia in Quality Function Deployment," - (1993). This product was subsequently commercialized and was a finalist for the *New Media* Invision 1994 Multimedia award at COMDEX/Spring '94.

Ramay Akras, "Competitive Strategy in the Marketing of Small DDP Computers: An Analysis of Emerging Price and Product Position Patterns," - (1986).

Frederic Amerson, "Strategic Marketing Simulation: Improvements to the Enterprise Integrating Exercise," - (1989).

Sébastien Andrivet (Sloan Fellows Program), "Customer research, customer-driven design, and business strategy in Massively Multiplayer Online Games," – (2007)



Andrew Anagnos (joint with Karen Van Kirk), "A Framework for Analyzing Quality in the News Media," - (1991)

Allen Aerni, "Measurement of Customer Satisfaction," - (1994).

Joel Berez, "An Investigation of Decision Hierarchies" - (1981).

Harel Beit-on, "Competitive Strategy for Small Business Jet Aircraft," - (1985).

Willy Biberstein (SDM Program), "Framework for Customer Interaction Throughout the Automotive Product Development Process," (February 2002).

Andre Borschberg (joint with Webb Elkins), "Defensive Marketing Strategy: Its Application to a financial Decision Support System" - Reader (1983).

Philippe Bosquet, "European Airline Deregulation: Defining Air France's Strategy for the 1990's," - Reader (1989)

Jill A. Christians, (joint with Cheryl M. Duckworth), "Expectations and Customer Satisfaction: A Market Research Study for Plimoth Plantation," Reader (1994).

Poh-Kian Chua (MOT Program), "R,D&E Metrics: Shaping the Outcomes of Your R,D&E Investment," – (1998).

Leslie K. Cooper, "The Structure of Recruiter Needs at the Sloan School of Management: A Quantitative Assessment," - (1992).

Teruyuki Daino (Sloan Fellows Program), "How a Leading Company Can Overcome a Competitive Challenge: A Case Study of Anheuser-Busch Company." – (1998).

Laura E. Donohue, "Software Product Development: An Application of the Integration of R&D and Marketing via Quality Function Deployment" - (1990)

Cheryl M. Duckworth (joint with Jill A. Christians), "Expectations and Customer Satisfaction: A Market Research Study for Plimoth Plantation," Reader (1994).

Webb Elkins (joint with Andre Borschberg), "Defensive Marketing Strategy: Its Application to a Financial Decision Support System" - Reader (1983).

Rasheed El-Moslimany (LFM Program), "Getting Value from the Value Chain: Comfort Choice," Co-Advisor. (June 2002)

Merve Ergez (Master of Science in Management Studies), Strategic Scent Selection: A Marketing Research Study for Olivita Brand," (June 2014).

Julio Faura (MOT Program), "Contribution to Web-based Conjoint Analysis for Market Research," (2000).

Richard Feldman, "Decision Support Systems for Forecasting Communications in the Home," - Reader (1985).

Anders T. Fornander, "The Continuing Operating System Battle in the Personal Computer Industry," - Reader (1994).

Carl Frank (MOT Program), "Metrics Thermostat for Strategic Priorities in Military System Acquisition Projects," (2000).

Mihaela Fulga, "Competitive Pricing and Positioning Strategies in the Dating Service Market," - (1986).

Steven P. Gaskin, "Defender: Test and Application of a Defensive Marketing Model" - (1986). 1st Place, Brooks

Award.

Peter N. Goettler, "A Pre-market Forecasting Model of New Consumer Durables: Development and Application," - Reader (1986).

Patti N. Goldberger, "Competitive Strategy in the Market for Running Shoes," - (1985).

Akhil Gupta, "The Personal Computer Industry: Economic and Market Influences on Product Positioning Strategies," - (1986).

Michael Halloran (joint with Marc Silver), "Defensive Marketing Strategy: Empirical Applications" - (1983).

Carla Heaton, "Competitive Strategy in the Facsimile Market," - (1985).

Judith Hee, "Determining Manufacturer's Coupon Strategies" - Reader (1981).

Jonathan E. Higginson, "Understanding Dependencies in Research and Development at the Charles Stark Draper Laboratory." - (1997).

Scott D. Hill, "Correlation of Core Competencies with Market-Driven or Self-Guided Research," - (1995).

Dan Isaacs, "Competitive Pricing and Positioning Strategies in the Imported Beer Marketing," - (1986).

Francois Jacques, "Marketing Strategies in Innovative Industries: The Case of Package/Document Delivery Services," - Co-Advisor (1985).

Lawrence Kahn, "Competitive Positioning: A Study of Recruiter's and Employer's Perceptions of the Sloan School of Management" - (1982). Honorable mention Brooke's Thesis Prize.

D. Darcy Kay, "Competitive Strategy for Anti-arthritis Drugs" - (1985).

Young Joo Kim (MOT Program), "R&D Management Applications of The Dynamic Metrics Framework" – (1998)

Priya Kher (Systems Design and Management Program), "Using Application Generated Data to Provide Personalized User Experience in Software Applications" – (2018)

Sidney A. Kriger, "The Effect of Quality Function Deployment on Communications of the New Product Development Teams," - (1989)

Yasuke Kume, "New Marketing Strategy of Telecommunications in Japan" - Reader (1981).

Elvind Lange, "Measuring Market Response to Marketing Mix Variables Using Dynamic Modeling and Its Implications for Brand Strategy" - Reader (1981).

Stephen P. Langhans, "Defensive Marketing Strategy: A Consumer Semi-Durable Case Example" - (1983).

In-Kyu Lee, "Evaluating System for the Upstream Center of R&D for being Market-Oriented in a Consumer Electronics Company," - (1995).

Michael Leslie (joint with Joel Wachtler), "A Methodology for Making International Marketing Mix Decisions," - Reader (1985).

Kit Mee Lim, "Competitive Strategy among Companies Offering Credit Cards," - Reader (1985).

James A. Lutz, "Competitive Marketing Strategy in the CAD Marketplace," - (1985).

Larry D. Lyons, "Forecasting the Impact of Competitive Entries on Sales of a New Consumer Durable" - Reader (1984).

Arpita Majundar (SDM Program), "Strategic Metrics for Product Development at Ford Motor Company," - (2000).

Catherine E. Manion, "A Survey of Customer Satisfaction Incentive Systems for Salespersons," - (1993).

Maureen E. Matamoros, "Information Overload," – Reader (1986).

Meghan McArdle (LFM Program), "Internet-based Rapid Customer Feedback for Design Feature Tradeoff Analysis," – co-Advisor (2000)

Fernando Motta, "Competitive Strategy Among Panamanian Banks," - (1985).

Neil Novich, "Price and Promotion Analysis Using Scanner Data" - Reader (1981).

Kenji Nozaki, "Marketing and Technology Strategy for the Japanese Architectural Design Company," - (1989).

Seiji Nozawa, "Voice of the Customer Analysis in the Japanese Beer Market." - (1997).

Minho Park (MOT Program), "R&D Matrix at LG Electronics." - (1997)

Stephen Pearce, "Production and Sales Forecasting: A Case Study and Analysis" - Reader (1982).

Ning P. Peng, "An Exploration of the Impact and Success of Customer Satisfaction Programs," - (1994).

Homer Pien (MOT Program), "Competitive Advantage through Successful Management of R&D." - (1997)

Susan B. Poulin, "Defensive Strategy in the Automatic Test Equipment Industry" (1984).

Jill W. Roberts, "MBA Recruiters' Needs: Voice of the Customer Analysis," - (1992).

Lisa Gayle Ross, "A Voice of the Customer Analysis of M.B.A. Schools: The Student Segment," - (1992). Lisa was a runner-up for the George Hay Brown Marketing Scholar of the Year in 1992.

Tamaki Sano, "Strategy for Kirin as a Global Brand" – (2009) Sloan Fellow.

John Scaife (joint with Hafiz Adamjee), "The Face of the Customer: The Use of Multimedia in Quality Function Deployment," - (1993). See award listed under Adamjee.

Paul E. Schoidtz, "Advertising, Price, and Positioning Equilibria," - (1986).

Hongmei Shang, "A Simulation Analysis of Optimal Task Assignment for Growing Managers from R&D Labs," – (February 2000).

Rosemarie Shield, "Competitive Pricing and Positioning Strategies in the Chromatographic Instruments Market," - , (1986).

Jon Silver (joint with John C. Thompson, Jr.), "Beta-binomial Analysis of Customer Needs -- Channels for Personal Computers," - (1991). 1st Prize, Brooks Award.

Marc Silver (joint with Michael Halloran), "Defensive Marketing Strategy: Empirical Applications" - (1983).

Lisa Silverman, "An Application of New Product Growth Modeling to Automobile Introductions" - (1982).

Sheryl Sligh, "An Assessment of the Analog Modem Market," - (1991).

Jamie Smith, "Industrial Buying Process of Pension Funds for Real Estate," - (1982).

Yoshihito Takahashi (MOT), "Analysis of Strategy in an Ethical Drug Industry," – Reader ( 2000).

Genevieve Tchang, "A Methodology for Planning and Evaluating External Relations at Business Schools" - Reader (1982).

John C. Thompson, Jr. (joint with Jon Silver), "Beta-binomial Analysis of Customer Needs -- Channels for Personal Computers," - (1991). 1st Place, Brooks Award.

V. Mullin Traynor, "The Dissemination and Adoption of New Technology: Control Data's Computer-Based Training System, Plato, and the Electric Utilities" - (1982).

Karen Van Kirk (joint with Andrew Anagnos), "A Framework for Analyzing Quality in the News Media," - (1991)

Joel Wachtler (joint with Michael Leslie), "A Methodology for Making International Marketing Mix Decisions," - Reader (1985).

Tamao Watanabe, "Customer Analysis of the U.S. Cardiovascular Drug Market: Focusing on Physician's Drug Choice" - (1991)

Stephen L. Weise, "Expert Decision Support Systems for Marketing Management," – Reader (1986).

Nancy Werner, "Competitive Price and Positioning in the Integrated Office Automation Systems Market" - (1986).

Julie Wherry, “Pre-Test Marketing: Its Current State in the Consumer Goods Industry and Its Effect on Determining a Networked Good.” - (2006).

Ali Yalcin, "The Potentials and Limitations of Customer Satisfaction Indices in Captive Customer-Supplier Environments," - (1995)

Sandra Yie, "The Core Curriculum at Sloan: Establishing a Hierarchy of Needs," - (1992).

Judy Young, "Responsive Marketing Strategy at AT&T" - (1982).

(b) *Aeronautics S.M. Theses*

Keith Russell (LSI), "Reengineering Metrics Systems for Aircraft Sustainment Teams: A Metrics Thermostat for Use in Strategic Priority Management," (February 2001).

(c) *Electrical Engineering, S.B. and M.Eng. Theses*

Chan, Christine W. Y. (M. Eng), “Measuring Non-Monetary Incentives Using Conjoint Analysis,” Co-Advisor (1999).

Emily Hui (M.Eng.), "Application of Polyhedral Conjoint Analysis to the Design of Sloan's Executive Education Programs." June 2003.

Brian T. Miller (S. B.), "A Verification of Price Equilibria Based on Non-Zero Conjectural Variation," (1986).

Nina Yang (M. Eng.), “Examining Interactivity in Television Ads as an Effect of Social Media Brand Presence,” (expected 2024)

(d) *Mechanical Engineering, Master's Theses*

Burt D. LaFountain, “An Empirical Exploration of Metrics for Product Development Teams” – (1999)

Tina Savage, "The Virtual Customer: A Distributed Methodology for Linking Product Design and Customer Preferences." Co-Advisor (1998).

(e) *Operations Research Center, Master's Theses*

Jeffrey Moffit (ORC), "Applying the Metrics Thermostat to Naval Acquisitions for Improving the Total Ownership Cost – Effectiveness of New Systems," (2001)

Olivier Toubia (ORC), "Interior-point Methods Applied to Internet Conjoint Analysis," (February 2001), Co-Advisor.

(f) *Urban Studies, Master's Theses*

Marijoan Bull, "Affirmative Fair Housing Marketing" - Committee Member (1982).

Barry Cosgrove, "Marketing Analysis for the Brockton Area Transportation Authority" – Committee Member (1981).

(g) *MIT Sloan School of Management, Ph.D. Theses (Universities listed are last known appointment)*

Makoto Abe, "A Marketing Mix Model Developed from Single Source Data: A Semiparametric Approach." Committee member (August 1991). Abe is on the faculty at the University of Tokyo.

Cao, Xinyu, "Consumer Inattention, Uncertainty, and Marketing Strategy." Committee member (June 2018). Cao on the faculty at New York University.

Daria Dzyabura, "Essays on Machine Learning in Marketing (tentative title)," Chairman (June 2012). Dzyabura is on the faculty at the New Economic School in Russia.

Peter Fader, "Effective Strategies in Oligopolies," Chairman (February 1987). Sloan School of Management, Zannetos Prize, 1st Place. Fader is on the faculty at the University of Pennsylvania.

Fred Feinberg, "Pulsing Policies for Aggregate Advertising Models" Committee Member (August 1988). Feinberg is on the faculty of the University of Michigan.

Dave Godes, "Friend or Foe? The Relationship Between Learning and Incentives and two additional essays in marketing," (June 2000), Committee Member. Primary advisor on listed essay. Zannetos Prize, 1st Place. Godes is on the faculty of the University of Maryland.

Abbie Griffin, "Functionally Integrated New Product Development: Improving the Product Development Process Through Linking Marketing and Technology Development," Chairman. (June 1989). Griffin is on the faculty at the University of Utah and was editor of *Journal of Product Innovation Management* from 1997-2003 Frank Bass Dissertation Award (INFORMS).

Ibragimov, Marat, "Product Returns Management in Online Retail," Ibragimov is on the faculty at Emory University.

Gurumurthy Kalyanaram, "Empirical Modeling of the Dynamics of the Order of Entry Effect on Market Share, Trial Penetration and Repeat Purchases for Frequently Purchased Consumer Goods," Committee Member (March 1989). G. K. was on the faculty at the University of Texas, Dallas.

Eriko Kitazawa, "Customer Satisfaction at Japanese Utility Franchises," Committee Member (1996).

Li, Xitong, "Using Web Data and Services: Technology, Theory, and Evidence," Co-chairman (2014). Li is on the faculty at HEC Paris.

Eleanor (Nell) Putnam-Farr, "The Effects of Framing on Enrollment and Participation – Field Experiments Using

Different Recruitment Language.” June 2015. Putnam-Farr joined Yale University as a post-doctoral fellow. She is on the faculty at Rice University.

John H. Roberts, "A Multiattributed Utility Diffusion Model: Theory and Application to the Prelaunch Forecasting of Autos". Committee Member (February 1984). Roberts is on the faculty at the London Business School and the Australian Graduate School of Management.

Matt Selove, “The Strategic Importance of Accuracy in Conjoint Design,” Committee Member (June 2010). Selove joined the faculty at the University of Southern California. He is now on the faculty at the Chapman University. John Howard Dissertation Award (AMA), 2010.

Duncan I. Simester, "Analytical Essays on Marketing," Committee Member, (June 1993). Sloan School of Management, Zannetos Prize, Honorable Mention. Simester is on the faculty of M.I.T.

Artem Timoshenko, "Essays on Machine Learning in Marketing (June 2019)," Timoshenko is on the faculty of Northwestern University. Finalist Frank Bass Award (ISMS) 2023.

Olivier Toubia, “New Approaches to Idea Generation and Consumer Input in the Product Development Process,” (June 2004). Toubia is on the faculty of Columbia University. Frank M. Bass Dissertation Award (ISMS) 2005, John Howard Dissertation Award (AMA), 2005. ISMS Long-term Impact Award 2016.

Miguel Villas-Boas, "On Promotions and Advertising Policies: A Strategic Approach." Committee member (February 1991). Villas-Boas is on the faculty at the University of California, Berkeley.

Bruce Weinberg, "An Information-Acceleration-Based Methodology for Developing Preproduction Forecasts for Durable Goods: Design, Development, and Initial Validation." Committee Member. (August 1992). Weinberg was on the faculty at the University of Massachusetts, Amherst.

Florian Zettelmeyer, “Three Essays on Strategic and Organizational Uses of Information in Marketing.” Committee Member. Zettelmeyer is on the faculty of Northwestern University.

(h) *Civil Engineering, Ph.D. Thesis*

Karla Karash (Ph.D.), "An Application of the Lens Model in Measuring Retail Attractiveness and the Effects of Transportation Programs" - Committee Member (August 1983). Karash was at the MBTA.

(j) *Mechanical Engineering, Ph.D. Thesis*

Javier Gonzalez-Zugasti (Mechanical Engineering, Ph.D.), "Models for Product Family Design and Selection," (June 2000), Committee Member.

(k) *Operations Research Center, Ph.D. Thesis*

Michael Yee (Operations Research, Ph.D.), “Inferring Non-Compensatory Choice Heuristics,” (June 2006), Co-Advisor. Yee is at MIT’s Lincoln Laboratories.

(l) *Post-doctoral Fellows, MIT Sloan School of Management*

Rene Befurt, now a partner at the Analysis Group, Inc.

Alex Burnap, now on the faculty at Yale University

Gui Liberali, now on the faculty at Erasmus University

*Northwestern University Ph.D. Thesis Supervision (1975 - 1980 Academic Years)*

Steven M. Shugan, "A Descriptive Stochastic Preference Theory and Dynamic Optimization: Applications Toward Predicting Consumer Choice" Chairman (September 1977). Shugan is on the faculty at the University of Florida and was editor of *Marketing Science* for six years.

Patricia Simmie, "Product Realization: Theory, Models, and Application" - Chairman (June 1979), American Marketing Association Dissertation Prize, Honorable Mention. Simmie was at York University.

Ken J. Wisniewski, "A Semi-Markov Theory of Consumer Response: New Theoretical Properties, Simulation Testing, and Empirical Application" Chairman (June 1981). American Marketing Association Dissertation Prize, First Place. Wisniewski was on the University of Chicago.