

Thomas Otter
March, 2018

EDUCATION:

Doktor rer.soc.oec. (PhD) 2001 WU-Wien (Vienna Univ. of Econ. & Bus. Admin.)
Magister rer.soc.oec. (MBA) 1995 WU-Wien (Vienna Univ. of Econ. & Bus. Admin.)

EMPLOYMENT / ACDEMIC APPOINTMENTS:

FROM: 07/2007	Johann Wolfgang Goethe Universität Frankfurt	Full Professor
FROM: 08/2015 TO: 10/2015	UCLA, Anderson	Morrison Faculty Fellow
April 2011	University of Chicago, Booth	Kilts Faculty Fellow
FROM: 07/2003 TO: 06/2007	Fisher College of Business, Ohio State University	Assistant Professor
FROM: 10/2002 TO: 06/2003	A. Gary Anderson Graduate School of Management at the University of California, Riverside	Assistant Professor
FROM: 07/1995 TO: 09/2002	WU-Wien (Vienna University of Economics and Business Administration), Vienna, Austria, Europe	Vertrags- / Universitätsassistent
FROM: 11/1996 TO: 1/2000	FWF (Austrian Science Foundation), project No 12025 'Brand Equity',	Vertragsassistent

PUBLICATIONS

Journal Articles

- Otter, Thomas, Max Pachali, Stefan Mayer, and Jan Landwehr (2018), "Causal inference using mediation analysis or instrumental variables - full mediation in the absence of conditional independence", *Marketing ZFP - Journal of Research and Management* (invited paper), forthcoming.
- Dotson, Jeffrey P., John Howell, Jeff D. Brazell, Thomas Otter, Peter J. Lenk, Steven MacEachern, and Greg Allenby (2018), "A Probit Model with Structured Covariance for Similarity Effects and Source of Volume Calculations", *Journal of Marketing Research*, 55, 35-47.
- Aribarg, Anocha, Thomas Otter, Daniel Zantedeschi, Greg M. Allenby, Taylor Bentley, David J. Curry, Marc Dotson, Ty Henderson, Elisabeth Honka, Rajeev Kohli, Kamel Jedidi, Stephan Seiler and Xing (Shane) Wang (2017), "Advancing Non-Compensatory Choice Models in Marketing", *Customer Needs and Solutions*, <https://doi.org/10.1007/s40547-017-0072-0>.
- Zenetti, German and Thomas Otter (2014), "Bayesian estimation of the random coefficients logit from aggregate count data", *Quantitative Marketing and Economics*, 12, 43-84.
- Büschken, Joachim, Thomas Otter, and Greg Allenby (2013), "The Dimensionality of Customer Satisfaction Survey Responses and Implications for Driver Analysis", *Marketing Science*, 32, 533-53.

- Wachtel, Stephan and Thomas Otter (2013), "Successive sample selection and its relevance for management decisions", *Marketing Science*, 32, 170-185.
- Otter, Thomas, Timothy J. Gilbride, and Greg Allenby (2011), "Testing Models of Strategic Behavior Characterized by Conditional Likelihoods", *Marketing Science*, 30, 686-701.
- Otter, Thomas, Joe Johnson, Jörg Rieskamp, Greg Allenby, Jeff Brazell, Adele Diederich, Wes Hutchinson, Steven MacEachern, Shiling Ruan, Jim Townsend, (2008), "Sequential Sampling Models of Choice: Some Recent Advances", *Marketing Letters*, 19, 255-67.
- Sandeep R. Chandukala, Jaehwan Kim, Thomas Otter, Peter E. Rossi, and Greg M. Allenby (2008), "Choice Models in Marketing: Economic Assumptions, Challenges and Trends", *Foundations and Trends in Marketing*, 2, 2, 97-184.
- Otter, Thomas, Greg Allenby and Trish van Zandt (2008), "An Integrated Model of Choice and Response Time", *Journal of Marketing Research*, 45, 5, 593-607.
- Ruan, Shiling, Steven MacEachern, Thomas Otter and Angela Dean (2008), "Dependent Poisson Race Models and Modeling Dependence in Conjoint Choice Experiments", *Psychometrika*, 73, 2, 261-288.
- Liu, Qing, Thomas Otter and Greg Allenby (2007), "Investigating Endogeneity Bias in Marketing", *Marketing Science*, 26, 642-650.
- Sonnier, Garrett, Andrew Ainslie and Thomas Otter (2007), "Heterogeneity Distributions of Willingness-to-Pay in Choice Models", *Quantitative Marketing and Economics*, 5, 313-331.
- Allenby, Greg, Geraldine Fennell, Joel Huber, Thomas Eagle, Tim Gilbride, Dan Horsky, Jaehwan Kim, Peter Lenk, Rich Johnson, Elie Ofek, Brian Orme, Thomas Otter, Joan Walker (2005), "Adjusting Choice Models to Better Predict Market Behavior", *Marketing Letters*, 16, 197-208.
- Otter, Thomas, Regina Tüchler and Sylvia Frühwirth-Schnatter (2004), "Capturing consumer heterogeneity in metric conjoint analysis using Bayesian mixture models", *International Journal of Research in Marketing*, 21, 285-297.
- Frühwirth-Schnatter, Sylvia, Regina Tüchler and Thomas Otter (2004), "Bayesian Analysis of the Heterogeneity Model", *Journal of Business & Economic Statistics*, 22, 1, 2-15.
- Schweiger, Günter, Thomas Otter and Andreas Strebing (1997), "The Influence of Country of Origin and Brand on Product Evaluation and the Implications thereof for Location Decisions", *CEMS Business Review*, 2, 5-26.

Working Papers

- Pachali, Max, Peter Kurz and Thomas Otter (2017), "The perils of ignoring the budget constraint in single-unit demand models", Available at SSRN: <https://papers.ssrn.com/abstract=3044553>
- Pachali, Max, Peter Kurz and Thomas Otter (2017), "How to Generalize from a Hierarchical Model?", Available at SSRN: <https://ssrn.com/abstract=3018670>.
- De Bruyn, Arnaud and Thomas Otter (2017), "Bayesian Customer Profiling: Applications to Age and Political Partisanship Estimation", Available at SSRN: <http://ssrn.com/abstract=2740293> or <http://dx.doi.org/10.2139/ssrn.2740293>.

- Kosyakova, Tetyana, Thomas Otter, Sanjog Misra, and Christian Neuerburg (2017), "Measuring Substitution and Complementarity Among Offers in Menu Based Choice Experiments ", Available at SSRN: <https://ssrn.com/abstract=2957105>.
- Otter, Thomas (2016), "Bayesian Models", chapter prepared for Handbook of Market Research, Christian Homburg, Martin Klarmann and Arnd Vomberg (eds.), Springer
- Dehmamy, Keyvan and Thomas Otter (2015), "On The Identification of Utility and Attention Based on Discrete-Continuous Choice", Available at SSRN: <http://ssrn.com/abstract=2433145> or <http://dx.doi.org/10.2139/ssrn.2433145>.
- (A previous version was circulated under the title: "Utility and Attention – A Structural Model of Consideration")
- Akca, Selin and Thomas Otter (2015), "Identifying the discount factor of forward looking consumers based on consumption from inventory", Available at SSRN: <http://ssrn.com/abstract=2440681> or <http://dx.doi.org/10.2139/ssrn.2440681>.
- Steiner, Michael and Thomas Otter (2014), "Consumer Decisions about Durable Products: The Influence of Warranty Extension Information Sequencing", Available at SSRN: <http://ssrn.com/abstract=2433458> or <http://dx.doi.org/10.2139/ssrn.2433458>
- Steiner, Michael and Thomas Otter (2014), "How to Increase Demand by Cultivating Customers' Ability to Find and Choose Attractive Alternatives in a Configurator", Available at SSRN: <http://ssrn.com/abstract=2464506> or <http://dx.doi.org/10.2139/ssrn.2464506>

Reviews

- Otter, Thomas (2006), [Review of the book "Contemporary Bayesian Econometrics and Statistics" by John Geweke], *Journal of the American Statistical Association*, 101, 1313.

Articles in German

- Menches, Barbara, Thomas Otter und Günter Schweiger (2002), "An Exploratory Investigation of Vienna's Competence of Production for Selected Products", *transfer – Werbeforschung & Praxis*, 4/2002, 22 – 29 [in German].
- Strebinger, Andreas, Sabine Hoffmann, Günter Schweiger und Thomas Otter (2000), "Conjoint-Analysis und Hemisphericity: The Effect of Presentation Format and Involvement on Predictive Validity", *Marketing ZfP*, 22, 1, 55-74 [in German].

Books & Book Chapters

- Kosyakova, Tetyana and Thomas Otter (2012), "Implications of Linear versus Dummy Coding for Pooling of Information in Hierarchical Models," Quantitative Marketing and Marketing Management, editors: Adamantios Diamantopoulos, Wolfgang Fritz, Lutz Hildebrandt, Springer, 171-190.
- Liu, Qing, Thomas Otter and Greg Allenby (2009), "Measurement of Self- and Cross-Price Effects," Handbook of Pricing Research in Marketing, editor: Vithala R. Rao, 61-75.
- Strebinger, Andreas und Thomas Otter (2006), "Who still believes in strong brands?," Werbe- und Markenforschung, editors: Andreas Strebinger, Wolfgang Mayerhofer and Helmut Kurz, Springer, 77-108. [in German]
- Frühwirth-Schnatter, Sylvia, Regina Tüchler and Thomas Otter (2005), "Capturing Consumer Heterogeneity Using the Bayesian Heterogeneity Model," Adaptive

Information Systems and Modelling in Economics and Management Science,
editor: Alfred Taudes, Springer, Vienna, 57-70.

Otter, Thomas (2001), "Measuring and Explaining Brand Equity by Conjoint Analysis,"
Forschungsergebnisse, Service Fachverlag, Wien [in German; this is based on
my thesis see <http://epub.wu-wien.ac.at/>]

Conference Proceedings

Steiner, Michael, Carsten Schulze-Bentrop and Thomas Otter (2011), "Joint Demand for
Consumer Durables and Value-added Services – The Impact of Information
Structure", in: The day after – Inspiration, innovation, implementation, ed. Maja
Makovec Brenčič, Proceedings of the 40th EMAC Annual Conference,
Ljubljana, Slovenia.

Otter, Thomas (2008), "HB-Analysis for Multi-Format Adaptive CBC", Proceedings of
the 2007 Sawtooth Software Conference, October 17 – 19, 2007, Santa Rosa,
111-126.

Allenby, Greg, Jeff Brazell, Tim Gilbride, and Thomas Otter (2005), "Avoiding IIA
Meltdown", Proceedings of the 2004 Sawtooth Software Conference, October 4
– 8, San Diego, 207-214.

Dolnicar, Sara and Thomas Otter (2003), Which Hotel Attributes Matter? A Review of
Previous and a Framework for Future Research, in Griffin, T & Harris, R (eds.)
Proceedings of the 9th Annual Conference of the Asia Pacific Tourism
Association, (APT A), University of Technology Sydney, 1, 176-188.

Otter, Thomas, Regina Tüchler and Sylvia Frühwirth-Schnatter (2003), "Bayesian Latent
Class Metric Conjoint Analysis – A Case Study from the Austrian Mineral
Water Market", Proceedings of the 25th Annual Conference of the German
Classification Society, March 14 – 16, 2001, Springer, 157-169.

Tüchler, Regina, Sylvia Frühwirth-Schnatter and Thomas Otter (2002), "The
Heterogeneity Model and its Special Cases – An Illustrative Comparison",
Proceedings of the 17th International Workshop on Statistical Modelling,
Chania, Crete, Greece, July 2002, 637-644.

Strebinger, Andreas und Thomas Otter (2001), "Double Heterogeneity in Brand
Consciousness", in: Proceedings of the XXVI Colloquium on Research in
Economic Psychology, Bath, UK.

Frühwirth-Schnatter, Sylvia and Thomas Otter (1999), "Conjoint Analysis Using Mixed
Effect Models", in: Proceedings of the 14th International Workshop on
Statistical Modeling, 181 – 191.

Otter, Thomas and Andreas Strebinger (1998), "Estimating Conjoint-Partworth Variation
using a Random Coefficient Model and the Kalmanfilter", in: Lou Pelton and
Peter Schnedlitz (eds.), Proceedings of the 1998 Marketing Exchange
Colloquium, American Marketing Association, 211-220.

Research Presentations at Universities and Conferences (since 2005)

"Better information from survey data – filtering out state dependence using eye-tracking
data"

2018 Winter Marketing Economics Summit, February 14-17

"The perils of ignoring the budget constraint in single-unit demand models"

2018 VHB Kommissionstagung Münster, January 25

- 2017 Winter Marketing Economics Summit, January 20
- Discussion of "Probabilistic Topic Model for Hybrid Recommendation Systems: A Stochastic Variational Bayesian Approach" by Asim Ansari, Yang Li, and Jonathan Z. Zhang, Marketing Analytics and Big Data Conference, Chicago, September 30, 2016
- "Bayesian Customer Profiling: Applications to Age and Political Partisanship Estimation"
- 2017 VHB Kommissionstagung Köln, January 27
 - 2016 Winter Marketing Economics Summit, January 30
 - 2015 UCLA, PhD Seminar, October 8
 - Stanford University, September 23
- "Measuring Substitution and Complementarity among Offers in Menu Based Choice Experiments"
- 2017 GfK's International Marketing & Data Sciences Meeting, September 14
 - 2016 NOVA School of Business & Economics, March 21
 - 2015 Tilburg X-mas Research Camp, December 17
 - Bocconi University, November 24
 - UCLA, September 28
 - Research Camp at HEC, Paris, April 10
 - Alpine Econ Marketing Summit, January 30
- "Discovering Two-Stage Decisions Based on Discrete-Continuous Choices" (former titles: "On The Identification of Utility and Attention Based on Discrete-Continuous Choice", "Utility and Attention – A Structural Model of Consideration")
- 2016 Marketing Science Conference, Shanghai, June 16
 - Choice Symposium, Lake Louise, May 15 (Advancing Non-Compensatory Choice Models)
 - 2014 The Ohio State University, October 17
 - SFB Seminar, Mannheim University, May 20
 - Alpine Econ Marketing Summit, February 1
 - 2013 Erasmus University Rotterdam, RSM, July 3
 - University of Zurich, April 11
- "Bayesian Modeling for Marketing"
- 2013 University of Innsbruck, October 1
- "The Dimensionality of Customer Satisfaction Survey Responses and Implications for Driver Analysis" (former title: "Do We Halo or Form? A Bayesian Mixture Model for Customer Satisfaction Data")
- 2012 Marketing Science Conference, Boston, June
 - 2011 ISI's 58th World Statistics Congress, Dublin
- "Joint Demand for Consumer Durables and Value-added Services – The Impact of Information Structure"
- 2011 Schumpeter School of Business, Bergische Universität Wuppertal, December 6
 - Mannheim University, June 20
- "Successive sample selection and its relevance for management decisions"
- 2012 Coc University, Istanbul, March 9

- 2011 Habilitandentreffen, WU Wien, September 10
 Christian Albrechts Universität Kiel, July 18
 ESSEC, May 20
- 2010 Erasmus University, Rotterdam, September 14
 Int. Workshop on Bayesian Statistics and Marketing, Osaka University,
 September 1-2
- “Developing and Testing Models of Strategic Behavior”
- 2011 The University of Chicago Booth School of Business, April 25
 Columbia University, March 1
- 2010 Marketing Science Conference, Cologne, June 17
 Rijksuniversiteit Groningen, April 7
- 2009 Christian Albrechts Universität Kiel, December 9
- "A Probit Model with Structured Covariance for Similarity Effects and Source of Volume
 Calculations"
- 2010 K. U. Leuven, March 9
- 2009 Goethe University, July 15
 Marketing Centrum Münster, June 24
- “Constrained choice across contexts - resolving conflicting usage situations”
- 2010 ENBIS Conference, Antwerp; September 13
- 2009 5th KUBS International Symposium on Marketing, Korea University,
 November 13
 Sawtooth’s "Turbo CBC", Anaheim, October 7-8
 Tilburg University, September 23
 WU-Wien, February 24
- “HB-Analysis for Multi-Format Adaptive CBC”
- 2007 Sawtooth Software Conference, October 17 – 19, Santa Rosa
- "Evaluating the Effectiveness of Marketing Expenditures"
- 2007 The Ohio State Statistics & Biostatistics Seminar Series, May 31
- "Investigating Endogeneity Bias in Conjoint Models"
- 2006 Marketing Science Conference, June 2006, Pittsburgh, PA
 Seminar series associated with NSF Grant No. SES-0437251, February 3,
 Ohio State University
- "Assessing The Financial Consequences of Marketing Actions"
- 2006 Johann Wolfgang Goethe-Universität Frankfurt a.M., May 2006, Germany
- "An Integrated Model of Choice and Response Time"
- 2007 7th Triennial Invitational Choice Symposium, Philadelphia
- 2006 University of Michigan, February 2006
- 2005 Notre Dame University, November 2005
 Conference on Bayesian Applications and Methods in Marketing in Linz,
 Austria, September 19 - 21, 2005
 Joint Statistical Meetings, Minneapolis, August 2005 (invited talk)
 IMPS 2005, the 14th International Meeting and the 70th Annual Meeting
 of the Psychometric Society, Tilburg, Netherlands, July 2005 (invited talk)
 Wissenschaftlicher Markentag an der Wirtschaftsuniversität Wien,
 Vienna, Austria, June 2005
 University of Chicago, GSB, January 31, 2005

Department of Marketing & Logistics at the Fisher College of Business,
Ohio State University, January 21, 2005
"Unobserved Preference Changes in Conjoint Analysis"
2007 Joint Statistical Meetings, Salt Lake City, August 2007 (invited talk)

Papers Presented at Professional Societies (since 2005)

- 2011 "Successive Sample Selection and its relevance for management decisions", VHB Habilitandentreffen 2011, WU-Wien
"Do We Halo or Form? A Bayesian Mixture Model for Customer Satisfaction Data", 2011 AMA's Advances Research Techniques Forum, Palm Springs
"Bayesian Methods and Applications in Marketing", VHB Kommissionstagung 2011, Münster
- 2010 "How to control for successive sample selection and when does it matter for management decisions", 2010 AMA's Advances Research Techniques Forum, San Francisco, June 8
- 2009 "Kurzschlüsse im Direktmarketing und wie man diese vermeidet", Marketing @ Goethe, Marketingclub Frankfurt, November 25
"What is marketing?", MTP nationales Förderertreffen, October 29
- 2006 "A Direct Approach to Evaluating Technical and Allocative Efficiency in Marketing", presented at the American Marketing Association's 2006 *Advanced Research Techniques Forum*, Monterey, CA
- 2005 "An Integrated Model of Choice and Response Time", presented at the American Marketing Association's 2005 *Advanced Research Techniques Forum*, Coeur d'Alene, ID

AWARDS AND HONORS

- 2014 Teaching award for the best PhD course taught at Goethe University's GSEFM in 2013/14
- 2013 "The Dimensionality of Customer Satisfaction Survey Responses and Implications for Driver Analysis", *Marketing Science*, 32, 533-53: finalist for the best paper award of the German Association of Business professors (VHB)
- 2012 "Testing Models of Strategic Behavior Characterized by Conditional Likelihoods", *Marketing Science*, 30, 686-701: finalist for the best paper award of the German Association of Business professors (VHB)
- 2011 Best paper award at AMA's Advanced Research Techniques Forum, Palm Springs
- 2006 Westerbeck undergraduate teaching award, Fisher College, Ohio State University
- 2005 WU-Best Paper Award for "Bayesian Analysis of the Heterogeneity Model", *Journal of Business & Economic Statistics*, 22, 1, 2-15 (with Sylvia Frühwirth-Schnatter and Regina Tüchler)
- 2003 Rudolf Sallinger Award for Dissertation presented by the Austrian Federal Chancellor (January 24, 2003)

GRANTS

- 2015 Research cooperation with TNS-Infratest to develop improved methods for market simulation based on conjoint experiments (Euro 65,000)
- 2012 PI within the SAFE Center of Excellence funded by a LOEWE grant
- 2011 Research cooperation with GfK Verein to develop models and estimation routines for multivariate choice outcomes in discrete choice experiments (Euro 60,000).
- 2004 Co-PI with Greg Allenby, Michael Browne, Angela Dean, Steve MacEachern, Mario Peruggia and Trish van Zandt on the NSF - Grant No. SES-0437251 (\$ 618,000)

TEACHING

Courses Taught at Goethe University, Frankfurt (taught in English)

2009/10, 10/11, 12	Marketing Management (MBA)
2008/9, 09/10, 10/11 (Winter Term) 12 (Summer Term), 13 (Summer Term), 13/14, 15/16, 16/17, 17/18 (Winter Term)	Bayesian Modeling for Marketing (Master, PhD)
2008, 09 (Summer Term)	Services Marketing (Bachelor)
2010/11, 11/12, 12/13, 13/14 (Winter Term)	Advanced Marketing Management (Master, PhD)
2007/08, 08/09, 09/10 (Winter Term)	Marketing Performance Measurement (Master, PhD)
2007/08, 08/09, 09/10, 11/12, 12/13 (Winter Term), 13, 14 (Summer Term)	Brand Management (Bachelor)
12/13, 13/14, 17/18 (Winter Term), 14, 15, 16 (Summer Term)	Market Research (Bachelor)
15, 16, 17 (Summer Term)	Customer Satisfaction & Consumer Choice (Master)

Courses Taught at Fisher College of Business, Ohio State University

2006, 2007 (Winter & Spring Quarter)	Product Design and Pricing (ML 756)
2005, 2007 (Winter Quarter)	Doctoral Seminar on Marketing Models (ML 951)
2004, 2005, 2006 (Winter & Spring Quarter), 2007 (Winter)	Marketing Research (ML 758)
2004, 2005 (Spring Quarter)	Pricing (as part of the AMA Marketing Essentials Program)

Courses Taught at the A. Gary Anderson Graduate School of Management, University of California, Riverside

2003 (Winter Quarter)	Electronic Marketing, BSAD 118 Product Development, MGT 243 (MBA)
2003 (Spring Quarter)	Electronic Marketing, BSAD 118 Marketing Strategy, MGT 257 (MBA)

Outside Teaching Activities (since 2005)

- Bayesian Modeling in Marketing taught at Goethe U. with participation from Erasmus RSM by video link, 2017/18.
- Bayesian Workshop, Grenoble Ecole de Management, May 29-June 1, 2017
- Bayesian Inference, short course taught at University of Wuppertal's Jackstädt Center of Entrepreneurship and Innovation Research, February 13-14, 2017
- Bayesian Modeling in Marketing taught at Goethe U. is broadcasted by video link to ESSEC, 2015/16 with participants from Erasmus University Rotterdam and Tilburg University
- Introduction to Bayesian Modeling in Marketing, University of Innsbruck, October 1, 2013
- Bayesian Modeling in Marketing taught at Goethe U. is broadcasted by video link to ESSEC, 2013, 2013/14.
- Bayesian Modeling in Marketing taught at Goethe U. is broadcasted by video link to Catholic University Eichstätt-Ingolstadt, Leuphana Universität Lüneburg, Coc University and Tilburg University, 2012.
- Introduction to Bayesian Modeling in Marketing, Coc University, Istanbul, March 8, 2012
- Bayesian Modeling in Marketing, as part of the EIASM EDEN Seminar 'Advanced Model Building in Marketing', Brussels, August 30 – 31, 2011
- Bayesian Choice Modeling, seminar for TNS Munich, May 10 – 11, 2011
- Bayesian Modeling in Marketing taught at Goethe U. is broadcasted by video link to ESSEC, Catholic University Eichstätt-Ingolstadt and University of Maastricht, 2010/11
- Bayesian Modeling in Marketing, Rijksuniversiteit Groningen: Spring 2010, Spring 2011
- HB Modeling with R, Katholische Universität Eichstätt-Ingolstadt, 2007, Germany
- HB Modeling with R, Advanced Research Techniques Forum 2006, Monterey, CA
- Bayesian Models of Heterogeneity, PhD seminar at the University of Michigan, February 2006
- HB Modeling with R (Allenby, Gilbride, Otter), Advanced Research Techniques Forum 2005, Coeur d'Alene, ID

PhD-students and initial placements (primary supervision)

- Tetyana Kosyakova (2017), Frankfurt School of Finance & Management
- Keyvan Dehmamy (2015), University of Groningen
- Selin Akca (2014), University of Zürich
- Stephan Wachtel (2012), industry

Service

Goethe University:

Deputy dean for research from 2015/10 –

Program director Master of Science, quantitative marketing, quantitative management and PhD-programs, quantitative marketing, quantitative management see <http://www.gsefm.eu/> from 2008/01 – 2015/08.

Journals:

Quantitative Marketing and Economics, co-editor since 2014/1

Quantitative Marketing and Economics, Associate Editor, from 2010/1 – 2013/12

Marketing Science, Editorial Review Board, since 2014/4

International Journal of Research in Marketing, Editorial Review Board, since 2009/11

Transfer – Werbeforschung und Praxis, Herausgeberbeirat, since 2009/4

Other:

Co-organizer QME conference 2017

EMAC VP Membership & Communication May 2017 -

Co-organizer of the session on “Advancing Non-Compensatory Choice Models” for the 10th Triennial Choice Symposium, Lake Louise, Canada, May 14-17, 2016

Chair of the EMAC Doctoral Colloquium 2013, 2014

Chair of Marketing Mix Instruments Advanced Track, *EMAC Doctoral Colloquium*, 2011, 2012

Chair of the Dick Wittink Award committee 2014

Member of the Dick Wittink Award committee 2017, 2012

Speaker at the *Marketing Science Conference Doctoral Colloquium* 2010

Discussant at the *EMAC Doctoral Colloquium* 2010