

**Prof. Dr. Bernd Skiera**

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**P E R S O N A L   D A T A**

Marital status: married, three children  
Citizenship: German  
Date of Birth: March 26<sup>th</sup>, 1966  
Birth Place: Düsseldorf, Germany  
ORCID: <https://orcid.org/0000-0001-9285-2013>  
ResearcherID: B-6978-2013  
Google Scholar:  
<http://scholar.google.com/citations?user=nNCLgiIAAAAJ&hl>

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**P R O F E S S I O N A L   E X P E R I E N C E**

**Chaired Professor** *since 03/1999*  
Frankfurt am Main  
Full Professor (tenured) at the  
Department of Marketing at the Faculty of Economics and Business

**Professorial Research Fellow (part-time)** *Since 02/2017 (part-time)*  
Deakin University, Melbourne, Australia  
Professorial Research Fellow

**Guest Professorship** *10/2014-10/2014*  
Paris West University Nanterre La Défense,  
Paris, France  
Guest Professor at Université Paris Ouest Nanterre La Défense

**Sandra Dawson Visiting Professorship in  
Marketing, Strategy and Innovation** *02/2014-03/2014*  
University of Cambridge, UK  
Cambridge Judge Business School and Sidney Sussex College

**Visiting Scholar** *09/2013-12/2013*  
New York University, USA  
Stern School of Business

**Visiting Professor** *02/2009-06/2009*  
University of Technology at Sydney, Australia  
School of Marketing and the Centre  
for the Study of Choice

<b>Visiting Scholar</b> Duke University, USA Fuqua School of Business	<i>10/2006-05/2007</i>
<b>Visiting Professor</b> Vienna, Austria Vienna University of Economics & Business Administration, Austria	<i>03/2005-03/2005</i>
<b>Visiting Scholar</b> Stanford University, USA Graduate School of Business	<i>02/2004-04/2004</i>
<b>eBRC Distinguished Researcher</b> Penn State University, USA eBusiness Research Centre (eBRC)	<i>09-10/2002</i>
<b>Visiting Scholar</b> UCLA, USA Anderson School at University of California, Los Angeles (UCLA)	<i>03-07/2001</i>

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## E D U C A T I O N

<b>Habilitation</b> Kiel (Germany) Assistant Professor at the department of marketing at the Christian-Albrechts-Universität, Kiel. Title of habilitation: "Quantity Discounts for Services", Award of the "venia legendi" for business administration on January 13 <sup>th</sup> , 1999	<i>11/1995-02/1999</i>
<b>Dissertation</b> Kiel (Germany) Doctoral student at the department of marketing at Christian-Albrechts-University, Kiel, Supervisor: Prof. Dr. Sönke Albers, dissertation thesis: "Profit Contribution Optimizing Sales Territory Alignment" (rated summa cum laude)	<i>11/1991-11/1995</i>
<b>University</b> Lüneburg (Germany) University of Lueneburg, studies in Business Administration, diploma, with studies in the USA and Spain (awarded with a prize for second-best graduate)	<i>10/1988 - 10/1991</i>
<b>University of Cooperative Education ("Berufsakademie")</b> Mannheim/ Walldorf (Germany) Training at the University of Cooperative Education in Mannheim in cooperation with SAP AG/Walldorf, diploma in information systems (awarded with a prize for best graduate)	<i>10/1985 - 09/1988</i>
<b>Primary-, middle and high school</b> Walldorf (Germany) University Entrance Qualification	<i>1972 - 1985</i>

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## A C A D E M I C H O N O R S A N D A W A R D S

2023: Best Dissertation Supervisor of Goethe University Frankfurt

2023: Academic Fellow of Marketing Science Institute (MSI), MSI's highest honor

2023: Best Dissertation Supervisor of Goethe University Frankfurt

2023: Science Award („Wissenschaftspreis“) 2023 of the EHI Foundation and GS1 Germany (20,000€)

2022: Outstanding Area Editor of International Journal of Research in Marketing (IJRM)

2022: Outstanding Reviewer Award from Journal of Marketing

2022: Reviewer of the Year Award from Journal of Marketing Analytics

2020: „VHB Best Practice Paper Award“ of 82. Annual Conference of German Academic Association of Business Research („VHB“) for the Paper „Do Ads Harm News Consumption?“ by Shunyao Yan, Klaus Miller and Bernd Skiera

2019: Recipient of Advanced Grant from European Research Council („ERC Advanced Grant“) for Project „Economic Consequences of Restrictions on the Usage of (digital) Cookies“ (€1,998,250 for five years)

2018: Winner of Sheth Foundation/Journal of Marketing Award for the long-term contribution of the paper: Hinz, Oliver / Skiera, Bernd / Barrot, Christian / Becker, Jan (2011), „Seeding Strategies for Viral Marketing: An Empirical Comparison“, Journal of Marketing, 75 (November), 55-71

2018: Fellow of the European Marketing Academy („EMAC Fellow“)

2017: Best Teaching Award at Graduate School of Economics, Finance and Management (GSEFM)

2016: Finalist for the Award of Goethe-University for Best Dissertation Supervision

2016: Best Teaching Award at Graduate School of Economics, Finance and Management (GSEFM)

2016: Recipient of IBM Faculty Award

2015: Outstanding Reviewer Award from Journal of Marketing

2015: Finalist for the 2014 MSI/H. Paul Root Award of the Marketing Science Institute and the American Marketing Association with the paper: Schulze, Christian / Schöler, Lisa / Skiera, Bernd (2014), „Not All Fun and Games: Viral Marketing for Utilitarian Products“, Journal of Marketing, Vol. 78, Issue 1, 1-19

2015: Winner of the Best Paper Award of IJRM's Special Issue on „Marketing and Innovation“ with the paper: Schulz, Fabian / Schlereth, Christian / Mazar, Nina / Skiera, Bernd (2015), „Advance Payment Systems: Paying Too Much Today and Being Satisfied Tomorrow“, International Journal of Research in Marketing, Vol. 32, Issue 3, 238-250

2014: Reviewer of the Year of Journal „Business Research“

2013: Finalist for the 2012 MSI/H. Paul Root Award MSI/H. Paul Root Award of the Marketing Science Institute and the American Marketing Association with the paper: Schulze, Christian / Skiera, Bernd / Wiesel, Thorsten (2012), „Linking Customer and Financial Metrics to Shareholder Value: The Leverage Effect in Customer-Based Valuation“, Journal of Marketing, Vol. 76 (March), 17-32

2013: Winner of the Best Paper Award of the International Journal of Research in Marketing with the paper: Abou Nabout, Nadia / Skiera, Bernd / Stepanchuk, Tanja / Gerstmeier, Eva (2012), „An Analysis of the Profitability of Fee-Based Compensation Plans for Search Engine Marketing“, International Journal of Research in Marketing, Vol. 29, Issue 1, 68-80

2012: Winner of the 2011 MSI/H. Paul Root Award MSI/H. Paul Root Award of the Marketing Science Institute and the American Marketing Association with the paper: Schmitt, Philipp / Skiera, Bernd / Van den Bulte, Christophe (2011), "Referral Programs and Customer Value", Journal of Marketing, Vol. 75, Issue 1, 46-59

2012: Finalist for the 2011 MSI/H. Paul Root Award MSI/H. Paul Root Award of the Marketing Science Institute and the American Marketing Association with the paper: Hinz, Oliver / Skiera, Bernd / Barrot, Christian / Becker, Jan (2011), "Seeding Strategies for Viral Marketing: An Empirical Comparison", Journal of Marketing, 75 (November), 55-71

2010, Goethe Teaching Award of Duke Goethe EMBA Program (Class of 2011)

2008: Finalist for the 2008 MSI/H. Paul Root Award MSI/H. Paul Root Award of the Marketing Science Institute and the American Marketing Association with the paper: Wiesel, Thorsten / Skiera, Bernd / Villanueva, Julian (2008), "Customer Equity – An Integral Part of Financial Reporting", Journal of Marketing, Vol. 72(March), 1-14

2007, "Best Paper Award 2007" of German Association of Business Research for Best International Paper in 2006: Lambrecht, Anja and Bernd Skiera (2006), "Paying Too Much and Being Happy About it: Existence, Causes and Consequences of Tariff-Choice Biases," Journal of Marketing Research, 18 (2), 212-23.

2006, "Best Paper of the Conference based on a Doctoral Dissertation" of the EMAC Conference 2006 in Athens (Greece), awarded to Thorsten Wiesel, Bernd Skiera and Julian Villanueva for their paper "Decomposition of Changes in Customer Equity Over Time"

2001, "eBusiness Germany Award", from the European Ecommerce Association"

2000, "Second INFORMS' Marketing Science and the Internet' Conference exploring Understanding Consumer Behaviour on the Internet", Los Angeles, USA: Best Empirical Paper Award for the paper with Martin Spann and Jörg Bochow: "Application of Internet-Based Virtual Stock Markets for Market Research Purposes"

1999, Association of German Professors for Business Administration ("Verband der Hochschullehrer für Betriebswirtschaft"): Best Paper Award 1999 for the paper with Sönke Albers: "COSTA: Contribution Optimizing Sales Territory Alignment", 1998, Marketing Science, Vol. 18, pp. 196-213

1996, Universität Kiel: honored with a state price of the Christian-Albrechts-University (for Ph.-D. thesis)

1991, Universität Lüneburg: honored for excellent student achievements with the "Preis der Universitätsgesellschaft"

1988, Berufsakademie Mannheim: honored as the best graduate with specialization in information systems

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**A C A D E M I C C A R E E R S O F F O R M E R  
D O C T O R A L S T U D E N T S F O R W H O M I  
W A S T H E M A I N S U P E R V I S O R**

Martin Spann: Full Professor at LMU Munich (Germany), previously Full Professor at University of Passau (Germany) (2005-2009)

Martin Böhm: Dean at European Business School (ebs, Oestrich-Winkel, Germany), previously Dean and Tenured Professor at Instituto de Empresa (Madrid, Spain) (2006-2021)

Thorsten Wiesel: Full Professor at University of Münster (Germany), previously Associate Professor at University of Groningen (Netherlands) (2008-2012), and Tenure Track Assistant Professor at Vrije Universiteit Amsterdam (Netherlands) (2006-2007)

Sonja Gensler, Professor at University of Münster (Germany), previously Tenure Track Assistant Professor at University of Groningen (Netherlands) (2008-2012), Tenure Track Assistant Professor at Vrije Universiteit Amsterdam (Netherlands) (2007)

Anja Lambrecht, Associate Professor at London Business School (United Kingdom), previously Visiting Professor at University of California Los Angeles (USA) (2005-2006); also member of Marketing Science Institute's 2013 Young Scholars

Oliver Hinz, Full Professor at Goethe-University, previously Technical University Darmstadt (2011-2017), and Assistant Professor ("Juniorprofessor") at Goethe-University Frankfurt (2008-2011)

Christian Schlereth, Full Professor at WHU Koblenz (Germany), before Assistant Professor ("Juniorprofessor") at Goethe-University Frankfurt (Germany) (2011-2014)

Christian Schulze, Associate Professor at Frankfurt School of Management and Finance (since 2012)

Nadia Abou Nabout, Full Professor, Vienna University of Economics & Business Administration, before Tenure Track Assistant Professor at Technical University of Munich (2014)

Siham El Kihal, Assistant Professor at Frankfurt School of Management and Finance (since 2016)

Daniel Ringel, Assistant Professor at University of North Carolina at Chapel Hill (since 2017)

Iman Ahmadi, Assistant Professor at Warwick Business School, UK (since 2018)

Daniel Blaseg, Assistant Professor at ESADE, Spanien (since Summer 2019)

Jochen Eckert, Tenured Professor at RhineMain University, University of Applied Science (since Summer 2020)

Gabriela Alves Werb, Tenured Professor at Frankfurt University of Applied Science (since Summer 2021)

Jinping Hu, Lecturer at Shenzhen Technology University, China (since September 2021)

Emanuel Bayer, Tenured Professor, DHBW Mannheim (Baden-Württemberg Cooperative State University) (since April 2022)

Shunyao Yan, Assistant Professor at Leavey School of Business, Santa Clara University, USA (since September 2022)

Maximilian Matthe, Assistant Professor at Kelley School of Business, Indiana University, USA (since July 2023)

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## **ORGANIZATION OF MAJOR SCIENTIFIC MEETINGS**

Co-Organizer of EMAC Regional Conference (September 26-27, 2019: Sankt Petersburg, Russia)

Co-Organizer of Conference "Marketing Strategy meets Wall Street": (June 16-18, 2019: Fontainebleau, France)

Co-Organizer of Conference “Marketing Strategy meets Wall Street”: (August 3-4, 2017: San Francisco, USA)

Organizer of Conference “Marketing Strategy meets Wall Street”: More than 100 participants from four continents (July 7-9, 2013: Frankfurt University)

Organizer of Workshop “Study of Choice: Modeling Consumer Decision Making and Discrete Choice Behavior” (with Jordan Louviere and Terry Flynn, University of Technology at Sydney, Australia): 67 participants from three continents (June 7-9, 2010: Frankfurt University)

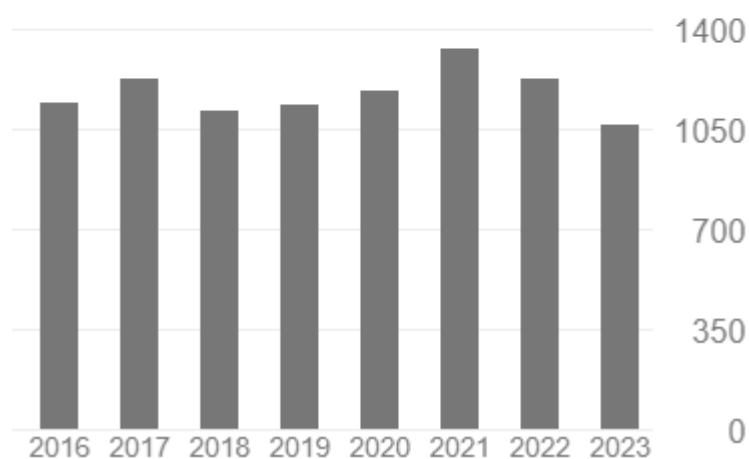
Organizer of Workshop “Customer Base Analysis” (with Pete Fader (University of Pennsylvania) and Bruce Hardie (London Business School)): 38 participants from three continents (March 8-9, 2006)

Organizer of Workshop “Bayesian Methods in Marketing” (with Greg Allenby (Ohio State University) and Oded Netzer(Columbia University)): About 45 participants from three continents (September 8-9, 2004)

## C I T A T I O N S

Google Scholar: Report on November 13<sup>th</sup>, 2023:  
<http://scholar.google.de/citations?user=nNCLgilAAAAJ&hl=en>

Cited by	<a href="#">VIEW ALL</a>	
	All	Since 2018
Citations	15952	7075
h-index	56	37
i10-index	136	78



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## EVALUATION OF RESEARCH PERFORMANCE

### “AUTHOR PRODUCTIVITY IN PREMIER AMA JOURNALS” 2021

My results in worldwide rankings of the American Marketing Association (AMA)  
AMA journals (i.e., Journal of Marketing and Journal of Marketing Research)

- Rank 20: 2020 (covering articles from 2011-2020)
- Rank 23: 2019 (covering articles from 2009-2018)
- Rank 13: 2016 (covering articles from 2011-2015)
- Rank 26: 2014 (covering articles from 2009-2013) (first ranking that was conducted)

Premier Marketing Journals (Marketing Science, Journal of Consumer Research,  
Journal of Marketing, Journal of Marketing Research)

- Rank 42: 2020 (covering articles from 2011-2020)

### “WIRTSCHAFTSWOCHE - RANKING” 2020

The magazine (“Wirtschaftswoche”) published a ranking in 2018 and 2020 of the  
research performance of all (more than 2000) professors in business in Germany,  
Austria and Switzerland. In contrast to the Handelsblatt ranking, it focuses less on  
top journal publications. My results:

- Rank 5: “Lifetime Ranking” (2020)
- Rank 6: “Lifetime Ranking” (2018)
- Rank 29: “Research Performance of past five years” (2020)
- Rank 38: “Research Performance of past five years” (2018)

### “HANDELSBLATT - RANKING 2014”

Handelsblatt is the major German business newspaper and regularly evaluates the  
research performance of all (more than 2000) professors in business in Germany,  
Austria and Switzerland. They weigh all journals, and the weights reflect the criteria  
used at most American business schools. My results in their most recent rankings  
are as follows (but another German newspaper published another ranking since  
then):

- Rank 1: Research Performance of the past five years
- Rank 9: “Lifetime Ranking”, includes all publications (youngest professor  
among “Top 9 professors”).

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## PUBLICATIONS

### INTERNATIONAL JOURNALS

Miller, Klaus / Skiera, Bernd (2023), "Economic Consequences of Online Tracking Restrictions", *International Journal of Research in Marketing*, forthcoming

Ahmadi, Iman / Abou Nabout, Nadia / Skiera, Bernd / Maleki, Elham / Fladenhofer, Johannes (2024), "Overwhelming Targeting Options: Selecting Audience Segments for Online Advertising", *International Journal of Research in Marketing*, forthcoming

Tamaddoni, Ali / Seenivasan, Satheesh / Pallant, Jason / Skiera, Bernd (2023), "Investigating the Effect of Status Changes in Review Platforms", *International Journal of Research in Marketing*, Vol. 40, Issue 1, 189-209, <https://doi.org/10.1016/j.ijresmar.2022.07.001>

Matthe, Maximillian / Ringel, Daniel / Skiera, Bernd (2023), "Mapping Market Structure Evolution", *Marketing Science*, Vol. 42, Issue 3, 589–613, <https://doi.org/10.1287/mksc.2022.1385>

Skiera, Bernd / Yan, Shunyao / Daxenberger, Johannes / Dombois, Marcus / Gurevych, Iryna (2022), "Information-Seeking Argument Mining: A Step Towards Identifying Reasons in Textual Analysis to Improve Services", *Journal of Service Research*, Vol. 25, Issue 4, 537-548, <https://doi.org/10.1177/10946705221110845>

Jin, Yuxi / Skiera, Bernd (2022), "How do Privacy Laws Impact the Value for Actors in the Online Advertising Market? A comparison of the EU, US, and China", *Journal of Creating Value*, Special Issue "Defining and Measuring Value", Vol. 8, Issue 2, 306-327, <https://doi.org/10.1177/23949643221117676>

Yan, Shunyao / Miller, Klaus / Skiera, Bernd (2022), "How Does the Adoption of Ad Blockers Impact News Consumption", *Journal of Marketing Research*, Vol. 59, Issue 5, 1002-1018, <https://doi.org/10.1177/00222437221076160>

Skiera, Bernd (2022), "Challenges of Marketing Automation: Linking MarTech & SalesTech", *NIM Marketing Intelligence Review*, Vol. 14, Issue 2, 11-17

El Kihal, Siham / Nurullayev, Namig / Schulze, Christian / Skiera, Bernd (2021), "A Comparison of Product Return Rate Calculation Methods: Evidence from 16 Retailers", *Journal of Retailing*, Vol. 97, Issue 4, 676-696, <https://doi.org/10.1016/j.jretai.2021.04.001>

Han, Simeng / Reinartz, Werner / Skiera, Bernd (2021), "Capturing Retailers' Brand and Customer Focus", *Journal of Retailing*, Vol. 97, Issue 4, 582-596, <https://doi.org/10.1016/j.jretai.2021.01.001>

Borah, Abhishek / Skiera, Bernd (2021), "Marketing and Investor Behavior: Insights, Introspections, and Indications", *International Journal of Research in Marketing*, Vol. 38, Issue 4, 811-816, <https://doi.org/10.1016/j.ijresmar.2021.09.011>

Wieringa, Jaap E. / Kannan, P.K. / Ma, Xiao / Reutterer, Thomas / Risselada, Hans / Skiera, Bernd (2021), "Data Analytics in a Privacy-Concerned World", *Journal of Business Research*, Vol. 122 (January), 915-925, <https://doi.org/10.1016/j.jbusres.2019.05.005>

Moozhipurath, Rahul Kalippurayil / Kraft, Lennart / Skiera, Bernd (2020), "Evidence of Protective Role of Ultraviolet-B (UVB) Radiation in Reducing COVID-19 Deaths", *Scientific Reports*, 10:17705, <https://doi.org/10.1038/s41598-020-74825-z>



- Bayer, Emanuel / Srinivasan, Shuba / Riedl, Eddie / Skiera, Bernd (2020), "The Impact of Online Display Advertising and Paid Search Advertising Relative to Offline Advertising on Firm Performance and Firm Value", *International Journal of Research in Marketing*, Vol. 37, Issue 4, 789-804 (featured in *Strategist's Digest: Online vs offline advertising | Contagious*: <https://www.contagious.com/news-and-views/strategists-digest-online-vs-offline-advertising>), <https://doi.org/10.1016/j.ijresmar.2020.02.002>
- Hinz, Oliver / Otter, Thomas / Skiera, Bernd (2020), "Estimating Network Effects in Two-Sided Markets", *Journal of Management Information Systems*, Vol. 37, Issue 1, 12–38, <https://doi.org/10.1080/07421222.2019.1705509>
- Skiera, Bernd / Schlereth, Christian / Oetzel, Sebastian (2020), "Pricing Metrics and the Importance of Minimum and Billing Increments", *Journal of Service Research*, Vol. 23, Issue 3, 321-336, <https://doi.org/10.1177/1094670519895581>
- Blaseg, Daniel / Schulze, Christian / Skiera, Bernd (2020), "Consumer Protection on Kickstarter", *Marketing Science*, Vol. 39, Issue 1, 211-233, <https://doi.org/10.1287/mksc.2019.1203>
- Brünner, Tobias / Reiner, Jochen / Natter, Martin / Skiera, Bernd (2019), "Prospect Theory in Dynamic Games: Theory and Evidence from Online Pay-Per-Bid Auctions", *Journal of Economic Behavior & Organization*, Vol. 164, 215–234, <https://doi.org/10.1016/j.jebo.2019.05.032>
- Schlereth, Christian / Skiera, Bernd / Schulz, Fabian (2018), "Why do Consumers Prefer Static instead of Dynamic Pricing Plans? An Empirical Study for a Better Understanding of the Low Preferences for Time-Variant Pricing Plans", *European Journal of Operational Research*, Vol. 269, 1165-1179, <https://doi.org/10.1016/j.ejor.2018.03.033>
- Van den Bulte, Christophe / Bayer, Emanuel / Skiera, Bernd / Schmitt, Philipp (2018), "How Customer Referral Programs Turn Social Capital into Economic Capital", *Journal of Marketing Research*, Vol. 55, Issue 1, 132-146 (also published as MSI Report No. 15-102; Harvard Business Review also in the issue of September–Oktober 2018, p. 32; Keller Center for Research at Baylor University: <https://www.baylor.edu/business/kellercenter/news.php?action=story&story=214061>, American Marketing Association: <https://www.ama.org/2019/11/20/maximizing-the-benefits-of-customer-referrals/>), <https://doi.org/10.1509/jmr.14.0653>
- Reiner, Jochen / Skiera, Bernd (2018), "Helping Merchants to Assess the Profitability of Deal-of-the-Day Promotions", *Interfaces (nowadays: Informs Journal on Applied Analytics)*, 48(3), 247-259, <https://doi.org/10.1287/inte.2017.0937>
- Spann, Martin / Zeithammer, Robert / Bertini, Marco / Haruvy, Ernan / Jap, Sandy D. / Koenigsberg, Oded / Mak, Vincent / Popkowski Leszczyc, Peter / Skiera, Bernd / Thomas, Manoj (2018), "Beyond Posted Prices: The Past, Present, and Future of Participative Pricing Mechanisms", *Customer Needs and Solutions*, Vol. 5, 121-136, <https://doi.org/10.1007/s40547-017-0082-y>
- Ahmadi, Iman / Skiera, Bernd / Lambrecht, Anja / Heubrandner, Florian (2017), "Time Preferences and the Pricing of Complementary Durables and Consumables", *International Journal of Research in Marketing*, Vol. 34, Issue 3, 813–828, <https://doi.org/10.1016/j.ijresmar.2017.08.005>
- Skiera, Bernd / Bayer, Emanuel / Schöler, Lisa (2017), "What Should Be the Dependent Variable in Marketing-Related Event Studies?", *International Journal of Research in Marketing*, Vol. 34, Issue 3, 641-659, <https://doi.org/10.1016/j.ijresmar.2017.01.002>

Bayer, Emanuel / Tuli, Kapil / Skiera, Bernd (2017), "Do Disclosures of Customer Metrics Lower Investors' and Analysts' Uncertainty, But Hurt Firm Performance?", *Journal of Marketing Research*, 54 (2), 239-259, <https://doi.org/10.1509/jmr.14.0028>

Schlereth, Christian / Skiera, Bernd (2017), "Two New Features in Discrete Choice Experiments to Improve Willingness to Pay Estimation that Result in New Methods: Separated (Adaptive) Dual Response", *Management Science*, Vol. 63, Issue 3, 829-842, <https://doi.org/10.1287/mnsc.2015.2367>

Ringel, Daniel / Skiera, Bernd (2016), "Visualizing Asymmetric Competition among More than 1,000 Products Using Big Search Data", *Marketing Science*, Special Issue on "Big Data: Integrating Marketing, Statistics, and Computer Science", Vol. 35, Issue 3, 511-534, <https://doi.org/10.1287/mksc.2015.0950>

Skiera, Bernd (2016), "Data, Data and even more Data: Harvesting Insights from the Data Jungle", *Marketing Intelligence Review*, Vol. 6, Issue 2, 10-17, <https://doi.org/10.1515/gfkmir-2016-0010>

Schulz, Fabian / Schlereth, Christian / Mazar, Nina / Skiera, Bernd (2015), "Advance Payment Systems: Paying Too Much Today and Being Satisfied Tomorrow", *International Journal of Research in Marketing*, Vol. 32, Issue 3, 238-250 (Winner of the Best Paper Award of IJRM's Special Issue on "Marketing and Innovation"), <https://doi.org/10.1016/j.ijresmar.2015.03.003>

Eisenbeiß, Maik / Wilken, Robert / Skiera, Bernd / Cornelissen, Markus (2015), "What Makes Deal-of-the-Day Promotions Really Effective? The Interplay of Discount and Time Constraint with Product Type", *International Journal of Research in Marketing*, Vol. 32, Issue 4, 387-397, <https://doi.org/10.1016/j.ijresmar.2015.05.007>

Schulze, Christian / Schöler, Lisa / Skiera, Bernd (2015), "Customizing Social Media Marketing", *Sloan Management Review*, Vol. 56, Issue 2, 8-10

Skiera, Bernd / Hinz, Oliver / Spann, Martin (2015), "Social Media and Academic Performance: Does Facebook Activity Relate to Good Grades?", *Schmalenbach Business Review*, Vol. 67, Issue 1, 54-72, <https://link.springer.com/article/10.1007/BF03396923>

Schulze, Christian / Schöler, Lisa / Skiera, Bernd (2014), "Not All Fun and Games: Viral Marketing for Utilitarian Products", *Journal of Marketing*, Vol. 78, Issue 1, 1-19 (finalist for the MSI/H. Paul Root Award of the Marketing Science Institute and the American Marketing Association), <https://doi.org/10.1509/jm.11.0528>

Abou Nabout, Nadia / Lilienthal, Markus / Skiera, Bernd (2014), "Empirical Generalizations in Search Engine Advertising", *Journal of Retailing*, Vol. 90, Issue 2, 206-216, <https://doi.org/10.1016/j.jretai.2014.03.002>

Kim, Ju-Young / Brünner, Tobias / Skiera, Bernd / Natter, Martin (2014), "A Comparison of Different Pay-per-Bid Auction Formats", *International Journal of Research in Marketing*, Vol. 31, Issue 4, 368-379, <https://doi.org/10.1016/j.ijresmar.2014.04.003>

Reiner, Jochen / Natter, Martin / Skiera, Bernd (2014), "The Impact of Buy-Now Features in Pay-Per-Bid Auctions", *Journal of Management Information Systems*, Vol. 31, Issue 2, 77-104, <https://doi.org/10.2753/MIS0742-1222310204>

Wilken, Robert / Dost, Florian / Eisenbeiß, Maik / Skiera, Bernd (2014), "On the Edge of Buying: A Targeting Approach for Indecisive Buyers Based on Willingness-to-Pay Ranges", *Journal of Retailing*, Vol. 90, Issue 3, 393-407, <https://doi.org/10.1016/j.jretai.2014.03.007>

- Schlereth, Christian / Eckert, Christine / Schaaf, René / Skiera, Bernd (2014), "Measurement of Preferences with Self-Explicated Approaches: A Classification and Merge of Trade-off- and Non-Trade-off-based Evaluation Types", *European Journal of Operational Research*, Vol. 238, Issue 1, 185-198, <https://doi.org/10.1016/j.ejor.2014.03.010>
- Schaaf, René / Skiera, Bernd (2014), "Effect of Time Preferences on Optimal Prices and Profitability of Advance Selling", *Customer Needs and Solutions*, Vol. 1, Issue 2, 131-142, <https://doi.org/10.1007/s40547-014-0009-9>
- Skiera, Bernd / Abou Nabout, Nadia (2013), "PROSAD: A Bidding Decision Support System for Profitable Search Engine Advertising", *Marketing Science, Marketing Science*, Vol. 32, Issue 2, 213-220 (also finalist of "The Gary L. Lilien ISMS-MSI Practice Prize"), <http://dx.doi.org/10.1287/mksc.1120.0735>
- Schöler, Lisa / Skiera, Bernd / Tellis, Gerard (2013), "Stock Market Returns to Financial Innovations Before and During the Financial Crisis in the United States and Europe", *Journal of Product Innovation Management*, Vol. 31, Issue 5, 973-986, <https://doi.org/10.1111/jpim.12138>
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Skiera, Bernd / Spann, Martin (1998): "Gewinnmaximale zeitliche Preisdifferenzierung für Dienstleistungen", Zeitschrift für Betriebswirtschaft, Vol. 68, Issue 7, 703-717 ("Peak-Load Pricing for Services")

Skiera, Bernd (1997), "Das Prinzip des flachen Maximums", Die Betriebswirtschaft (DBW), Vol. 57, Issue 6, 864-867 ("Flat Maximum Principles")

Skiera, Bernd (1997), "Wieviel Deckungsbeitrag verschenkt eine gleichartige Einteilung der Verkaufsgebiete?", Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung, Vol. 49, Issue 9, 723-746 ("How strongly deviate almost balanced sales territories from optimal territory alignments")

Skiera, Bernd (1996), "Implikationen des allgemeinen Probit-Modells für die Marketingplanung", Zeitschrift für Betriebswirtschaft, Vol. 66, Issue 2, 191-198 ("Implications of the general probit model for marketing decision making")

Skiera, Bernd / Albers, Sönke (1994), "COSTA: Ein Entscheidungs-Unterstützungssystem zur deckungsbeitragsmaximalen Einteilung von Verkaufsgebieten", Zeitschrift für Betriebswirtschaft, Vol. 64, Issue 10, 1261-1283 ("COSTA: A decision model for profit maximizing territory alignment")

## **S P E C I A L I S S U E**

Special Issue „MarTech and SalesTech“, GfK Marketing Intelligence Review, (2022, Volume 14, Issue 2, <https://sciendo.com/issue/NIMMIR/14/2>)

Special Section „New Developments in Marketing and Investor Behavior“, International Journal of Research in Marketing (2021, Volume 8, Issue 4), with Abhishek Borah

Special Issue „Marketing and Data Science“, GfK Marketing Intelligence Review, (2016, Vol. 8, Issue 2) (available as open access at <https://sciendo.com/issue/NIMMIR/8/2>)

## **B O O K   S E C T I O N S   A N D   M A N A G E M E N T - O R I E N T E D   J O U R N A L S   ( I N   G E R M A N )**

About 20 articles in edited books on topics such as “Revenue Models in the Internet”, “Pricing in the Internet”, “Distribution in the Internet”, “Market Research Techniques”, “Sales Quotas”, “Sales Force Management”, “Auctions in the Internet”. Another 10 articles are published in management-oriented journals such as “Harvard Manager”, the German edition of the Harvard Business Review. All articles in proceedings of conferences are not listed here.

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## I N V I T E D P R E S E N T A T I O N S

University of Duesseldorf, Germany (2023)  
Institut Mines-Télécom Business School, Paris  
Aston Business School (Birmingham), United Kingdom  
Monash University, Australia (2023)  
Deakin University, Australia (2023)  
Gachon University, Seoul, Korea (2022)  
European Association for Data Science (EuADS) Summer School, Kirchberg, Luxembourg (2022)  
Customer Insight Center at University of Groningen (2022)  
Maryland, USA (2021, online)  
Deakin University, Australia (2021, online)  
ESADE, Barcelona, Spain (2020, online)  
University of Vienna, Austria (2019)  
Tel Aviv University, Israel (2019)  
Hebrew University of Jerusalem, Israel (2019)  
National Taiwan University, Taipei, Taiwan (2019)  
National Central University, Taoyuan, Taiwan (2019)  
National Tsing Hua University, Hsinchu, Taiwan (2019)  
Chinese University of Hong Kong, Hong Kong (2019)  
University of Technology at Sydney, Australia (2019)  
University of New South Wales, Sydney, Australia (2019)  
University of Queensland, Brisbane, Australia (2019)  
Queensland University of Technology, Brisbane, Australia (2019)  
HEC Paris, France (2019)  
Singapore Management University, Singapore (2018)  
Melbourne Business School, Australia (2018)  
Monash University, Melbourne, Australia (2018)  
Interdisciplinary Center (IDC), Herzliya, Israel (2017)  
Washington University in St. Louis, USA (2017)  
Deakin University, Melbourne, Australia (2017)  
University of California at Davis, USA (2016)  
University of Cologne, Germany (2016)  
University of Tübingen, Germany (2016)  
University of Nürnberg, Germany (2016)  
ESSEC, Paris, France (2016)  
Grenoble School of Management, France (2015)

Penn State University, State College, USA (2015)  
Emory University, Atlanta, USA (2015)  
University of New South Wales, Sydney, Australia (2015)  
University of Technology at Sydney, Australia (2015)  
Nanterre University, Paris, France (2014)  
Fudan University, Shanghai, China (2014)  
BI Norwegian Business School, Norway (2014)  
Cambridge University, England (2014)  
Kuehne Logistics University, Germany (2014)  
Tilburg University, Netherlands (2014)  
Columbia University, New York, USA (2013)  
Texas A&M University, USA (2013)  
University of Maryland, USA (2013)  
Boston University, USA (2013)  
New York University, USA (2013)  
McGill University, Montreal, Canada (2013)  
University of Marburg, Germany (2013)  
University of Cambridge, England (2013)  
University of Mainz, Germany (2012)  
Technical University Darmstadt (2012)  
University of South California, Los Angeles, USA (2012)  
Ludwig-Maximilians University, Munich, Germany (2012)  
University of Groningen, Netherlands (2012)  
University of Braunschweig, Germany (2012)  
ESSEC, Paris, France (2011)  
Singapore Management University, Singapore (2011)  
Australia National University, Canberra, Australia (2010)  
University of Maastricht, Netherlands (2010)  
University of Zürich, Switzerland (2010)  
University of Passau, Germany (2010)  
Bocconi University, Milan, Italy (2009)  
Monash University, Melbourne, Australia (2009)  
University of New South Wales, Sydney, Australia (2009)  
University of Technology, Sydney, Australia (2009)  
Melbourne Business School, Melbourne, Australia (2009)  
Nordrhein-Westfälische Akademie der Wissenschaften, Bonn, Germany (2008)  
Seoul National University, Seoul, Korea (2008)  
University of Sydney, Australia (2008)

University of New South Wales, Sydney, Australia (2008)  
University of Technology, Sydney, Australia (2008)  
London Business School, United Kingdom (2008)  
University of Iowa, USA (2007)  
Wharton School University of Pennsylvania, USA (2007)  
University of Texas at Austin, USA (2007)  
University of Maryland, USA (2007)  
Penn State University, USA (2002, 2007)  
MSI Conference (2006, 2008)  
Fuqua School of Business at Duke University, USA (2005, 2006)  
University of North Carolina at Chapel Hill, USA (2006)  
Virginia Tech University, USA (2006)  
University of Stuttgart-Hohenheim (2006)  
University of Kiel, Germany (2005)  
University of Groningen, Netherlands (2005)  
Tilburg University, Netherlands (2005)  
Vienna University of Economics & Business Administration, Austria (2005)  
IESE, Spain (2004)  
University of Mannheim, Germany (2004)  
Stanford University, USA (2004)  
UC Davis, USA (2004)  
University of München, Germany (2004)  
University of Freiburg, Germany (2004)  
Erasmus University Rotterdam, Netherlands (2003)  
University of Leuven, Belgium (2003)  
Humboldt-Universität Berlin, Germany (2003)  
University of Fribourgh, Switzerland (2003)  
University of Innsbruck, Austria (2003)  
University of Regensburg, Germany (2001)  
University of Southern California, USA (2001)  
UCLA, USA (2001)  
Katholische Universität Eichstätt, Germany (1999)  
Technical University of Karlsruhe, Germany (1999)  
University of Jena, Germany (1997)

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## **R E V I E W E R**

Area Editor (previously Senior Editor) of International Journal of Research in Marketing

Member of the Editorial Board of Journal of Marketing, Journal of Marketing Research, Marketing Science, Journal of Retailing, Journal of Product Innovation Management, Customer Needs and Solutions, Journal of Interactive Marketing, International Journal of Electronic Commerce

Ad-hoc Reviewer of German Science Foundation (“Deutsche Forschungsgemeinschaft (DFG)”), Swiss National Science Foundation (“Schweizer Nationalfond (SNF)”), Alexander von Humboldt Foundation, Austrian Academy of Sciences (“Österreichische Akademie der Wissenschaft”), Royal Swedish Academy of Sciences, Marketing Science Institute, Danish Council for Independent Research

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## **A D D I T I O N A L M A J O R A C T I V I T I E S**

Treasurer of EMAC (European Marketing Academy) and Member of the Steering Committee (since 05/2022)

National Representative of Germany in European Marketing Academy (EMAC) (since 2017)

Member of the Board of German Marketing Association („Deutschen Marketingverbands”) (2015-2017)

Advisory Council of the INFORMS Society of Marketing Science (ISMS) (2014-2017)

Member of the Board of Schmalenbach Association (since 2014)

Founder and Member of the Board of the E-Finance-Lab ([www.efinancelab.com](http://www.efinancelab.com)) (since 2003)

Leader of the Project “Internet Economics” (2003-2007)

Head of the Marketing Department (2017-2019, 2001-2008 with a one year break in 2006/2007)

Founder and Leader of Incubator (“unibator”) at Goethe-University ([www.unibator.de](http://www.unibator.de), 2001–2006)

Research Grant for Project of Federal Ministry of Education and Research on “PREMIUM Services” (09/2008-08/2011)

Research Grant for Project of Federal Ministry of Education and Research on “FinGrid” (03/2007-02/2010)