# Dan Li, Ph.D. Assistant Professor Management School of Business Administration

dli3@widener.edu

## **Academic Background**

- Ph.D. University of Texas Austin, Advertising, 2018.
- M.A. University of Texas at Austin, Advertising, 2014.
- B.S. Beijing Foreign Studies University, Finance, 2007.

## **Professional Memberships**

American Marketing Association, 2017-2019

American Academy of Advertising, 2015-2018

Academy of Marketing Science, 2014-2018

## **WORK EXPERIENCE**

## **Work Experience**

#### **Academic**

Assistant Professor, Widener University (August, 2018 - Present), Chester, Pennsylvania.

Instructor, University of Texas at Austin (2017), Austin, Texas.

#### Non-Academic

Client Director, iPinYou (2016), Seattle, Washington.

Search engine marketing (SEM) manager, Mindshare (2010 - 2012), Beijing, China.

## **TEACHING**

## **Courses Taught**

Courses from the Teaching Schedule: MARKETING, Marketing, STAT II

## **Teaching Activities**

## Course Engagement - professional speakers in class

2018 - Guest speaker in MKT300.

## Couse Engagement - experiential learning

2018 - Course Hero Best Lessons series.

#### INTELLECTUAL CONTRIBUTIONS

Category	BDS	AIS	TLS	Total
Articles in Refereed Journals	1			1
Articles-in-Progress (All)	4			4
Publications in Refereed Conference Proceedings	3			3
Presentations of Refereed Papers	4			4

#### **Refereed Articles**

#### **Basic or Discovery Scholarship**

Mitchell, N. A., Close Scheinbaum, A., Li, D., & Wang, W. (2017). Purse Parties: A Phenomenology of In-Home Counterfeit Luxury Events. *Review of Marketing Research*.

## **Refereed Proceedings**

#### **Basic or Discovery Scholarship**

- Li, D. (in press, 2018). The Effect of Psychological Ownership on Consumer Happiness. *American Marketing Association Winter Academic Conference*.
- Li, D. (in press, 2018). Psychological Ownership in Advertising. *Association of Marketing Theory and Practice (AMTP) Conference.*
- Li, D., & Eastin, M. (in press, 2017). Good talking to you: Consumer engagement through live customer service. *Academy of Marketing Science Annual Conference*.
- Li, D., & Atkinson, L. (2016). Happy to Help: Emotional Facial Expressions in Advertising and Consumer Philanthropy. *American Academy of Advertising Annual Conference*.
- Mitchell, N., Close, A., & Li, D. (2016). Purse Parties: The Social Implications of Fake Luxury Parties. *Academy of Marketing Science Annual Conference*.
- Li, D. (2016). From TV Commercial to Online Search: Effectiveness of Super Bowl Advertising. *Academy of Marketing Science Annual Conference*.

## **Presentations of Refereed Papers**

#### International

- Li, D. (2019). *The Effect of Psychological Ownership on Consumer Happiness*. American Marketing Association Winter Academic Conference, Austin, Texas.
- Li, D. & Eastin, M. (2018). Good talking to you: Consumer engagement through live customer service. Academy of Marketing Science Annual Conference, New Orleans, Louisiana.
- Li, D. & Atkinson, L. (2016). *Happy to Help: Emotional Facial Expressions in Advertising and Consumer Philanthropy.* American Academy of Advertising Annual Conference, Seattle, Washington.
- Li, D. (2015). From TV Commercial to Online Search: Effectiveness of Super Bowl Advertising. Academy of Marketing Science Annual Conference, Denver, Colorado.

#### **Grants**

#### Research

- 2019: Li, D. Faculty Development Options Grant, Principal Investigator, Widener University.
- 2019: Li, D. Provost's Grant, Principal Investigator, Widener University.

#### **Travel**

2019: Li, D. Travel support, Principal Investigator, Widener SBA.

## **Working Papers**

- Li, D. & Atkinson, L. (2019). "Beyond fear: Examining the influence of discrete emotions on proenvironmental advertising," targeted for Journal Of Marketing Communications.
- Li, D. & Eastin, M. (2019). "Live chat and consumer engagement in online shopping," targeted for Journal Of Interactive Marketing.
- Li, D. (2019). "From TV Commercial to Online Search: Effectiveness of Super Bowl Advertising," targeted for Journal Of Business Research.
- Li, D. & Atkinson, L. (2019). "Happy to help: The role of helping mode in the effect of emotions on philanthropic marketing," targeted for Journal Of Marketing Management.

#### **SERVICE**

## Service to the Institution

## **College Assignments**

## **Mentoring Activities:**

2018-2019: Participated in executives in residence networking event

2018-2019: Presented in Personal Branding & Financial Literacy Workshop

#### **Student Club Activity:**

2018-2019: Pi Sigma Epsilon Networking

## Member:

2018-2019: QA252 Curriculum Committee

## **University Assignments**

#### **Mentoring Activities:**

2018-2019: Participated in FBLA (Future Business Leaders of America) Workshop

#### Other Institutional Service Activities:

2018-2019: PSC Bonner recruitment event

2018-2019: Participated in Widener Homecoming

#### Service to the Profession

#### **Other Professional Service Activities**

2019: SAGE Publishing (National). Invited by SAGE Publishing to feature in Research Methods Video streaming collection on Marketing Research; the video collection will be published in 2020.

#### **Reviewer: Conference Paper**

2018: Association of Marketing Theory and Practice Conference (International).

2018: American Marketing Association Winter Academic Conference (International). I was invited to be a reviewer for the 2019 AMA Winter Academic Conference. I reviewed three submissions for the track of Consumer Well-being.

# **Professional Development**

# **Other Professional Development**

2019: American Marketing Association Winter Academic Conference, Austin, Texas.