Wenkai Zhou, Ph.D.

Crummer Graduate School of Business at Rollins College 1000 Holt Ave. #2722 Winter Park, FL 32789 Phone: 407.646.2612 •Email: wzhou@rollins.edu

ACADEMIC APPOINTMENTS

Crummer Graduate School of Business at Rollins College Associate Professor of Marketing	2024 - Present
University of Central Oklahoma Assistant Professor of Marketing	2019 - 2024
University of Wisconsin-Green Bay Assistant Professor of Marketing	2017- 2019
New Mexico State University Marketing Instructor Graduate Teaching Assistant EDUCATION	2014 - 2017 2013 - 2017
New Mexico State University Ph.D., Business Administration (Marketing)	2017
University of California, Riverside M.B.A., Marketing & Management	2013
Eastern Washington University B.A., Magna Cum Laude, Business Administration (Marketing)	2010

SCHOLARLY JOURNAL PUBLICATIONS

Zhou, W., Hyman, M. R., Liu, R., & Wang, D. (2024 in press). E-guanxi: Theoretical underpinnings and scale development. *International Journal of Market Research*. https://doi.org/10.1177/14707853241284764

Jiang, L. A., Feng, Y., **Zhou, W.**, Yang, Z., & Su, X. (2024). Too anthropomorphized to keep distance: The role of social psychological distance on meat inclinations. *Appetite*, *196*, 107272. <u>https://doi.org/10.1016/j.appet.2024.107272</u>

Yan, T., Hyman, M. R., Aguirre, G. C., & **Zhou, W.** (2024). A synthetic model of Chinese business ethics in business-to-business contexts. *Journal of Business-to-Business Marketing*, *31*(1), 67-86. <u>https://doi.org/10.1080/1051712X.2024.2315337</u>

Yao, Q., Hu, C., & **Zhou, W.** (2024). The impact of customer privacy concerns on service robot adoption intentions: A credence/experience service typology perspective. *Technological Forecasting and Social Change*, *198*, 122948. https://doi.org/10.1016/j.techfore.2023.122948

Chen, J., **Zhou, W.**, & Frankwick, G. L. (2023 in press). Firm AI adoption intensity and marketing performance. *Journal of Computer Information Systems*. https://doi.org/10.1080/08874417.2023.2277751

Zhou, W., Zhang, C., Wu, L., & Shashidhar, M. (2023). ChatGPT and marketing: Analyzing public discourse in early Twitter posts. *Journal of Marketing Analytics*, *11*(4), 693-706. <u>https://doi.org/10.1057/s41270-023-00250-6</u>

Zhang, C., Vorhies, D.W., & **Zhou, W.** (2023). An integrated model of retail brand equity: The role of consumer shopping experience and shopping value. *Journal of Brand Management*, *30*(5), 398-413. <u>https://doi.org/10.1057/s41262-023-00311-2</u>

Zhang, W., Jiang, Y., **Zhou, W.**, & Pan, W. (2023). Antecedents of knowledge-seeking intentions and efforts within new product development teams: Empirical evidence from knowledge-based Chinese companies. *Journal of Knowledge Management*, 27(2), 356-382. https://doi.org/10.1108/JKM-08-2021-0617

Li, H., Wang, X., Wang, S., **Zhou, W.**, & Yang, Z. (2023). The power of numbers: An examination of the relationship between numerical cues in online review comments and perceived review helpfulness. *Journal of Research in Interactive Marketing*, *17*(1), 126-139. https://doi.org/10.1108/JRIM-09-2021-0239

Jiang, L., **Zhou, W.**, Ren, Z., & Yang, Z. (2022). Make the apps stand out: Discoverability and perceived value are vital for adoption. *Journal of Research in Interactive Marketing*, *16*(4), 494-513. <u>https://doi.org/10.1108/JRIM-03-2021-0076</u>

Yao, Q.*, Tao, X.*, & **Zhou, W.*** (2022). To make your mouth water or not? How field dependence/independence and occasion-setting cues affect consumers' food intake intention. *European Journal of Marketing*, *56*(11), 2862-2891. ***Denotes equal contribution**. <u>https://doi.org/10.1108/EJM-07-2021-0571</u>

Yao, Q., Wu, Z., & **Zhou, W.** (2022). The impact of social class and service type on preference for AI service robots. *International Journal of Emerging Markets*, *17*(4), 1049-1066. https://doi.org/10.1108/IJOEM-05-2021-0804

Yao, Q., Wan, Q., Li, S., **Zhou, W.**, & Yang, Z. (2022). Perceived power and smile intensity in service encounters. *Marketing Intelligence & Planning*, 40(3), 372-387. https://doi.org/10.1108/MIP-07-2021-0216

Chen, J.*, & Zhou, W.* (2022). Drivers of salespeople's AI acceptance: What do managers think? *Journal of Personal Selling & Sales Management*, 42(2), 107-120. *Denotes equal contribution. <u>https://doi.org/10.1080/08853134.2021.2016058</u> (The Marvin Jolson Award for Best Contribution to Selling and Sales Management Practice Runner-up)

Kostyk, A., **Zhou, W.**, Hyman, M.R., & Paas, L. (2021 Editorial). Securing higher-quality data from self-administered questionnaires. *International Journal of Market Research*, *63*(6), 685-692. <u>https://doi.org/10.1177/14707853211057172</u>

Liu, R., An, E., & **Zhou, W.** (2021). The effect of online search volume on financial performance: Marketing insight from Google Trends data of the top five US technology firms. *Journal of Marketing Theory and Practice*, *29*(4), 423-434. https://doi.org/10.1080/10696679.2020.1867478

Zhou, W., Yang, Z., & Hyman, M.R. (2021 Editorial). Contextual influences on marketing and consumerism: An East Asian perspective. *International Marketing Review*, *38*(4), 641-656. <u>https://doi.org/10.1108/IMR-11-2020-0274</u>

Hyman, M.R., **Zhou, W.**, Taillon, B.J., & Steiner, S.D. (2021). Self-customizable online courses: One size does not fit all. *Journal of Higher Education Theory and Practice*, 21(3), 12-20. <u>https://doi.org/10.33423/jhetp.v21i3.4137</u>

Kostyk, A., **Zhou, W.**, & Hyman, M.R (2019). Using surveytainment to counter declining survey data quality. *Journal of Business Research*, *95*(February), 211-219. <u>https://doi.org/10.1016/j.jbusres.2018.10.024</u>

Zhou, W., Lee, Y.F.L., & Hyman, M.R. (2017). When old meets new: How China's 'Double-Eleven' Day challenges Confucianism. *Asian Journal of Business Research*, 7(1), 27-42. <u>https://doi.org/10.14707/ajbr.170029</u>

PEER-REVIEWED CONFERENCE PRESENTATIONS & PROCEEDINGS

Wang, X., **Zhou, W.**, & Wang, D. (2022). How e-commerce assurance mechanisms affect corporate reputation. Extended abstract appeared in *Proceedings of the 2022 American Marketing Association Winter Academic Conference*, and presented at the virtual conference.

Zhang, C., & **Zhou, W.** (2022). An integrated model of retail brand equity. Extended abstract appeared in *Proceedings of the 2022 American Marketing Association Winter Academic Conference*, and presented at the virtual conference.

Hyman, M.R., **Zhou, W.**, Taillon, B.J., & Steiner, S.D. (2020). Self-customizable online marketing research course. Summary brief appeared in *Proceedings of the 2020 Society for Marketing Advances Annual Conference*, and presented at the virtual conference.

Chu, C., **Zhou, W.,** & Huang, T. (2019). Re-examination of the IKEA effect using the hedonic pricing method. Extended abstract appeared in *Proceedings of the 2019 American Marketing Association Summer Academic Conference*, and presented in Chicago, IL.

Kostyk, A., **Zhou, W.**, & Hyman, M.R. (2019). Use of surveytainment elements in knowledgeassessment tests. Abstract appeared in *Proceedings of the 2019 Academy of Marketing Science Annual Conference*, and presented in Vancouver, Canada.

Chu, C., Huang, T., & **Zhou, W.** (2019). How can second-degree price discrimination inform product bundling arrangements? Abstract appeared in *Proceedings of the 2019 Marketing Management Association Annual Conference*, and presented in Chicago, IL.

Gai, L., **Zhou, W.**, & Li, Y. (2018). Could the superheroes save retail? Summary brief to appear in *Proceedings of the 2018 Society for Marketing Advances Annual Conference*, and presented in West Palm Beach, FL. (Best Paper in Retailing Track)

Bansal, G., & **Zhou, W.** (2018). Web-image signifier congruency theory (WISC): Conceptualization and examination in an online donation context. Complete research appeared in *Proceedings of the Americas Conference on Information Systems (AMCIS* 2018), and presented in New Orleans, LA.

Chu, C., Huang, T., & **Zhou, W.** (2018). The pricier the merrier: How the law of demand informs value-based pricing. Abstract appeared in the *Proceedings of the 2018 Academy of Marketing Science World Marketing Congress*, and presented in Porto, Portugal.

Zhou, W. (2018). Exploring the structure of Chinese consumers' attitudes toward genetically modified foods. Abstract appeared in the *Proceedings of the 2018 Academy of Marketing Science Annual Conference*, and presented in New Orleans, LA.

Jiang, J., Huhmann, B.A., & **Zhou, W.** (2017). Emerging male gender portrayals in Chinese advertising. Summary brief published in *Proceedings of the 2017 Society for Marketing Advances Annual Conference*, and presented in Louisville, KY.

Zhou, W., Hyman, M.R., & Leonhardt, J. M. (2017). Examining online Chinese buyer-seller relationships: Understanding E-guanxi. Abstract to appear in *Proceedings of the 2017 Academy of Marketing Science Annual Conference*, and presented in Coronado Island, CA.

Zhou, W., Hyman, M.R., & Jiang, J. (2016). Managing emotions in buyer-seller relationships: Enhancing sales performance through proactive presales service. Summary brief published in *Proceedings of the 2016 Society for Marketing Advances Annual Conference*, and presented in Atlanta, GA.

Kostyk, A., **Zhou, W.**, & Hyman, M.R. (2016). Surveytainment: A possible solution to declining survey data quality. Summary brief published in *Proceedings of the 2016 Society for Marketing Advances Annual Conference*, and presented in Atlanta, GA. (Best Paper in Marketing Research Track)

Zhou, W., Lee, Y.F.L., & Hyman, M.R. Is e-commerce transforming sales in Confucian culture? Implications of China's Double-Eleven Day. Presented at poster session of *the 2016 American Marketing Association Summer Academic Conference*, Atlanta, GA.

Zhou, W., Lee, Y.F.L., & Hyman, M.R. (2016). How China's 'Double-Eleven' Day challenges Confucianism. Abstract published in *Proceedings of the 2016 Academy of Marketing Science Annual Conference*, and presented in Lake Buena Vista, FL.

Zhou, W. (2013). Misconceptions recognized from my business studies in China and abroad. Full paper published in *Proceedings of the 2013 International Conference on Advanced ICT for Education*, Hainan, China

BOOK CHAPTERS

Zhou, W. (2022). The social shopping movement in China: From TaoBao to WeChat. In A. Hanlon and T. Tuten (Eds.), *The SAGE Handbook of Social Media Marketing*. SAGE Publishing.

Zhang, R., & **Zhou, W.** (2018). Quantum storytelling network analysis of supply chain management: A case study. In D. Boje and M. Sanchez (Eds), *The Handbook of Quantum Storytelling Consulting*. Emerald Group Publishing.

EDITORIAL EXPERIENCE AND RESPONSIBILITY

Co-editor (with Dr. Michael R. Hyman, Dr. Alena Kostyk, and Dr. Leo Paas), special issue of *International Journal of Market Research* (August 2019- October 2021). This journal is ranked an A journal by the Australian Business Deans Council. Link to the Full Special Issue: https://journals.sagepub.com/toc/mre/63/6

Lead Co-editor (with Dr. Michael R. Hyman and Dr. Zhilin Yang), special issue of *International Marketing Review* (February 2018- June 2021). This journal is ranked an A journal by the Australian Business Deans Council. Link to the Full Special Issue: https://www.emerald.com/insight/publication/issn/0265-1335/vol/38/iss/4

Editorial Review Board Member, Journal of Global Marketing, (January 2019 - Present)

Editorial Review Board Member, *Journal of Information Technology Case and Application Research*, (March 2019 - Present)

CHINESE ACADEMIC PUBLICATION

Zhou, W. (2010). Business negotiation viewed from both Chinese and Western cultures. *Economic Research Guide*, 77(3), 159-163. (*Article in Chinese with English Abstract*).

OTHER PUBLICATIONS AND PUBLISHED INTERVIEW

Hyman, M.R., Kostyk, A. & **Zhou, W.** (2015). Surveytainment: A possible solution to declining data quality. *NMSU Business Outlook*. August, 13(8), 1-8.

Niculescu, M., Payne, C. & **Zhou W.** (2014). It's all about discovery at our consumer behavior lab. *NMSU Business Outlook*. March, 1-4.

Boje, D.M. (2014). Meet our faculty: Dr. David M. Boje, Management (**W. Zhou**, Interviewer). *NMSU Business Outlook*. June, 1-4.

SEMINAR TALK

Invited Keynote Speaker and Panel Commentator, The 1st High-end Marketing Strategy Conference and *International Marketing Review* Special Issue Workshop, School of Business Administration, Dongbei University of Finance and Economics, Dalian, China. October 13-14, 2018.

TEACHING EVALUATIONS

Instructor, University of Central Oklahoma (MBA-level Teaching)

- Market-Driven Strategies (MBA 5342 MBA/Face-to-Face and Online), Spring 2023
 - Overall course rating: 3.91/4 (section 22835-online);
 - Overall course rating: 3.92/4 (section 22295- face-to-face)
- Market-Driven Strategies (MBA 5342 MBA/Face-to-Face and Online), Fall 2022
 - Overall course rating: 3.98/4 (section 12590-online);
 - Overall course rating: not enough responses (section 12366- face-to-face)
- Market-Driven Strategies (MBA 5342 MBA/Face-to-Face and Online), Spring 2022
 - Overall course rating: 3.75/4 (section 24821-online);
 - Overall course rating: 3.64/4 (section 22940-face-to-face)
- Decision Making in Marketing (MBA 5432 MBA/ Face-to-Face), Fall 2021
 - Overall course rating: 3.85/4 (section 12946);
 - Overall course rating: 3.95/4 (section 12947)
- Decision Making in Marketing (MBA 5432 MBA/ Face-to-Face), Spring 2021
 Overall course rating: 3.45/4 (section 22985)
- Decision Making in Marketing (MBA 5432 MBA/ Face-to-Face), Fall 2020
 - Overall course rating: 3.89/4 (section 13587);
 - Overall course rating: 3.79/4 (section 13589)
- Decision Making in Marketing (MBA 5432 MBA/ Face-to-Face), Fall 2019
 - Overall course rating: 3.72/4 (section 15138);
 - Overall course rating: 3.51/4 (section 15140)

Instructor, University of Central Oklahoma (Undergraduate-level Teaching)

• Principles of Marketing (MRKT 3013 Undergraduate/ Online), Spring 2023

- Overall course rating: 3.66/4 (section 20664);
- Consumer and Market Behavior (MRKT 3423 Undergraduate/ Face-to-Face), Spring 2023
 - Overall course rating: not enough responses (section 24184)
- Principles of Marketing (MRKT 3013 Undergraduate/ Online), Fall 2022
 - Overall course rating: 3.8/4 (section 12360);
 - Overall course rating: 3.77/4 (section 15132)
- Principles of Marketing (MRKT 3013 Undergraduate/ Online), Spring 2022
 - Overall course rating: 3.74/4 (section 20775);
 - Overall course rating: 3.24/4 (section 22334)
- Principles of Marketing (MRKT 3013 Undergraduate/ Online), Fall 2021
 - Overall course rating: 3.59/4 (section 12940);
 - Overall course rating: 3.26/4 (section 17967)
- Principles of Marketing (MRKT 3013 Undergraduate/ Face-to-Face and Virtual), Spring 2021
 - Overall course rating: 3.56/4 (section 28574)
- Principles of Marketing (MRKT 3013 Undergraduate/ Online), Spring 2021
 Overall course rating: 3.54/4 (section 20782)
- Principles of Marketing (MRKT 3013 Undergraduate/ Online), Fall 2020
 Overall course rating: 3.69/4 (section 13525)
- Principles of Marketing (MRKT 3013 Undergraduate/ Online), Spring 2020
 - Overall course rating: 3.54/4 (section 20821)
- Marketing Research (MRKT 4113 Undergraduate/ Face-to-Face), Spring 2020
 Overall course rating: 3.72/4 (section 22278)
- Consumer & Market Behavior (MRKT 3423 Undergraduate/ Face-to-Face), Spring 2020
 Overall course rating: 3.83/4 (section 21973)
- Principles of Marketing (MRKT 3013 Undergraduate/ Face-to-Face), Fall 2019
 - Overall course rating: 3.64/4 (section 10221)

Instructor, University of Wisconsin-Green Bay

- Introductory Marketing (BUS ADM 322 Undergraduate/ Face-to-Face), Spring 2019
 - Overall course rating: 8.4/10 (section 0001);
 - Overall course rating: 8.3/10 (section 0002)
- Marketing Management (BUS ADM 426 Undergraduate/ Online), Spring 2019
 Overall course rating: 8.27/10
- Marketing Research (BUS ADM 424: Undergraduate/ Face-to-Face), Fall 2019
 - Overall course rating: 8.5/10 (section 0001);
 - Overall course rating: 8.2/10 (section 0002)
- Introductory Marketing (BUS ADM 322 Undergraduate/ Online), Fall 2019
 - Overall course rating: 8.67/10
- Consumer Behavior (BUS ADM 428: Undergraduate/Online), Summer 2018
 Overall course rating: 9.13/10
- Introductory Marketing (BUS ADM 322: Undergraduate/Face-to-Face), Spring 2018
 - Overall course rating: 8.2/10 (section 0001);
 - Overall course rating: 9.0/10 (section 0002)
- Marketing Management (BUS ADM 426: Undergraduate/Face-to-Face), Spring 2018
 Overall course rating: 7.5/10
- Introductory Marketing (BUS ADM 322: Undergraduate/Face-to-Face), Fall 2017
 - Overall course rating: 8.8/10

- Marketing Research (BUS ADM 424: Undergraduate/Face-to-Face), Fall 2017
 - Overall course rating: 8.2/10 (section 0001);
 - Overall course rating: 8.3/10 (section 0002)

Instructor, New Mexico State University

- International Marketing (MKTG 317: Undergraduate/Online), Summer 2017
 Overall instructor rating: 4.80/5
- International Marketing (MKTG 317: Undergraduate/Face-to-Face), Spring 2017
 Overall instructor rating: 4.57/5
- International Marketing (MKTG 317: Undergraduate/Face-to-Face), Fall 2016
 Overall instructor rating: 4.73/5
- Marketing Research (MKTG 310: Undergraduate/Online), Summer 2016
 - Overall instructor rating: 4.63/5
- International Marketing (MKTG 317: Undergraduate/Online), Spring 2015
 - Overall instructor rating: 4.53/5 (section M70);
 - Overall instructor rating: 4.75/5 (section M80)
- International Marketing (MKTG 317: Undergraduate/Online), Fall 2014
 Overall instructor rating: 4.25/5
- International Marketing (MKTG 317: Undergraduate/Online), Summer 2014
 Overall instructor rating: 4.40/5

HONORS AND AWARDS

• The Marvin Jolson Award for Best Contribution to Selling and Sales Management Practice Runner-up (for a 2022 paper), Journal of Personal Selling & Sales Management, 2023

- Distinguished Teacher-Scholar Recognition (twice), The 21st Century Pedagogy Institute at the University of Central Oklahoma, 2022 and 2023
- Best Paper in Retailing Track, 2018 Society for Marketing Advances Annual Conference
- Student Nominated Teaching Award Nomination (nomination unsolicited but did not win award), University of Wisconsin-Green Bay, Spring 2018
- Stan Fulton Research Award, NMSU College of Business, Fall 2017
- Best Paper in Marketing Research Track, 2016 Society for Marketing Advances Annual Conference
- Society for Marketing Advances Doctoral Consortium Fellow, 2015
- Marketing Management Association Doctoral Teaching Consortium Fellow, 2014 & 2015
- Tuition Fellowship Award, The Graduate School, New Mexico State University, 2013 2016
- International Alumni Scholarship, New Mexico State University, 2013

SERVICE TO THE PROFESSION

- Ad-Hoc Reviewer Journal of Personal Selling & Sales Management, July 2024
- Ad-Hoc Reviewer *Journal of Marketing Analytics*, July 2023, & October 2023

- Ad-Hoc Reviewer *Information Technology & People*, April 2023
- Ad-Hoc Reviewer *Journal of Research in Interactive Marketing*, November 2021, & October 2024
- Ad-Hoc Reviewer *Electronic Commerce Research and Applications*, April 2021, & May 2022
- Ad-Hoc Reviewer Frontiers in Psychology, October 2021
- Ad-Hoc Reviewer Journal of Marketing Theory and Practice, September 2020
- Ad-Hoc Reviewer *Asia Pacific Journal of Marketing and Logistics*, October 2019, & October 2021
- Ad-Hoc Reviewer *International Journal of Retail and Distribution Management*, July 2019; March 2020, & December 2020
- Ad-Hoc Reviewer Journal of Marketing Channels, April 2019
- Ad-Hoc Reviewer Journal of Advertising, March & July 2019
- Ad-Hoc Reviewer *Sustainability (Journal)*, November 2018
- Ad-Hoc Reviewer *European Journal of Marketing*, August 2018
- Ad-Hoc Reviewer *Journal of Business Ethics*, July 2016; March 2015; November 2015, January, 2018, June, September, 2018, November, 2019, August & October, 2020
- Ad-Hoc Reviewer International Journal of Bank Marketing, July & March 2016
- Editorial Review *Journal of Information Technology Case and Application Research* (on-going)
- Editorial Review *Journal of Global Marketing* (on-going)
- Ad- Hoc Reviewer *American Marketing Association*, March 2016, September 2017, March 2018, March 2020, & October 2021
- Ad-Hoc Reviewer *Society for Marketing Advances*, June 2015, July 2016, & August 2018
- Ad-Hoc Reviewer Academy of Marketing Science, November 2016
- Ad-Hoc Reviewer *Global Information Technology Management Association*, February 2018
- Ad-Hoc Reviewer International Conference on Information Systems, June 2019

INSTITUTIONAL AND DEPARTMENTAL SERVICE

- Academic Supervisor of Professor Xingji Shi, Visiting Scholar of University of Wisconsin-Green Bay from Shanxi University, China (April 2018 October 2018).
- Member, Curriculum Committee Austin E. Cofrin School of Business at University of Wisconsin-Green Bay (Fall 2017- Spring 2019)
- Member, Search Committee for Assistant Professor of Finance position Austin E. Cofrin School of Business at University of Wisconsin-Green Bay (Fall 2017 - Spring 2018)
- Member, Graduate Faculty Committee Austin E. Cofrin School of Business at University of Wisconsin-Green Bay (Fall 2017- Spring 2019)
- Member, Curriculum Committee College of Business at University of Central Oklahoma (Fall 2019 Fall 2020)
- Member, MBA Committee College of Business at University of Central Oklahoma (Fall 2020 Present)

- Member, Assessment Committee College of Business at University of Central Oklahoma (Spring 2021 Present)
- Member, Scholarship Committee Marketing Department at University of Central Oklahoma (Spring 2022 and 2023)
- Member, Marketing Coordinator Screening Committee College of Business at University of Central Oklahoma (Spring 2023)

• Member, University DEI Strategy Committee –University of Central Oklahoma (Summer 2023 – Spring 2024)

PROFESSIONAL DEVELOPMENT AND INDUSTRY EXPERIENCE

The Oklahoma Center for Community and Justice	September - October 2023
Participant of the Inclusive Leadership Institute	
University of Central Oklahoma	August 2021, 2022, and 2023
Attendee of the 21 CPI Collegium on College Teaching Prac	0 , ,
University of Wisconsin System	May 2018 - June 2018
Faculty College Attendee	2
UWGB Center for the Advancement of Teaching & Lear	ning January 2018 - January 2018
Online Teaching Fellow	
NMSU Consumer Behavior Lab, Las Cruces, NM	January 2014 - May 2014
Lab Administrator	
University of Oxford, Oxford, United Kingdom	March 2012 - March 2012
Global Enterprise Management Seminar Participant	
Web International English, Xi'an, Shaanxi, China	August 2010 - July 2011
Bilingual Education Consultant and Salesperson	