

AMITAV CHAKRAVARTI

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London School of Economics and Political Science

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EDUCATION

Ph.D., Marketing
University of Florida, 2002

M.B.A
Indian Institute of Foreign Trade (IIFT), New Delhi, India, 1997

M.A. (Part-I), Economics
Department of Economics, University of Bombay, India, 1995

B.A. (Hons.), Economics
Elphinstone College, University of Bombay, India, 1994

ACADEMIC POSITIONS

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|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2014-15 | Visiting Associate Professor, Samuel Curtis Johnson Graduate School of Management, Cornell University |
| 2014-15 | Associate Professor, School of Business Administration, University of California, Riverside |
| 2013-14 | Visiting Professor, Sloan School of Management, Massachusetts Institute of Technology |
| 2011 (Oct-) | Professor of Marketing, Department of Management, LSE (London School of Economics and Political Science) |
| 2011 (Jun-Sep) | Reader (equivalent to Associate Professor with tenure) in Marketing, Department of Management, LSE (London School of Economics and Political Science) |
| 2008-2011 | Associate Professor of Marketing, Stern School of Business, New York University |
| 2002-2008 | Assistant Professor of Marketing, Stern School of Business, New York University |

HONORS, GRANTS, AND AWARDS

2007	Marketing Science Institute (MSI), Young Scholars Program (MSI identifies faculty members who are “likely leaders of the next generation of marketing academics”)
2009	\$50,000 Google-WPP Marketing Research Award (unrestricted research grant)
2012-2013	€279,720 European Commission grant (tobacco/cigarette packaging research)
2012	€279,400 European Commission grant (hybrid car eco-labeling research)
2011-2012	£35,000 Seed Fund, London School of Economics and Political Science (grant for research on change detection, multi-stage decision making, and categorization)
2012-13	List of Top Ten Management Instructors, London School of Economics
2011-present	Editorial Review Board, <i>Journal of Consumer Research</i>
2008	Winner, Best Paper Award, American Marketing Association’s ART (Advanced Research Techniques) Forum Conference
2010	Co-Chair, Society for Consumer Psychology (SCP) Conference (Las Vegas, 2012)
2001	AMA-Sheth Doctoral Consortium Candidate
1998-2001	Grinter Fellowship, University of Florida
1999-2001	Certificate of Academic Excellence, University of Florida (4.0 GPA)
1996	Academic Assistantship to the Dean (Research), IIFT
1995	University Department Merit Scholarship (M.A. Part-I)
1994	Government of India Daxina Fellowship, for the highest marks in Economics at College (Third Year Bachelor of Arts degree examination)
1992-93	College Open Merit Scholarship (First Year, B.A., and Second Year, B.A.)

RESEARCH INTERESTS

Categorization and decision making, Pre-choice screening and consideration sets, Multi-stage decisions, Consumer decision making journey, Generic advertising, Similarity and cognition, Global vs. local modes of processing, Consumer behavior in high-uncertainty markets, Corporate Social Responsibility, Graphic warnings on cigarette packs, and Effects of physical environments on behavior.

BOOK(S)

Chakravarti, Amitav and Manoj Thomas, "Why People (Don't) Buy: The GO and STOP Signals," *Palgrave-Macmillan* (published May 2015).

PUBLICATIONS

Chakravarti, Amitav, Guha, Abhijit, and Rajesh Bhargave (2015), "Two-Stage Decisions Increase Preference for Hedonic Options," *Organizational Behavior and Human Decision Processes*, 130 (September), 123-135.

Bogliacino, Francesco, Codagnone, Cristiano, Veltri, Giuseppe, Chakravarti, Amitav, Ortoleva, Pietro, Gaskell, George, Ivchenko, Andriy, Lupiañez-Villanueva, Francisco, Mureddu, Francesco, and Caroline Rudisill (2015), "Pathos & Ethos: Emotions and Willingness to Pay for Tobacco Products," *PLOS ONE* (forthcoming).

Chakravarti, Amitav, Hoffman, Arvid O. I. and Jaakko Aspara (2015), "Focal versus Background Goals in the Choice of Investment Products: Trading off Financial Returns for Self Expression?" *European Journal of Marketing*, 49 (7/8), 1114-1138.

Aspara, Jaakko and Amitav Chakravarti (2015), "Investors' Reactions to Company Advertisements: The Persuasive Effects of Product-Featuring Ads," *European Journal of Marketing*, 49 (5/6), 943-967.

Chakravarti, Amitav, Ülkümen, Gülden, Morwitz, Vicki, Tang, Jane, and Andrew Grenville (2013), "Malleable Conjoint Partworths: How the Breadth of Response Scales Alters Price Sensitivity," *Journal of Consumer Psychology*, 23 (October), 515-525.

Chakravarti, Amitav, Fang, Christina, and Zur Shapira (2011), "Detecting and Reacting to Change: The Effect of Exposure to Narrow Categorizations," *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 37 (November), 1563-1570.

Mehta, Ravi, JoAndrea Hoegg, and Amitav Chakravarti (2011), "Knowing Too Much: Expertise Induced False Recall Effects in Product Comparison," *Journal of Consumer Research*, 38 (October), 535-554.

Raghubir, Priya, Morwitz, Vicki, and Amitav Chakravarti (2011), "Spatial categorization and time perception: Why does it take less time to get home?" *Journal of Consumer Psychology*, 21 (April), 192-198. (equal authorship)

Ülkümen, Gülden, Chakravarti, Amitav, and Vicki Morwitz (2010), "Categories Create Mind-Sets: The Effect of Exposure to Broad Versus Narrow Categorizations on Subsequent, Unrelated Decisions," *Journal of Marketing Research*, 47 (August), 659-671. (equal authorship)

Winner, Best Paper Award, American Marketing Association's ART (Advanced Research

Tang, Jane, Grenville, Andrew, Morwitz, Vicki, Chakravarti, Amitav, and Gülden Ülkümen (2009), "Influencing Feature Price Tradeoffs in CBC Experiments," 2009 Sawtooth Software Conference Proceedings, 247-262. (equal authorship)

Chakravarti, Amitav, Janiszewski, Chris, and Gülden Ülkümen (2006), "The Neglect of Prescreening Information," *Journal of Marketing Research* (November), 642-653.

x Winner, Google-WPP Marketing Research Award, 2009 (unrestricted grant of \$50,000 for investigating offline and online media interactions).

Chakravarti, Amitav and Jinhong Xie (2006), Impact of Standards Competition on Consumers: Effectiveness of Product Information and Advertising Formats, *Journal of Marketing Research* (May), 224-236.

Chakravarti, Amitav and Chris Janiszewski (2004) Influence of Generic Advertising on Brand Preferences, *Journal of Consumer Research* (March), 487-502

Chakravarti, Amitav and Chris Janiszewski (2003) The Influence of Macro-Level Motives on Consideration Set Composition in Novel Purchase Situations, *Journal of Consumer Research* (September), 244-258.

PAPERS UNDER REVIEW

Chakravarti, Amitav, Förster, Jens, and Susan Athabe, "Activating Global Processing Reduces the Dominance of Alignable Attributes," under review, *Journal of Experimental Social Psychology* (Manuscript available on request). (September 7, 2016) (Manuscript ID: 15016-0054 Tw6(16)views 6.6(5.1)cws Co

WORKS IN PROGRESS

Chakravarti, Amitav, "The Ironic Effects of Two-Stage Decisions: Implications for Hiring, Beauty Pageant, and Olympic Venue Selection Decisions."

Chakravarti, Amitav and Geeta Menon, "Does it Help or Hurt to Categorize Emotions?"

Bertini, Marco and Amitav Chakravarti, "Price Ca

PEER-REVIEWED CONFERENCE & INVITED PRESENTATIONS

- 2013 “Screen and Indulge: How Two-Stage Decisions Lead to a Preference for Hedonic Options,” special session presentation at the ACR (Association for Consumer Research) Conference, Chicago, IL, October 3-6.
- 2013 “Screen and Indulge: How Two-Stage Decisions Lead to a Preference for Hedonic Options,” invited presentation at Winter Marketing Educators’ Conference, February 17.
- 2013 “Categorization-Related Effects in Consumer Information Processing, Survey Research, and Change Detection,” invited presentation at University of South Florida, January 24.
- 2012 “Screen and Indulge: How Two-Stage Decisions Lead to a Preference for Hedonic Options,” presentation at the BDRM (Behavioral Decision Research in Management) Biennial Conference, Boulder, June 28-29.
- 2012 “Categories & Consequences: How Exposure to Broad vs. Narrow Categorizations affect Subsequent, U(C9r”(In)-c)l8-6.4833s

- 2011 “Prior Exposure to Unrelated Categorizations Affects Decision Making & Reactions to Change,” invited presentation at Dartmouth College, February 04.
- 2010 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Change: Unrelated, Prior Categorizations & Reactions to Change,” invited presentation at Arizona State University, October 22.
- 2010 “Self and Social Signaling Explanations for Consumption of CSR-Associated Products,” with Aronte Bennett, special session presentation at the Association for Consumer Research, Jacksonville, October 09.
- 2010 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Change: Unrelated, Prior Categorizations & Reactions to Change,” competitive session presentation at the Association for Consumer Research, Jacksonville, October 09.
- 2010 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Change: Unrelated, Prior Categorizations & Reactions to Change,” invited presentation at Boston University, September 17.
- 2010 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Change: Unrelated, Prior Categorizations & Reactions to Change,” invited presentation at Texas A&M University, May 11.
- 2010 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Change: Unrelated, Prior Categorizations & Reactions to Change,” invited presentation at University of Miami, March 05.
- 2010 “Knowing Too Much: False Recall Effects in Product Comparisons and Choice,” with Ravi Mehta and JoAndrea Hoegg, invited presentation at the SCP (Society for Consumer Psychology) Conference, St. Petersburg, FL, February 25-27.
- 2010 “Licensing Effects in Green Consumption: How Token Green Acts Licenses Incongruent Green-Behaviors,” with Aronte Bennett and Karen Becker-Olson, special session presentation at the SCP (Society for Consumer Psychology) Conference, St. Petersburg, FL, February 25-27.
- 2010 “Self and Social Signaling Explanations for Consumption of CSR-Associated Products,” with Aronte Bennett and Karen Becker-Olson, special session presentation at the SCP (Society for Consumer Psychology) Conference, St. Petersburg, FL, February 25-27.
- 2010 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Change: Unrelated, Prior Categorizations & Reactions to Change,” invited presentation at Washington University, St. Louis, February 12.
- 2009 “How Prior Exposure to Unrelated Categorizations Affects Consumer Decision Making & Reactions to Change,” invited presentation at HKUST (Hong Kong University of Science & Technology), December 04.

- 2009 “Categories and Consequences: Categorization-Related Effects in Consumer Information Processing,” invited presentation at LSE (London School of Economics), December 01.
- 2009 “When Seeing Many Types of Wine Makes You More Sensitive to Technological Threats: Unrelated, Prior Categorizations and Reactions to Change,” invited presentation at the SJDM (Society for Judgment and Decision Making) Annual Conference, Boston, November 21-23.
- 2009 “When Unique (Nonalignable) Features Acquire Greater Importance than Shared (Alignable) Ones: The Role of Non-Comparative Mindsets & Global Processing Orientation,” competitive session presentation at the Association for Consumer Research Conference, Pittsburgh, October 23-25.
- 2009 “Categories and Consequences: Categorization-Related Effects in Consumer Information Processing,” invited presentation at Johns Hopkins University, August 17.
- 2009 “Categories and Consequences: The Effect of Exposure to Narrow versus Broad Categorizations on Subsequent and Unrelated Decisions,” invited presentation at London Business School, Summer Camp, July 5-7.
- 2009 “Categories and Consequences: Categorization-Related Effects in Consumer Information Processing,” invited presentation at Indiana University, March 27.
- 2009 “Categories and Consequences: Categorization-Related Effects in Consumer Information Processing,” invited presentation at University of California San Diego, March 09.
- 2009 “Categories and Consequences: Categorization-Related Effects in Consumer Information Processing,” invited presentation at University of Southern California, March 06.
- 2008 “Self and Social Signaling Explanations for Consumption of CSR-Associated Products,” with Aronte Bennett, special session presentation

- 2004 “When Non-Alignable Differences Acquire Greater Importance: The Role of Non-Comparison Based Choice Processes,” with Suzanne A. Nasco, Association for Consumer Research, Portland, October 7-10.
- 2001 “Factors Determining Consideration Set Composition in Novel Purchase Situations,” invited presentations at New York University, Northwestern University, University of Maryland, INSEAD, HKUST (Hong Kong University of Science and Technology), University of Toronto, Indiana University, University of Colorado, Rutgers University, University of Miami, and SMU (Singapore Management University), September 26-November 28.
- 2000 “Efficacy of Advertising Formats: The Moderating Role of Network Externalities,” with Jinhong Xie, Marketing Science Conference, June 22-25.

TEACHING INTERESTS

Topics: Marketing Core, Consumer Behavior, Advertising, Marketing Research, International Marketing, Pricing, and Marketing Strategy.

Audiences: Full-time MBA, Part-time MBA, Executive Education, Masters in Management, Global Masters in Management, and B.A. in Management.

TEACHING EXPERIENCE & SAMPLE EVALUATIONS

Executive Education

Marketing Management (Core), Summer Executive Education, London School of Economics and Political Science (**Note:** Evaluation Scale: 1 = Excellent, 5 = Poor)

- Mean Evaluations (2014) = 1.04/5.0; 100% respondents marked Excellent (=1) or Very Good (=2); N = 23
- Mean Evaluations (2013) = 1.20/5.0; 93% respondents marked Excellent (=1) or Very Good (=2); N = 45

Marketing Management (Core), Executive-MBA Program, Johnson Graduate School of Management (**Note:** Evaluation Scale: 5 = Excellent, 1 = Poor)

- Mean Evaluations (2014) = 4.27/5.0; N = 75

MBA

- Marketing Management (Core), Masters in Management, London School of Economics and Political Science (**Note:** Evaluation Scale: 1 = Excellent, 5 = Poor)
 - Mean Evaluations (2011-12): 1.22/5.0, 1.46/5.0; N = 84 per class
- Marketing Management (Core), MBA (Full-time) Core Course, Stern School of Business (NYU) (**Note:** Evaluation Scale: 7 = Excellent, 1 = Poor)
 - Mean Evaluations: 6.0/7.0 & 6.0/7.0 (Spring 2007), 6.3/7.0 & 6.0/7.0 (Spring 2010)
- International Marketing, MBA Elective, Fall 2000, University of Florida (**Note:** Evaluation Scale: 5 = Excellent, 1 = Poor)
 - Evaluations: Mean = 4.6/5.0 (College Mean = 4.2; Department Mean = 4.1).

Undergraduate

Marketing Management, Undergraduate Core Course, Sloan School of Management (MIT)

(Note: Evaluation Scale: 7 = Excellent, 1 = Poor)

- Mean Evaluations: 6.4/7.0 (Fall 2014)

Marketing Management, Undergraduate Core Course, Stern School of Business (NYU) **(Note:**

Evaluation Scale: 7 = Excellent, 1 = Poor)

- Mean Evaluations: 6.3/7.0, 6.3/7.0, & 6.2/7.0 (Fall 2005)

Invited to speak at the CITL (Center for Interactive Teaching and Learning) organized workshop on “Facilitating Interactive Learning in Classrooms,” Nov 01.

MarkStrat Module Administrator, MBA Strategy Elective, University of Florida.

PROFESSIONAL SERVICE

-Editorial Review Board

Journal of Consumer Research

-Ad-hoc Reviewer:

