

## **Markos, Ereni (Associate Professor)**

### **Refereed Journal Articles**

#### **Journal Article, Academic Journal**

- Markos, E., Labrecque, L. I., Milne, G. R. (in press). A New Information Lens: The Self-Concept and Exchange Context as a Means to Understand Information Sensitivity of Anonymous and Personal Identifying Information. *Journal of Interactive Marketing*. <https://www.journals.elsevier.com/journal-of-interactive-marketing>
- Milne, G. R., Pettinico, G., Hajjat, F., Markos, E. (2016). Information Sensitivity Typology: Mapping the Degree and Type of Risk Consumers Perceive in Personal Data Sharing. *Journal of Consumer Affairs*.
- Markos, E., Milne, G. R., Peltier, J. (2017). Information Sensitivity and Willingness to Provide Continua: A Comparative Privacy Study of the United States and Brazil. *Journal of Public Policy and Marketing*, 36(1), 79-96.
- Biswas, D., Labrecque, L. I., Lehman, D. R., Markos, E. (2014). Making Choices While Smelling, Tasting, Listening: The Role of Sensory Similarity or Dissimilarity When Sequentially Sampling Products. *Journal of Marketing*, 78(1), 112-126. <http://dx.doi.org/10.1509/jm.12.0325>
- Peltier, J. W., Pomirleanu, N., Endres, M., Markos, E. (2013). Psycho-social factors impacting credit acquisition and use by college students. *Journal of Financial Services Marketing*, 18(4), 271-284. doi:10.1057/fsm.2013.21
- Upton, N., Andrzejewski, S., Markos, E., Noga, T., Motyka, S. (2013). The Value of Knowing What Customers Really Want: Interpersonal Accuracy as an Environmental Cue. *Journal of Marketing Management*, 3-4(29), 356-373.
- Milne, G. R., Gabisch, J., Markos, E., Phelps, J. (2012). Changes in Consumer Willingness to Provide Information over the Last Decade: A Cohort Analysis. *International Journal of Integrated Marketing Communications*, 4(2).
- Labrecque, L. I., Markos, E., Milne, G. R. (2011). Online Personal Branding: Processes, Challenges, and Implications. *Journal of Interactive Marketing*, 25(1), 37-50.
- Weinberger, M., Spotts, H., Markos, E. (2010). Joe Camel: Postmortem of a Brand Spokesperson. *International Journal of Advertising*, 29(4), 401-430.

### **Book Chapters**

#### **Book, Chapter in Scholarly Book-New**

- Norberg, P. A., Markos, E. (2015). Planning the Social Marketing Campaign. In David Stewart (Ed.), *Handbook of Persuasion and Social Marketing* (vol. 2). California: Praeger.
- Markos, E., Labrecque, L., Milne, G. R. (2012). Web 2.0 and Consumers' Digital Footprint: Managing Privacy and Disclosure Choices in Social Media. In Angeline Close (Ed.), *Online Consumer Behavior: Theory and Research in Social Media, Advertising, and E-Tail*. London: Psychology Press/Taylor & Francis Group.

## **Conference Proceedings**

### **Conference Proceeding**

Markos, E., Labrecque, L. (2009). *Blurring the Boundaries Between Real and Virtual: Consumption Experiences and the Self Concept in the Virtual World* (vol. 36, pp. 884). Advances in Consumer Research.

### **Presentations**

Elliot, Esi, Markos, Ereni, Academy of Marketing Science, "Consumer Metaphoria and Tourism Experience Design," Academy of Marketing Science, Florida. (May 2016).

Markos, Ereni, Academy of Marketing Science (AMS) 2016, "Track Chair, Digital Marketing and Social Media," Orlando, Florida. (May 18, 2016).

Markos, Ereni (Co-Chair), Scovotti, Carol (Co-Chair), Mintz, Ofer (Co-Chair), Marketing Edge (DMEF), "Conference Co-Chair," Boston, MA. (October 2015).

Markos, Ereni (Other), Krishen, Anjala, Academy of Marketing Science, "Consumer Behavior-Co-Track Chair," Denver, CO. (May 2015).

Markos, Ereni (Moderator), Walker, Kristen (Moderator), Marketing Edge (DMEF), "Consumer Information: Traditional and Digital Industry Perspectives," DMA, San Francisco, CA. (October 2014).

Markos, Ereni, Marketing and Policy Conference, "Global Privacy: An International Perspective Examining Perceptions of Information Sensitivity and Consumers Willingness to Provide Personal Information," Atlanta, GA. (June 2014).

Markos, Ereni, Association of Consumer Research North American Conference, "Order Effects of Evaluating Experiential Products that are Similar Versus Different," Vancouver, BC. (October 2012).

Markos, Ereni, DMEF Direct/Interactive Marketing Research Summit, "Social Media in the Classroom," Las Vegas, NV. (October 13, 2012).

Markos, Ereni, Milne, George R, Peltier, James, Marketing and Public Policy, "A Cross-Cultural Perspective: Perceptions of Information Sensitivity and Disclosure in Brazil and the US," AMA, Boston, MA. (June 2012).

Markos, Ereni, Academy of Marketing Science Conference, "Global Privacy: An International Perspective Examining Perceptions of Information Sensitivity and Consumers Willingness to Provide Personal Information," New Orleans, LA. (May 2012).

Markos, Ereni (Author Only), Upton, Nancy (Presenter & Author), Motyoka, Scott, Grewal, Dhruv, Andrzejewski, Susan, Noga, Tracy, AMA/ACRA Triennial Retail Conference, "The Value of Knowing What Consumers Really Want: Employee Ability to Read Affects as Environmental Cues," Seattle, WA. (April 2012).

Markos, Ereni, AMA Winter Educator's Conference, "Order Effects of Evaluating Experiential Products that are Similar Versus Different," St. Petersburg, FL. (February 2012).

Markos, Ereni, DMEF Direct/Interactive Marketing Research Summit, "Bringing Business World Experiences to the Classroom," Boston, MA. (October 1, 2011).

- Markos, Ereni, Marketing and Policy Conference, "Consumers' Willingness to Provide Information: Changes over the Last Decade," Washington D.C. (June 2011).
- Markos, Ereni, Academy of Marketing Science Conference, "Order Effects of Evaluating Experiential Products that are Similar Versus Different," Coral Gables, FL. (May 2011).
- Markos, Ereni, DMEF Direct/Interactive Marketing Research Summit, "Consumers' Willingness to Provide Information: Changes over the Last Decade," San Francisco, CA. (October 2010).
- Markos, Ereni, DMEF Direct/Interactive Marketing Research Summit, "The Personal Branding and Privacy Tradeoff," San Francisco, CA. (October 2010).
- Markos, Ereni, Marketing and Policy Conference, "An Examination of the Antecedents to Information Sensitivity in the Wake of Web 2.0," Denver, CO. (May 2010).
- Markos, Ereni, AMA Winter Educator's Conference, "Dialectical Tensions in Managing One's Digital Footprint," Tampa, FL. (February 2009).
- Markos, Ereni, AMA Winter Educator's Conference, "Dialectical Tensions in Managing One's Digital Footprint," Tampa, FL. (February 2009).
- Markos, Ereni, Society for Consumer Psychology Conference, "The Value of Knowing What Customers Really Want: Interpersonal Accuracy as an Environmental Cue," San Diego, CA. (February 2009).
- Markos, Ereni, Society for Consumer Psychology Conference, "Exploring the Customer Equity Framework in a Demand Chain Environment," St. Petersburg, FL. (November 2008).
- Markos, Ereni, Society for Consumer Psychology Conference, "The Value of Knowing What Customers Really Want: Interpersonal Accuracy as an Environmental Cue," St. Petersburg, FL. (November 2008).
- Markos, Ereni, Association of Consumer Research North American Conference, "Blurring the Boundaries between Real and Virtual: Consumption Experiences and the Self Concept in the Virtual World," San Francisco, CA. (October 2008).
- Markos, Ereni, Advertising and Consumer Psychology Conference, "Experiences in the Virtual World: How Consumption, Flow, Telepresence and Marketing Play Out in Second Life," Philadelphia, PA. (May 2008).
- Markos, Ereni, Marketing and Policy Conference, "What Did You Buy? When Consumers Consider This Information Sensitive," Philadelphia, PA. (May 2008).
- Markos, Ereni, Society for Consumer Psychology Conference, "Nonverbal Decoding and Effective Customer Service," San Francisco, CA. (February 2004).