

KORAY COSGUNER

Assistant Professor of Marketing

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Professional Experience

Assistant Professor of Marketing

Robinson College of Business, Georgia State University, Atlanta, GA 2013 – 2018

Kelley School of Business, Indiana University, Bloomington, IN 2018 –

Educational Background

Ph.D. in Marketing, Washington University in St. Louis 2008 – 2013

Thesis Advisors: Tat Y. Chan and P.B. (Seethu) Seetharaman

M.A. in Economics, Koc University 2006 – 2008

B.S. in Industrial Engineering, Bilkent University 1999 – 2004

Research Interests

Topics Studied: Empirical Industrial Organization, Inter-temporal Dynamics in Consumers' Choices, Static and Dynamic Pricing, Targeted Pricing, Firm Competition, New Product Diffusion, Email Marketing, Emerging Markets

Methods Used: Static and Dynamic Structural Models, Choice Models, Count Models, Hazard Models, Diffusion Models, Hidden Markov Models, Copula Models, Computational Game Theory

Publications

Cosguner Koray, Tat Y. Chan, and Seethu Seetharaman (2017), “Behavioral Price Discrimination in the Presence of Switching Costs,” *Marketing Science* 36(3):426-435.

- [Click Here](#) for the practitioner piece written by Marketing Science Ambassador Ciju Nair.

Zhang Xi, V. Kumar, Koray Cosguner (2017) – Equal Authorship, “Dynamically Managing a Profitable Email Marketing Program,” *Journal of Marketing Research* 54(6): 851-866.

- Winner of the Best Paper Award, Digital Marketing Track at 2015 AMA Summer Marketing Educators' Conference Proceedings, Chicago, IL.

Cosguner Koray, Tat Y. Chan, and Seethu Seetharaman, “Dynamic Pricing in a Distribution Channel in the Presence of Switching Costs”

- Forthcoming at *Management Science*.

Revision Requested / Under Review Papers

Oligopolistic Price and Distribution Competition in Emerging Markets (with V. Kumar and Amalesh Sharma)

- Invited for the 2nd Round Review at *Journal of Marketing Research*.

Working Papers

Profiting from the Decoy Effect: The Case of Online Diamond Pricing (with Chunhua Wu)

- Being prepared for submission to *Marketing Science / Management Science*.

Dynamic Price Competition in Variety Seeking Markets (with Tat Y. Chan, Seethu Seetharaman and Taylor Bentley)

- Being prepared for submission to *Management Science*.

Dynamic Pricing for New Products: Utility-Based Generalization of the Bass Diffusion Model (with Seethu Seetharaman and Chunhua Wu)

- Being prepared for submission to *Marketing Science / Management Science*.

Work in Progress

Dynamic Pricing in the Presence of Reference Price Effects (with Tat Y. Chan, Cheng He, Seethu Seetharaman)
- *Analysis in progress.*

Teaching Experience

Marketing Research (Undergraduate), Georgia State University (4.9/5.0)	2013- 2017
Direct Marketing (Undergraduate), Georgia State University (4.0/5.0)	2014
Structural Modeling, (Ph.D.), Georgia State University (5.0/5.0)	2013, 2015

Awards and Honors

Best Paper Award, Digital Marketing Track at 2015 Summer AMA, Chicago, IL	2015
AMA Sheth Foundation Doctoral Consortium Fellow	2012
Hubert C. Moog Scholar, Washington University in St. Louis	2012
Doctoral Fellowship, Ph.D. Program, Washington University in St. Louis	2008-2013
Full Scholarship, M.A. Program, Koc University	2006-2008
Full Scholarship, M.A. Program, Turkish National Science Foundation	2006-2008
Full Scholarship, B.S. Program, Bilkent University	1999-2004

Invited Seminar Presentations

Yale University, Carnegie Mellon University, Georgia State University, Rice University, Johns Hopkins University, Emory University, University of Alberta, HEC Paris, Koc University, Sabanci University, Ozyegin University	2012
Temple University	2016
Indiana University, University of Pittsburgh, University of Southern California, Dartmouth College	2017

Conference Presentations/Participations

Marketing Science Conference	2011, 2014, 2017
Georgia Research Symposium	2016, 2017
AMA Sheth Foundation Doctoral Consortium Fellow	2012

Industry Experience

Finance, Business Analyst *August, 2004- December, 2005*

Turkcell Headquarters, Istanbul, Turkey

Information Technologies, Business Analyst *January, 2006- June, 2006*

Turkcell Headquarters, Istanbul, Turkey

Programming Skills

R, Mathematica (Fluent)

Matlab, Stata, SPSS, SAS (Proficient)

Memberships

American Marketing Association (AMA)

Institute for Operational Research and Management Sciences (INFORMS)

Thesis Committees

Xi (Alan) Zhang (Committee Member), Initial Position: University of Toledo, Toledo, Ohio

Amalsh Sharma (Committee Member), Initial Position: Texas A&M University, College Station, Texas

Personal Information

Interests: Swimming, grilling, gardening, hiking, movies, gaming

Family: Married to Angela, and have a 4-year old son, Yusuf.

Immigration Status: Permanent Resident

References

Tat Y. Chan

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P.B. (Seethu) Seetharaman

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