

# Bobbie Rathjens, M.S.

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## RESEARCH INTERESTS

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Hospitality business, computer-mediated communication, social media, marketing, and technology.

## EDUCATION

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**Michigan State University**, Department of Communication 2025  
*Ph.D., Communication/Hospitality Business*  
Committee: Brandon Van Der Heide, Ph.D. (co-chair), Lu Zhang, Ph.D. (co-chair),  
James Dearing, Ph.D., & Monique Turner, Ph.D.

**Michigan State University**, Eli Broad College of Business 2019  
*M.S., Marketing Research*

## MANUSCRIPTS UNDER REVIEW

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**Rathjens, B.**, Van Der Heide, B., Pham, D., Earle, K., Ulusoy, E., Mason, A. J., Zhang, Y., & Bredland, A. (2022). Title withheld. Manuscript revised and resubmitted to *Communication Reports*.

Yang, W., Zhang, L., Wei, W., Yoo, M., & **Rathjens, B.** (2022). Title withheld. Manuscript submitted for publication to *International Journal of Hospitality Management*.

Pham, D., Van Der Heide, B., Zhang, Y., Earle, K., **Rathjens, B.**, Ulusoy, E., Mason, A. J., & Bredland, A. (2022). Title withheld. Manuscript submitted for publication to *Media Psychology*.

Wei, W., Zhang, L., **Rathjens, B.**, & McGinley, S. (2022). Title withheld. Manuscript revised and resubmitted to *Journal of Hospitality & Tourism Research*.

Zhang, L., Wei, W., **Rathjens, B.**, & Zheng, Y. (2022). Title withheld. Manuscript revised and resubmitted to *International Journal of Hospitality Management*.

## ACADEMIC CONFERENCES

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(\*presenter)

**Rathjens, B.\*** & Zhang, L. (2022). *Does brand familiarity and ad disclosure matter? An investigation of social media influencers*. [Poster presentation]. CentralCHRIE Spirit of Hospitality Conference. White Lodging-J.W. Marriott, Jr. School of Hospitality and Tourism Management at Purdue University. West Lafayette, IN.

**Rathjens, B.\***, Zhang, L., & Cha, J. (2023). *Robots vs. humans in services: examining the role of process- vs. outcome-orientation*. [Paper submitted for presentation]. The 28th Annual Graduate Education & Graduate Student Research Conference in Hospitality & Tourism. Collins College of Hospitality Management at California State Polytechnic University, Pomona. Pomona, CA.

Pham, D., Van Der Heide, B., Zhang, Y., Earle, K., **Rathjens, B.**, Ulusoy, E., Mason, A. J., & Bredland, A. (2022). *Testing the effects of providing feedback on perceiving selective self-presentations in computer-mediated communication*. [Paper accepted for presentation]. National Communication Association's 108<sup>th</sup> Annual Conference. New Orleans, LA.

Van Der Heide, B., Mason, A. J., Earle, K., Ulusoy, E., Pham, D., **Rathjens, B.**, Zhang, Y., & Bredland, A. (2022). *Does warranting theory function best outside of a truth-default state: initial experimental evidence*. [Paper accepted for presentation]. National Communication Association's 108<sup>th</sup> Annual Conference. New Orleans, LA.

Zhang, L., Wei, W., **Rathjens, B.\***, & Zheng, Y. (2022, March 16-18). *Message appeal and narrators: examine the effect of pet influencers on consumers*. [Conference paper presentation]. Academy of Business Research Spring 2022 Conference. New Orleans, LA.

## **AWARDS**

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Winner, Best Graduate Student Conference Poster Award (with Lu Zhang, Ph.D.), CentralCHRIE Spirit of Hospitality Conference, West Lafayette, IN, 2022.

## **TEACHING EXPERIENCE**

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Instructor of Record (online), Human Communication  
Teaching Assistant, Hospitality Business Strategy  
Instructor of Record (online), Social Media Applications  
Instructor of Record (in-person), Introduction to Marketing

## **TEACHING CERTIFICATION**

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### **QM: Quality Matters Applying the Rubric (APPQMR)**

A faculty-centered, peer review process that teaches instructors how to create and certify the quality of their online and hybrid course content to ensure the best educational experience possible.

## **SCHOLARSHIPS & GRANTS**

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### **Kasavana & Schmidgal Research Grant, \$4,000**

*The School of Hospitality Business at Michigan State University*

### **Banks Brown Graduate Scholarship, \$5,000**

*AHLA (American Hotel & Lodging Association) Foundation*

## **INDUSTRY EXPERIENCE**

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**Director of Marketing**, at a nationally recognized ski and golf resort.

[Created profitable lift products](#). Increased season pass revenue by 22%, paid skier visits by 24%, lift ticket revenue by 9%, dinner theatre revenue by 16%, and advance purchase dining ticket revenue by 71%.

**Corporate Social Media Strategist**, at a multi-state healthcare system.

Wrote and executed the strategy for the [first-ever Twitter surgery event](#) in the health system's history. The documentary that was utilized in [the event still resides on YouTube](#) and has over 91k+ views.

**Healthcare Social Media Strategist & Consultant**, at a small startup healthcare consultancy.

Wrote and executed an [autism school fundraiser](#) which generated over \$75k. The fundraiser was created to cover the costs of technology and equipment for the school's non-verbal autistic children.

**Senior Account Manager & Strategist**, at a marketing and branding agency.

Responsible for creating new brands and marketing materials with the goal of lead generation for addiction treatment facilities. Mentored and managed account management staff.

## INDUSTRY EXPERIENCE (cont.)

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**Small Business Owner**, at a web design shop that served 200+ clients at its peak.

Responsible for designing, coding, and publishing websites for a wide array of clientele in many different industries. Additionally, performed all sales and marketing tasks for the company.

## INDUSTRY CONFERENCES

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(\*presenter)

**Rathjens, B.\*** (2018, August 19-22). *Targeting, measuring, & optimizing in a data-driven marketing landscape*. [Panel speaker]. Midwest Ski Area Association 2018 Summer Meeting, Boyne Highlands Resort, Harbor Springs, MI.

**Rathjens, B.\*** & Larcenaire, G. (2015, August 11-14). *Using social media for large scale events and fundraising*. [Conference presentation]. Mental Health Corporations of America Summer 2015 Conference, San Diego, CA.

**Rathjens, B.\*** & Dettling, K. (2014, October 25-27). *Autism & social media: platforms in healthcare*. [Conference presentation]. Michigan Association of CMH Boards 2014 Fall Conference, Grand Traverse Resort, Traverse City, MI.

## SERVICE & VOLUNTEERING

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**Workshop: Crafting Your Personal Brand as a Graduate Student, Presenter**

Michigan State University, Department of Communication  
East Lansing, MI

**AGSCOM (Assoc for Graduate Students in Communication), Social Events Chair**

Michigan State University, Department of Communication  
East Lansing, MI

**Harbor Springs Area Chamber of Commerce, Board Member & Secretary**

Representing Boyne Highlands Resort  
Harbor Springs, MI

**Patient & Family Advocacy Board, Board Member**

McLaren Northern Michigan  
Petoskey, MI

**Social Media Club, Director of Communications**

World's Largest Community of Social Media Professionals  
International / Virtual