

UDIT SHARMA

Eli Broad College of Business
Michigan State University
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EDUCATION

| | |
|--|-------------------|
| Ph.D., Marketing Michigan State University, East Lansing, MI, USA | Expected May 2024 |
| M.S., Marketing Research Michigan State University, East Lansing, MI, USA | 2018 |
| M.B.A, Marketing & Finance Nirma University, Ahmedabad, India | 2013 |

RESEARCH INTERESTS

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|----------------|---|
| Substantive | Role of Marketing in Discontinuities (e.g., Bankruptcies, Economic Crises, Credit Defaults), Corporate Political Activity & Customer Political Identity, Customer-Firm Relationships, Marketing's Human Capital in Upper Echelons of Firms. |
| Methodological | Applied Econometrics, Causal Inference, Experimental Research |

REFEREED PUBLICATIONS

Morgeson, Forrest V., **Udit Sharma**, Xiaoxu Wu, Anita Pansari, Ayalla Ruvio, and G. Tomas M. Hult (2023), "Weathering the Crash: Do Customer-Company Relationships Insulate Firms from the Negative Effects of Economic Crises?", [Journal of the Academy of Marketing Science](#), 1-23.

Hult, G. Tomas M., Forrest V. Morgeson, **Udit Sharma**, and Claes Fornell (2022), "Customer Satisfaction and International Business: A Multidisciplinary Review and Avenues for Research," [Journal of International Business Studies](#), 53(8), 1695-1733.

Morgeson, Forrest V., Pratyush Sharma, **Udit Sharma**, and G. Tomas M. Hult (2022), "Partisan Bias and Citizen Satisfaction, Confidence, and Trust in the US Federal Government," [Public Management Review](#), 24(12), 1933-1956.

PAPERS UNDER REVIEW OR ADVANCED STAGES

Sharma, Udit*, Forrest V. Morgeson*, G. Tomas M. Hult, Ayalla Ruvio, Yuyuan Pan, and Shana Redd, "Political Extremism, Customer Loyalty, and Brand Advocacy: A Novel Perspective on Political Polarization with Strategic Implications"

- **Status:** Under review at *Journal of Marketing* (earlier 2nd round reject and resubmit at *Journal of Marketing*)

Sharma, Udit*, Pravin Nath*, and Ahmet H. Kirca, "Upper Echelon Marketing Experience and Organizational Survival: How the TMT, CEO, and BOD Differ in their Roles in Preventing Failure"

- **Status:** Finalizing for submission to *Journal of Marketing Research* (earlier 2nd round reject at *Journal of Marketing*)

Wu, Xiaoxu, **Udit Sharma**, Anita Pansari, and Forrest V. Morgeson, "Political Ideology and Customer Knowledge Value: Do Conservatives Provide More Valuable Feedback to Firms?"

- **Status:** Finalizing for submission to *Journal of Marketing Research* by fall of 2023

SELECT WORKING PAPERS

Sharma, Udit*, Xiaoxu Wu*, Myongjin Kim, Suman Basuroy, and Forrest V. Morgeson, “Credit Officer Gender, Credit Terms Negotiation, and Customer Credit Default: Evidence from a Quasi-Experiment”

- **Status:** Data analysis under process (targeted submission to *Marketing Science* in fall of 2023)

Park, Hanyong, Xiaoxu Wu, and **Udit Sharma**, “Customer Political Identity and Price-Quality Judgements”

- **Status:** Conceptualization and data collection under process (targeted submission to *Journal of Marketing Research* in summer of 2024)

Sharma, Udit and Lakshita Boora, “Marketing Leadership, Product Market Fluidity, and Corporate Political Spending Disclosures”

- **Status:** Conceptualization and data collection under process (targeted submission to *Journal of Marketing* in summer of 2024)

*Indicates equal contribution.

DOCTORAL SYMPOSIUMS AND CONSORTIUMS

Fellow: Academy of Marketing Science (AMS) Doctoral Consortium Fellow (2023)

Presenter: Mittelstaedt and Gentry Doctoral Symposium, University of Nebraska Lincoln (2023)

Presenter: Haring Symposium, Kelly School of Business, Indiana University (2022)

CONFERENCE PRESENTATIONS

Sharma, Udit, Roger Calantone (2021). Relative Strategic Emphasis on Value Appropriation: Its Role in New Product Development Process. *2021 AMA Winter Academic Conference*, St. Petersburg, FL

Wu, Xiaoxu, **Udit Sharma**, Sean Mcgrath, and G. Tomas M. Hult (2021), “Sustainability in Marketing: Review of Literature, a New Marketing-centered Definition, and Opportunities for Future Research,” *2021 AMA Winter Academic Conference*, St. Petersburg, FL

Wu, Michael, Xiaoxu Wu, **Udit Sharma**, Ahmet H. Kirca (2021), “Product Portfolio Characteristics and Firm Performance: The Moderating Role of Internationalization,” *2021 AMA Winter Academic Conference*, St. Petersburg, FL

MEDIA AND POPULAR PRESS

Sharma, Udit and Xiaoxu Wu “Why Should Monopolies Satisfy Their Customers?” – [*Journal of Marketing Research Scholarly Insights*](#), August 10, 2021.

Sharma, Udit and Xiaoxu Wu, “How Does Main Street Drive Wall Street?” – [*Journal of Marketing Research Scholarly Insights*](#), July 1, 2021.

PROFESSIONAL SERVICE

Ad-hoc Journal or Conference Reviewer

- Journal of Product Innovation Management (2022, 2023)
- Industrial Marketing Management (2020)
- Decision Science Institute Annual Conference (2020)
- American Marketing Association Global SIG Conference (2021, 2022)

SELECT DOCTORAL COURSEWORK

Statistics and Econometrics

| | |
|---|-----------------------|
| Applied Econometrics | Jeffrey M. Wooldridge |
| Quantitative Methods in Public Policy - III | Leslie E. Papke |
| Advanced Econometric Methods - II | Timothy J. Vogelsang |
| Advanced Econometric Methods - I | Justin Kirkpatrick |
| Applied Econometrics (audited at UTSA) | Richard Gretz |
| Statistical Models in Marketing | Suman Basuroy |
| Research Design in Marketing | G. Tomas M. Hult |
| Advanced Multilevel Modeling | Kimberly Kelly |
| Organizational Research Methods | John R. Hollenbeck |

Substantive

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| Marketing Pro-Seminar | G. Tomas M. Hult |
| International Business Theory | Ahmet H. Kirca |
| Marketing Strategy | G. Tomas M. Hult |
| Marketing Relations | G. Tomas M. Hult and Roger Calantone |
| Marketing Theory and Critical Analysis | Ahmet H. Kirca |
| Seminar on Buyer Behavior (audited) | Hanyong Park |

ADDITIONAL SEMINARS AND WORKSHOPS

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| Causal Inference - Econometrics II (2022) | Scott Cunningham |
| Reduced Form DID (2021) | Jeffrey M. Wooldridge |
| Modern Applied Tools of Econometrics (2020) | Jeffrey M. Wooldridge and Timothy J. Vogelsang |
| Marketing Theory Workshop at MSU (2019) | Ajay K. Kohli |
| Broad College Teaching Bootcamp (2020) | Jeremy Van Hof |

TEACHING EXPERIENCE (MICHIGAN STATE UNIVERSITY)

Instructor

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|--------------------------------|---------|---------------|
| Marketing Research (MKT 319) | 5.0/5.0 | 2020 (Summer) |
| Market Analytics (MKT 317) | 4.2/5.0 | 2022 (Summer) |
| Managerial Marketing (MKT 327) | N/A | 2023 (Summer) |

Teaching Assistant

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| Consumer Insights (MSC 807) | N/A | 2021 (Summer) |
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PROFESSIONAL ASSOCIATIONS

American Marketing Association (member since 2019)
Academy of Marketing Science (member since 2022)
Academy of International Business (member since 2020)

HONORS AND AWARDS

- Donald A. and Shirley M. Taylor Research Excellence Award, Michigan State University (2022, 2023)
- Robert P. Poland Endowed Doctoral Fellowship, Michigan State University (2019-2023)
- Gold Medal for securing the highest GPA in the MBA program, Nirma University, India (2013)
- Winner (Gold Medal-West India) of the Business Simulation Competition organized by All India Management Association (2012)

INDUSTRY EXPERIENCE

American Customer Satisfaction Index, Ann Arbor, MI, USA

Research Analyst

6/2018-12/2018

- Modeled customer satisfaction for several Fortune 500 clients enabling them to prioritize improvements with drivers of satisfaction.
- Provided data analysis support for syndicated research and diagnostic modeling support for the second and third quarter (2018) release of ACSI scores and industry reports.

Oriental Bank of Commerce, Delhi (NCR), India

Manager

7/2017-9/2017

- Led research projects to identify changes in customer evaluation criteria for two retail credit products towards reducing customer defection.
- Undertook financial assessments for credit facilities of over \$11 million to 17 clients during a rotation program in the corporate credit department of the bank.

Assistant Manager

6/2014-7/2017

- Quantified the impact of advertising spending across retail credit products offered by the bank, optimizing the advertising budget allocation of over \$.2 million.
- Member of the team that coordinated the conceptualization and launch of social media channels for the bank, leading to channels producing an encouraging rate of user traffic and engagement.
- Member of the team that managed the design and implementation of the marketing automation platform, enabling real-time availability of data for more effective decision-making.

FINO Paytech Limited, Mumbai, India

Management Trainee (Marketing Communications)

4/2013-11/2013

- Formulated brand guidelines for a newly established product division, increasing consistency in brand usage and reducing design and/or execution time of promotional materials by 30-40%.
- Designed a sales force reward and recognition program that covered over 200 employees, retaining 12% more employees in the subsequent year.

ACADEMIC REFERENCES

G. Tomas M. Hult, Professor of Marketing
Eli Broad College of Business, Michigan State University

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Suman Basuroy, Professor of Marketing
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Ahmet H. Kirca, Associate Professor of Marketing
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Forrest V. Morgeson, Assistant Professor of Marketing
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Pravin Nath, Assistant Professor of Marketing
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