

Academic Vitae

NAME: Xue Jiaqi

TEL: 15110148659

EMAIL: xuejiaqi@126.com

PRESENT UNIVERSITY POSITION AND DEPARTMENT:

International Business School, University of International Business and Economics

EDUCATION

(Please refer from the most recent degree; please indicate research topics and dissertation topics for Doctoral or higher degrees)

Doctor of Philosophy (Ph.D.), 09/2003-07/2009

Management School, Xi'an Jiaotong University, Shannxi, China.

Major: Marketing

Research topic: The Impact of Transaction-specific Investments on Opportunism under the Condition of Competitive Relationship

Bachelor of Management, 09/1998 – 07/2002

Management School, Xi'an Jiaotong University, Shannxi, China.

Major: Business administration

GENERAL WORK EXPERIENCE

(Please list here ONLY general information on your work experiences, explanations are required in later items; please follow the examples as you write.

None

RESEARCH INTERESTS

1. Marketing channels
2. Marketing strategy
3. Relationship marketing

TEACHING INTERESTS

1. Marketing channels
2. Integrated marketing communications

RESEARCH PROJECTS

(Please include academic research projects and entrepreneurial projects, etc.)

“The Management Mode and Media Strategy of Luxury Brand”2013

“Beijing Higher Education Young Elite Teacher Project”2013

“The impacts of specific investment on marketing channel cooperation under the condition of competitive relationships” 2009

GRANTS

HONORS AND AWARDS

Teaching Star of Undergraduate (Awarded by International Business School, UIBE)

Excellent Graduate. 2009. (Xi’an Jiaotong University)

Pengkang Studies Scholarship. 2004. (Xi’an Jiaotong University, Awarded to the Top 10%)

505 Enterprise Scholarship. 2003. (Awarded to the Top 3%)

FACULTY EXPERINCES

ACADEMIC VISITING EXPERIENCE

UNIVERSITY ADMINISTRATIVE EXPERIENCE

(Please explain the administrative positions as part of the faculty responsibilities within the university)

TEACHING EXPERIENCE

(Please indicate the complete teaching experiences)

UNDERGRADUATE LEVEL

Marketing Channels, University of International Business and Economics (UIBE)
(09/2009-06/2013)

Integrated marketing communications, University of International Business and Economics
(UIBE) (03/2010-06/2013)

Advertising and promotion, University of International Business and Economics (UIBE)
(03/2010-07/2011)

POSTGRADUATE LEVEL

Management research methodology, University of International Business and Economics (UIBE)
(03/2010-06/2013)

Integrated marketing communications, University of International Business and Economics
(UIBE) (09/2011-01/2012)

PUBLICATIONS

(Please list the publications from the most recent 5 years (2005-2009) AND the important publications before 2005; follow the categories and examples, write “None” if there is no works for particular category; include those which belong to none of the categories in “Others.”)

1. JOURNAL ARTICLE

Luo, Y.D., Liu, Y. and Xue, J.Q. Relationship Investment and Channel Performance: An Analysis of Mediating Forces. *Journal of Management Studies(SSCI)*.2009, 46(7): 1113-1137.

Liu, Y., Li, Y. and Xue, J.Q. Transfer of Market Knowledge in a Channel Relationship: Impacts of Attitudinal Commitment and Satisfaction. *Industrial Marketing Management (SSCI)*, 2010, 39: 229-239.

Liu, Yi, Li, Yuan and Xue, Jiaqi. Ownership, Strategic Orientation, and Internationalization in Transition Economies. *Journal of World Business (SSCI)*, 2011, 46(3): 381-393.

Xue, J.Q. and Liu, Y. The impact of manufacturers' specific investment on distributors' opportunism under the competitive relationship. *Management Review (CSSCI)*. 2011, 23(9): 76-85.

Liu, Y., Xue, J.Q. and Liu, T. Impacts of Attitudinal Commitment and Satisfaction on knowledge transfer. *Forecasting (CSSCI)*, 2007, 26(6): 7-13.

Xue, J.Q. and Liu, Y. The impacts of organizational culture and relationship strategies on knowledge sharing in supply chain. *Science of Science and Management of S. & T. (CSSCI)*, 2008, 29(10): 118-123.

Xue, J.Q. and Liu, Y. The effect of innovative culture on Chinese firms' internationalization in transition economies. *Science & Technology Progress and Policy (CSSCI)*, 2009, 26 (2): 62-65.

Liu, Y., Liu, T. and Xue, J.Q. Manufacturer's control mechanism and distributor's knowledge transfer: the effect of relationship duration. 2008, *Science Research Management (CSSCI)*, 2008, 29(2): 67-74.

Guo, H. and Xue, J.Q. CEO Change Frequency, Entrepreneurial Orientation, and Indigenous Firm Innovation. *Chinese Journal of Management (CSSCI)*, 2011, 8(2): 241-247.

Liu, X.Y., Xue, J.Q. and Chen, K. Review and Prospect of the Research on Emotional Interaction between Service Employee and Customer: From the Perspectives of Emotional Labor and Emotional Contagion Theory. *Modernization of Management (CSSCI)*, 2011, 2, 12-14.

Guo, H., Wang D. and Xue, J.Q. Research on Managerial Ties: A Literature Review. *Science of Science and Management of S. & T. (CSSCI)*, 2011, 32(7): 154-159.

Li, Y., Liu, T. and Xue J,Q. Governance mechanisms and distributor's knowledge transfer: the moderating effects of environment uncertainty. *Studies in Science of Science (CSSCI)*, 2011, 29(12): 1845-1852.

Liu, T. and Xue, J.Q. Network competence: A literature review. *Science & Technology Progress and Policy (CSSCI)*, 2012, 29(20): 150-154.

Xue, J.Q., Liu, T. and Zhang, L.N. Service orientations and new product performance in manufacturing companies: From the perspective of customer interactions. *East China Economic Management (CSSCI)*, 2013. 27(8):78-82.

Xue, J.Q. and Wang, Y.G. The effects of proactive and responsive customer orientation on innovation performance: The empirical study on moderating role of characteristics of distribution network. *Business Management (CSSCI)*. 2013, 35(12): 78-87.

RESEARCH MONOGRAPH

None

2. BOOK

None

3. CHAPTERS IN BOOK

Marketing Management (14th Edition), Translating Chapter 12, 17, 18, 19. China Renmin University Press, 2012.

4. CONFERENCE & MEETING PROCEEDING

Xue, Jiaqi, Liu, Yi and Liu, Ting. Transaction-Specific Investments in a Buyer-Supplier-Supplier Triad. Accepted for presentation at the Academy of Management annual meeting, Orlando, August, 2013.

Xue, J.Q., Liu, T. and Zhang, L.N. The relationship between service orientation, customer interactions and new product performance. Annual Conference of China Marketing Science, Guangzhou, August, 2011.

Xue, J.Q., Liu, Y. and Zhang, L.N. The impact of manufacturer's specific investment on the distributor's opportunism. Annual Conference of China Marketing Science, Beijing, August, 2010

5. PAPER & PRESENTATION

None

7. BOOK REVIEW

None

8. OTHERS (peer reviewed cases with instructional materials, instructional software, publicly available material describing the design and implementation of new curricula or courses, technical reports related to funded projects, publicly available research working papers, etc. please specify)

The relationship between social capital and channel performance: The moderating effect of control mechanism and absorptive capacity. Working paper.

Supply chain service orientation and firm performance: An analysis of mediating forces. Working paper.

The impact of customer orientation on channel innovation performance: The moderating role of embedded ties and business ties

PROFESSIONAL EXPERIENCE

(Please indicate all working experiences in addition to Academic Visiting/University Administrative/Teaching experiences; especially professional experiences within the most recent 5 years. "Entrepreneurial Experiences" includes both full-time and part-time positions, e.g. permanent positions, trainer, etc. "Consulting Experiences" refers to the paid knowledge and information consultancy to achieve business goals. "Community Services" indicates the faculty responsibilities in addition to teaching and researching activities, such as curriculum development, dissertation defense, faculty interview, academic committee membership, etc.)

ENTREPRENEURIAL EXPERIENCES

None

CONSULTING EXPERIENCES

None

CUMMUNITY SERVICES

(Please indicate faculty responsibilities except teaching and research responsibilities: e.g. curriculum development, dissertation defense, faculty interview, academic committee membership, etc.)

Student Supervising and Mentoring:

Mentoring 20 students achieving bachelor successfully, among which there is one excellent thesis

Mentoring 3 students winning the first place of L'Oreal brand storm in 2013, winning the Best Digital at the mean time

Supervising PH.D student's paper workshop

Attending dissertation review and defense of MBA and postgraduate students

Mentoring 3 students winning the first place of L'Oreal brand storm in 2011

Attending post graduates' interview in 2011.

PROFESSIONAL DEVELOPMENT

(Please indicate the professional activities, especially those within the most recent 5

years (2005-2009); write "None" if no activity is referred.)

SYMPOSIUMS

The Forum of Marketing scholars, 06/2011, Peking University, Beijing, China.

SEMINARS

Seminar of *Marketing* Teaching in university where there is MBA program. 06/2013, Nanjing University, China

WORKSHOPS

None

MEETINGS

Communication meeting of marketing departments which belongs to universities surrounding Beijing and Tianjin. 06/2011, Jilin University, China.

Academic meeting of leaders of National Natural Science Fund Project (field: Business Administration), 10/2012, Xi'an Jiaotong University, China.

CONFERENCES

Paper presentation, 10/2006, JMS Annual Conference, Wuhan, China.

Paper presentation, 08/2010, JMS Annual Conference, Beijing, China.

CIMaR Annual Conference, 10/2009, Beijing, China

Paper presentation, 08/2013, Academy of Management Annual Meeting, Orlando, USA.

OTHER EXPERIENCE

(Please indicate any experience which is not included in "Faculty Experience," "Professional Experience," or "Professional Development.")

None