

John David Branch

Academic Curriculum Vitae

Summary:

- International researcher, teacher, trainer, consultant, speaker, and educational administrator
- Expertise in consumer behaviour, marketing research, international marketing, services marketing, research methods, introductory marketing, marketing management, marketing strategy, pedagogy, international business education, and educational administration
- Experience in more than 50 universities, government agencies, and both for-profit and not-for-profit organisations in Europe, Asia, Africa, and the Americas

Address:

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University of Michigan
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Ann Arbor, Michigan
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Date of Birth:

28 December 1967

Citizenship:

Canadian

Languages:

English, French, Basic Russian, Basic Spanish

Education:

Degrees:

January 2019 to Present	Doctor of Professional Studies (DProf) Middlesex University London, England
September 2011 to April 2017	Doctor of Education (EdD) University of Michigan Dearborn, USA
January 1997 to October 2004	Doctor of Philosophy (PhD) University of Cambridge Cambridge, England
August 2001 to August 2003	Master of Arts in Education (MAEd) Washington University in Saint Louis Saint Louis, USA
September 199 to April 1993	Master of Business Administration (MBA) University of New Brunswick Fredericton, Canada
September 1986 to April 1990	Bachelor of Engineering Science (BESc) University of Western Ontario London, Canada

Graduate Courses:

September 1993 to December 1993	Business Research Methods École Supérieure de Commerce de Rennes Rennes, France
September 1993 to December 1993	Market Data Analysis École Supérieure de Commerce de Rennes Rennes, France
May 1992	Restructuring and Reorganization Warsaw School of Economics Warsaw, Poland

Awards:

Athletic Honours:

June 2001	Scott Furey Award University of Cambridge Cambridge, England
March 2000	Cambridge Varsity Half-Blue Athlete University of Cambridge Cambridge, England
March 1999	Cambridge Varsity Half-Blue Athlete University of Cambridge Cambridge, England
March 1998	Cambridge Varsity Half-Blue Athlete University of Cambridge Cambridge, England
June 1997 to May 1998	Captain, Varsity Blues Ice Hockey Team University of Cambridge Cambridge, England
March 1997	Cambridge Varsity Half-Blue Athlete University of Cambridge Cambridge, England
April 1992	C.I.A.U. Academic All-Canadian Athlete University of New Brunswick Fredericton, Canada
April 1989	Bronze Mustang Athlete University of Western Ontario London, Canada

Professional Honours:

June 2012	Fellow Global Marketing Network Cambridge, England
January 2009	Fellow Chartered Institute of Marketing Maidenhead, England

Professional Qualifications:

September 1998 to Present	Chartered Marketer Chartered Institute of Marketing Maidenhead, England
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Research Honours:

November 2017	Best Paper in Product and Brand Management Society for Marketing Advances Annual Conference Louisville, USA
April 2017	Doctoral Honors University of Michigan Dearborn, USA

Scholarships:

September 1992 to April 1993	Graduate Scholarship University of New Brunswick Fredericton, Canada
September 1992 to April 1993	Graduate Research Assistantship University of New Brunswick Fredericton, Canada
September 1986 to April 1990	Fahramet/Indusmin Academic Scholarship University of Western Ontario London, Canada

Teaching Honours:

December 2019	Nominee Teaching Innovation Prize, University of Michigan Ann Arbor, USA
April 2019	Winner MBA Teaching Award, Ross School of Business Ann Arbor, USA
April 2019	Winner MM Teaching Award, Ross School of Business Ann Arbor, USA
March 2018	Nominee MBA Teaching Award, Ross School of Business Ann Arbor, USA
January 2018	Nominee Service in International Education, University of Michigan Ann Arbor, USA
March 2017	Nominee Golden Apple Award, University of Michigan Ann Arbor, USA
March 2017	Winner MM Teaching Award, Ross School of Business Ann Arbor, USA
March 2016	Nominee MBA Teaching Award, Ross School of Business Ann Arbor, USA
March 2015	Winner Executive Education Teaching Award, Ross School of Business Ann Arbor, USA
March 2015	Winner Weekend MBA Teaching Award, Ross School of Business Ann Arbor, USA
March 2015	Nominee BBA Teaching Award, Ross School of Business Ann Arbor, USA
March 2015	Nominee MM Teaching Award, Ross School of Business Ann Arbor, USA

Teaching Honours (continued):

October 2014	Council on Global Engagement Award Nominee University of Michigan Ann Arbor, USA
April 2013	Nominee MM Teaching Award, Ross School of Business Ann Arbor, USA
April 2012	Nominee MBA Teaching Award, Ross School of Business Ann Arbor, USA
November 2011	Champion Sherwin-Williams Distinguished Teaching Award Atlanta, USA
September 2011	Graduation Speaker EMBA 15, Ross School of Business Ann Arbor, USA
November 2010	Finalist Sherwin-Williams Distinguished Teaching Award Atlanta, USA
March 2009	Nominee BBA Teaching Award, Ross School of Business Ann Arbor, USA
February 2009	Nominee Teaching Innovation Prize, University of Michigan Ann Arbor, USA
May 2006	Reid Teaching Award Washington University in Saint Louis Saint Louis, USA
November 2005	Finalist Houghton Mifflin Innovative Teacher Award San Antonio, USA
May 2003	Reid Teaching Award Washington University in Saint Louis Saint Louis, USA
November 2002	Winner Houghton Mifflin Innovative Teacher Award Saint Petersburg, USA

Research Experience:**Assistantships:**

September 1992 to April 1993	Research Assistant University of New Brunswick Fredericton, Canada
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Blog Postings:

Boumgarden, Peter; & John Branch. "Collective Impact or Coordinated Blindness." *Stanford Social Innovation Review*. 14 February 2013. http://www.ssireview.org/blog/entry/collective_impact_or_coordinated_blindness

Branch, John. "On Concepts." AEA365—A Tip-a-Day By and For Evaluators. American Evaluation Association, 18 June 2012. <http://aea365.org/blog/?p=6638>

Books:

- Branch, John; Peter Boumgarden; & Jim Mourey. *Going to Market: A Decision-Making Approach to Marketing*. Cambridge, England: Cambridge University Press, under review.
- Christiansen, Bryan; & John Branch. *The Marketisation of Higher Education: Policies, Practices, and Perspectives*. London, England: Palgrave, forthcoming.
- Christiansen, Bryan; & John Branch. *Handbook of Research on Global Industry Transitions and Opportunities*. Hershey, USA: IGI Global, forthcoming.
- Christiansen, Bryan; John Branch; & Joanna Karmowska. *Cultural Factors and Performance in 21st Century Businesses*. Hershey, USA: IGI Global, forthcoming.
- Branch, John. *The Transnationalization of the Stockholm School of Economics*. Riga, Latvia: Lambert Academic Publishing, 2019.
- Branch, John; Marcus Collins; & Eldad Yogev-Slotnick (eds.). *Contemporary Issues in Digital Marketing: New Paradigms, Perspectives and Practices*. Faringdon, England: Libri Publishing, 2018.
- Nygaard, Claus; John Branch; Paul Bartholomew; & Anne Hørsted (eds.). *Learner-Centred Curriculum Design in Higher Education*. Faringdon, England: Libri Publishing, 2017.
- Nygaard, Claus; John Branch; & Anne Hørsted (eds.). *New Innovations in Teaching and Learning in Higher Education*. Faringdon, England: Libri Publishing, 2017.
- Nygaard, Claus; John Branch; & Anne Hørsted (eds.). *Teaching and Learning Entrepreneurship*. Faringdon, England: Libri Publishing, 2017.
- Branch, John; & Anne Hørsted (eds.). *Globalisation of Higher Education: Political, Institutional, Cultural, and Personal Perspectives*. Faringdon, England: Libri Publishing, 2017.
- Nygaard, Claus; John Branch; Sarah Hayes; & Anne Hørsted (eds.). *Innovative Teaching and Learning in Higher Education*. Faringdon, England: Libri Publishing, 2017.
- Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Assessing Learning in Higher Education*. Faringdon, England: Libri Publishing, 2016.
- Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Technology-Enhanced Learning in Higher Education*. Faringdon, England: Libri Publishing, 2015.
- Branch, John; Claus Nygaard; Paul Bartholomew; & Linda Scott-Webber (eds.). *Learning Spaces in Higher Education*. Faringdon, England: Libri Publishing, 2014.
- Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Case-Based Learning in Higher Education*. Faringdon, England: Libri Publishing, 2014.
- Nygaard, Claus; John Branch; & Clive Holtham (eds.). *Learning in Higher Education— Contemporary Standpoints*. Faringdon, England: Libri Publishing, 2013.
- Chapter test materials for: Pride, William; & O.C. Ferrell. *Marketing*. 17th ed. Mason, USA: Cengage Publishing.
- Branch, John; Bob Eames; Stacy Jackson; Maribel McElroy; Steve VenderVeen; & David Vequist. *Capstone- Experiential Class Workbook*. Dubuque, USA: Kendall Hunt Publishing, 2009.

Book Chapters:

- Branch, John; & Amy Gillett. "Preparing the Global Business Leaders of Tomorrow via Virtual Exchange" In: Arroiteia, Nuno; & Safaa Sindi (Eds.). *Innovating in Teaching Enterprise, Business and Management*. London, England: Startup Finance, under review.
- Branch, John. "Exploring Transnational Higher Education as a Strategy for Institutions of Higher Learning." In: Chelliah, Shankar (Ed.). *Global Business Strategies for Institutions of Higher Learning*. Kuala Lumpur, Malaysia: Penerbit USM, forthcoming.

Book Chapters (continued):

- Branch, John. "Understanding Transnational Higher Education as a Strategy for Institutions of Higher Learning." In: Chelliah, Shankar (Ed.). *Global Business Strategies for Institutions of Higher Learning*. Kuala Lumpur, Malaysia: Penerbit USM, forthcoming.
- Branch, John. "Fetishism and Consumer Value." In: Burns, David (Ed.). *Multifaceted Explorations of Consumer Culture and Its Impact*. Hershey, USA: IGI Global, 2018, pp. 22-40.
- Branch, John. "A History of the Stockholm School of Economics." In: Christiansen, Bryan (Ed.). *Economic and Geopolitical Perspectives of the Commonwealth of Independent States and Eurasia*. Hershey, USA: IGI Global, 2018, pp. 157-177.
- Branch, John. "A Review of Transnational Higher Education." In: Smith, Brent (Ed.). *Mission-Driven Approaches in Modern Business Education*. Hershey, USA: IGI Global, 2018, pp. 234-253.
- Branch, John; Marcus Collins; & Eldad Yogev-Slotnick. "Introduction." In: Branch, John; Marcus Collins; & Eldad Yogev-Slotnick (eds.). *Contemporary Issues in Digital Marketing: New Paradigms, Perspectives and Practices*. Faringdon, England: Libri Publishing, 2018, pp. 1-24.
- Collins, Marcus; & John Branch. "And She Told Two Friends: The Power of the Network in Digital Marketing." In: Branch, John; Marcus Collins; & Eldad Yogev-Slotnick (eds.). *Contemporary Issues in Digital Marketing: New Paradigms, Perspectives and Practices*. Faringdon, England: Libri Publishing, 2018, pp. 57-67.
- Collins, Marcus; & John Branch. "Location, Location, Location: Environmental Conditions in Digital Marketing." In: Branch, John; Marcus Collins; & Eldad Yogev-Slotnick (eds.). *Contemporary Issues in Digital Marketing: New Paradigms, Perspectives and Practices*. Faringdon, England: Libri Publishing, 2018, pp. 69-85.
- Branch, John. "Accountability in the Management Education Industry." In: Hall, David; & Gabriel O. Ogunmokun. *Higher Education Leadership, Management and Marketing: Research and Perspectives*. Perth, Australia: Global Publishing House International, 2018, pp. 1-10.
- Branch, John. "Leadership in Management Education: Challenges and Prescriptions." In: Hall, David; & Gabriel O. Ogunmokun. *Higher Education Leadership, Management and Marketing: Research and Perspectives*. Perth, Australia: Global Publishing House International, 2018, pp. 111-123.
- Hørsted, Anne; Paul Bartholomew; John Branch; & Claus Nygaard. "A Possible Conceptualisation of Innovative Teaching and Learning in Higher Education." In: Nygaard, Claus; John Branch; Paul Bartholomew; & Anne Hørsted (eds.). *New Innovations in Teaching and Learning in Higher Education*. Faringdon, England: Libri Publishing, 2017, pp. 1-22.
- Branch, John; & Tim Hartge. "Using the ECTS for Learning-Centred Curriculum Design." Nygaard, Claus; John Branch; & Anne Hørsted (eds.). *Learning-Centred Curriculum Design in Higher Education*. Faringdon, England: Libri Publishing, 2017, pp. 221-238.
- Hartge, Tim; & John Branch. "Academic Rigour: Harnessing High-Quality Connections and Classroom Conversations." Nygaard, Claus; John Branch; & Anne Hørsted (eds.). *Learning-Centred Curriculum Design in Higher Education*. Faringdon, England: Libri Publishing, 2017, pp. 275-290.
- Branch, John; Anne Hørsted; & Claus Nygaard. "Four Perceptions of Curriculum: Moving Learning to the Forefront of Higher Education." In: Nygaard, Claus; John Branch; & Anne Hørsted (eds.). *Learning-Centred Curriculum Design in Higher Education*. Faringdon, England: Libri Publishing, 2017, pp. 1-26.
- Nygaard, Claus; John Branch; & Anne Hørsted. "An Introduction to Teaching and Learning Entrepreneurship." In: Nygaard, Claus; John Branch; & Anne Hørsted (eds.). *Teaching and Learning Entrepreneurship*. Faringdon, England: Libri Publishing, 2017, pp. 1-14.
- Branch, John; & Anne Hørsted. "An Introduction to Globalisation of Higher Education." In Branch, John; & Anne Hørsted (eds.). *Globalisation of Higher Education: Political, Institutional, Cultural, and Personal Perspectives*. Faringdon, England: Libri Publishing, 2017, pp. 1-16.

Book Chapters (continued):

- Branch, John. "Transnational Higher Education." In Branch, John; & Anne Hørsted (eds.). *Globalisation of Higher Education: Political, Institutional, Cultural, and Personal Perspectives*. Faringdon, England: Libri Publishing, 2017, pp. 95-121.
- Pauna, Diana; & John Branch. "The Internationalisation of the Stockholm School of Economics." In Branch, John; & Anne Hørsted (eds.). *Globalisation of Higher Education: Political, Institutional, Cultural, and Personal Perspectives*. Faringdon, England: Libri Publishing, 2017, pp. 123-144.
- Nygaard, Claus; John Branch; Sarah Hayes; & Anne Hørsted. "Introduction." In: Nygaard, Claus; John Branch; Sarah Hayes; & Anne Hørsted (eds.). *Innovative Teaching and Learning in Higher Education*. Faringdon, England: Libri Publishing, February 2017, pp. 1-20.
- Bartholomew, Paul; John Branch; & Nygaard, Claus. "Introduction." In: Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Assessing Learning in Higher Education*. Faringdon, England: Libri Publishing, 2016, pp. 1-10.
- Pauna, Diana; & John Branch. "Student Development at the Stockholm School of Economics in Riga." In: Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Assessing Learning in Higher Education*. Faringdon, England: Libri Publishing, 2016, pp. 39-58.
- Nygaard, Claus; John Branch; & Paul Bartholomew. "Introducing Technology-Enhanced Learning." In: Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Technology-Enhanced Learning in Higher Education*. Faringdon, England: Libri Publishing, 2015, pp. 1-16.
- Branch, John; Claus Nygaard; Paul Bartholomew; & Linda Scott-Webber. "Practising Learning Space Design." Branch, John; Claus Nygaard; Paul Bartholomew; & Linda Scott-Webber (eds.). *Learning Spaces in Higher Education*. Faringdon, England: Libri Publishing, 2014, pp. 1-19.
- Nygaard, Claus; John Branch; & Paul Bartholomew. "An Introduction to Case-Based Learning." In: Nygaard, Claus; John Branch; & Paul Bartholomew (eds.). *Case-Based Learning in Higher Education*. Faringdon, England: Libri Publishing, 2014, pp. 1-16.
- Nygaard, Claus; John Branch; & Clive Holtham. "A Call for Contemporary Practices of Learning in Higher Education." In: Nygaard, Claus; John Branch; & Clive Holtham (eds.). *Learning in Higher Education—Contemporary Standpoints*. Faringdon, England: Libri Publishing, 2013, pp. 1-10.
- Branch, John; & Alyssa Martina. "Universal Design for Learning in Higher Education." In: Nygaard, Claus; John Branch; & Clive Holtham (eds.). *Learning in Higher Education—Contemporary Standpoints*. Faringdon, England: Libri Publishing, 2013, pp. 111-126.
- Branch, John; Lewis Hershey; & David Vannette. "The Use of RISK® for Introducing Marketing Strategy." In: Nygaard, Claus; Clive Holtham; & Nigel Courtney (eds.). *Beyond Transmission: Innovations in University Teaching*. Faringdon, England: Libri Publishing, 2011, pp. 216-231.
- Branch, John; Huai-Mei Chiang; & Ivan Goenawan. "Analogical Learning in Higher Education." In: Nygaard, Claus; & Clive Holtham (eds.). *Improving Student Learning Outcomes*. Copenhagen Business School: Copenhagen, Denmark, 2009, pp. 149-162.
- Branch, John; & Maja Martinovic. "Brand Management in Emerging Markets: Private Label Branding in Croatia and the Case of Dona Trgovina D.O.O." In: Singh, Satyendra (ed.). *Handbook of Business Practices and Growth in Emerging Markets*. World Scientific Publishing: London, England, 2009, pp. 161-179.
- Branch, John. "Postmodern Consumption and the High-Fidelity Audio Microculture." In: Belk, Russell; & John Sherry (eds.). *Research in Consumer Behavior Volume 11: Consumer Culture*. Oxford, England: Elsevier, 2007, pp. 63-84.

Book Reviews:

- Branch, John. "Review of 'Qualitative Research Using QSR NUD•IST' by Celia Gahan and Mike Hannibal." *Qualitative Market Research: An International Journal*, Volume 2, Number 1, 1999, pp. 47-48.

Cases:

- Krasniki, Besniq; John Branch; & Thomas Jahnke. "Going Up: Talent Management at HKM Kosovo." *Emerald Emerging Markets Case Studies*, under review.
- Branch, John; & Kim Cameron. "Transforming Culture in the Kingdom: How Saudi Telecom Focused on People to Compete in the Digital Age." Ann Arbor, USA: The William Davidson Institute, 2019.
- Branch, John. "Nike, Colin Kaepernick, and the NFL: Stand and Deliver?" Toronto, Canada: TopHat, 2018.
- Branch, John. "Amazon: *Aqua Vitae* or River of Tears?" Toronto, Canada: TopHat, 2018.
- Branch, John. "Smartwatches: Is Time Running Out for the Swiss Watchmaking Industry?" Toronto, Canada: TopHat, 2018.
- Branch, John. "Afrikan Tähti: Coming to America?" Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Arm & Hammer: Extending a Trusted Brand." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Clearshield: Evaluating Market Attractiveness." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Ecolab: Is Green the New Black?" Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Hong Kong Philharmonic: A New Hope?" Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Medivice: An Exploration of Key Account Management." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Samitivej Hospital: Medical Tourism in Thailand." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Schaeffler: Opportunities in Peru?" Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Spry Chewing Gum: Blowing Bubbles in a Competitive Market." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Sussex Industries: New Products or New Markets?" Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Woodmaster: Developing a Distribution Channel." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Delta Corporate Accounts: Measuring Customer Value." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "Gardasil: Growing a New Market." Ann Arbor, USA: The William Davidson Institute, 2015.
- Branch, John. "The Clean Hands Company: Market Selection." Ann Arbor, USA: The William Davidson Institute, 2015.
- Augustine, Grace; & John Branch. "Chery Automobile: Vying for a Piece of the American Pie." Ann Arbor, USA: The William Davidson Institute, 2008.
- Lee, Moses; & John Branch. "Giving Tree International: ESL Training in Vietnam." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "Katie's Kakes." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "Jim Thompson Thai Silk." Ann Arbor, USA: The William Davidson Institute, 2008.

Cases (continued):

- Branch, John. "Maru Industries." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "Inline Fibreglass." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "Sussex Chainless Bicycle." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "Irbis Motorcycle Factory." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "Vostok Watches." Ann Arbor, USA: The William Davidson Institute, 2008.
- Branch, John. "StrongFiber Company Limited." Ann Arbor, USA: The William Davidson Institute, 2008.

Conceptual Notes:

- Branch, John; & Patrick Ryan. "Note on Countertrade." Ann Arbor, USA: The William Davidson Institute, 2018.
- Branch, John. "Note on Culture." Ann Arbor, USA: The William Davidson Institute, 2018.
- Branch, John; & Steve Kardel. "Note on Remittances." Ann Arbor, USA: The William Davidson Institute, 2018.
- Branch, John. "International Trade Theories." Ann Arbor, USA: The William Davidson Institute, 2014.
- Sanchez-Burks, Jeffrey; & John Branch. "Bridging in a Globalizing World: Strategies and Tools for Developing Cultural Intelligence." Ann Arbor, USA: The William Davidson Institute, 2008.

Conference Organisation:

- Program Co-Chair, *Social Media Week Independent-Ann Arbor: 15 September 2017. Ann Arbor, USA.*
- Program Co-Chair, Learner-Centric Curriculum Design in Higher Education, *Learning in Higher Education 2017 Symposium. June 2017. Aegina, Greece.*
- Program Co-Chair, Teaching and Learning Innovations in Higher Education, *Learning in Higher Education 2017 Symposium. May 2017. Copenhagen, Denmark.*
- Program Co-Chair, Digital Marketing: New Paradigms, New Perspectives, New Practices, *Digital Marketing Symposium. October 2016. Ann Arbor, USA.*
- Program Co-Chair, Teaching and Learning Entrepreneurship, *Learning in Higher Education 2016 Symposium. October 2016. Riga, Latvia.*
- Program Co-Chair, The Globalisation of Higher Education, *Learning in Higher Education 2016 Symposium. June 2016. Aegina, Greece.*
- Program Co-Chair, Teaching and Learning Innovations in Higher Education, *Learning in Higher Education 2016 Symposium. May 2016. Copenhagen, Denmark.*
- Program Co-Chair, Assessment of Learning in Higher Education, *Learning in Higher Education 2015 Symposium. June 2015. Aegina, Greece.*
- Program Co-Chair, Technology-Enhanced Learning in Higher Education, *Learning in Higher Education 2014 Symposium. June 2014. Aegina, Greece.*
- Program Chair, *Society for Marketing Advances 2013 Conference. October 2013. Hilton Head, USA.*
- Program Co-Chair, Learning Spaces in Higher Education, *Learning in Higher Education 2013 Symposium. October 2013. Ann Arbor, USA.*
- Program Co-Chair, Case-Based Learning in Higher Education, *Learning in Higher Education 2012 Symposium. June 2013. Aegina, Greece.*
- Track Chair, Cengage Pride/Ferrell Innovations in Teaching Competition, *Society for Marketing Advances 2012 Conference. November 2012. Orlando, USA.*
- Program Co-Chair, Learning in Higher Education-Contemporary Perspectives, *Learning in Higher Education 2012 Symposium. June 2012. Aegina, Greece.*

Conference Organisation (continued):

Track Chair, Cengage Pride/Ferrell Innovations in Teaching Competition, *Society for Marketing Advances 2011 Conference*. November 2011. Memphis, USA.

Organiser, Speech by Emil Tedeschi, *CREES/Ross School of Business Speaker Series*. October 2011. Ann Arbor, USA.

Track Chair, Cengage Pride/Ferrell Innovations in Teaching Competition, *Society for Marketing Advances 2010 Conference*. November 2010. Atlanta, USA.

Track Chair, Cengage Pride/Ferrell Innovations in Teaching Competition, *Society for Marketing Advances 2009 Conference*. November 2009. New Orleans, USA.

Program Co-Chair, *Consumer Cultural Theory 2009 Conference*. June 2009. Ann Arbor, USA.

Track Chair, Houghton Mifflin Innovative Teacher Award, *Society for Marketing Advances 2008 Conference*. November 2008. Saint Petersburg, USA.

Track Chair, Houghton Mifflin Innovative Teacher Award, *Society for Marketing Advances 2007 Conference*. November 2007. San Antonio, USA.

Program Co-Chair, *Olin International Business Outlook 2005 Conference*. November 2005. Saint Louis, USA.

Program Co-Chair, *Olin International Business Outlook 2004 Conference*. November 2004. Saint Louis, USA.

Conference Panels:

Branch, John; David Wernick; Ronaldo Parente; & Jay Lipe. "Best Practices, Trends and Technologies in Online International Business Education." *European International Business Academy Annual Conference*. December 2019. Leeds, England.

Branch, John; David Wernick; Ronaldo Parente; & Filip De Beule. "Teaching Cross-Cultural Competence in Traditional, Online, and Hybrid Formats." *European International Business Academy Annual Conference*. December 2019. Leeds, England.

Parente, Ronaldo; David Wernick; Bill Newbury; and John Branch. "International Business in the Dynamic Environment: Changes in Digitalization, Innovation and Entrepreneurship." *International Business Academy-CEE Conference*. September 2019. Kaunas, Lithuania.

Parente, Ronaldo; David Wernick; Jay Lipe; Marc Weinstein; and John Branch. "International Business Online Education in a Transforming World." *European International Business Academy Annual Conference*. December 2018. Poznan, Poland.

Sams, Doreen; Jie Fowler; John Branch; Karin Braunsberger; & Kevin Shanahan. "Strategies to Develop and Recruit for Study Abroad Programs." *Society for Marketing Advances 2017 Conference*. November 2017. Louisville, USA.

Branch, John; & Diane Edmondson. "Teaching Consumer Behavior in Today's Changing University Environment." *Society for Marketing Advances 2014 Conference*. November 2014. New Orleans, USA.

Crawford, Brett; & John Branch. "The Normative Pillar of the Professions." *Academy of Management Conference*. August 2011. San Antonio, USA.

Branch, John; Karen Stone; & Tracy Tuten. "A Pedagogical Primer for Professors." *Society for Marketing Advances 2009 Conference*. November 2009. New Orleans, USA.

Branch, John. "Pulling Back the Veil: Exploring Technology in Marketing." *Society for Marketing Advances 2006 Conference*. November 2006. Nashville, USA.

Branch, John; John Drea; Paul Hensel; Greg Martin; Bill Moncrief; Don Robin; & Richard Sjolander. "Internationalising Your Career: Tales from an Armchair Anthropologist, a Wandering Minstrel, Two Hired Guns, a Geographically-Dispersed Teammate, and the Global Tycoon." *Society for Marketing Advances 2005 Conference*. November 2005. San Antonio, USA.

Conference Panels (continued):

- Branch, John. "Experiential Learning in Marketing: Perspectives and Practices." *Society for Marketing Advances 2004 Conference*. November 2004. Saint Petersburg, USA.
- Branch, John; John Drea; Joe Hanna; Mary Mobley; & Ellen Moore. "The Case Method: Variations on a Theme." *Society for Marketing Advances 2004 Conference*. November 2004. Saint Petersburg, USA.
- Branch, John. "Concepts, Concept Development, and Consumer Research." *Association for Consumer Research North American Conference*. October 2004. Portland, USA.
- Branch, John; & Bill Kehoe. "International Marketing: Pedagogical Perspectives and Practices." *Society for Marketing Advances 2003 Conference*. November 2003. New Orleans, USA.
- Branch, John; & Stacy Jackson. "Experiential Learning: Theory and Practice." *The 8th Annual MMA Fall Educations' Conference*. September 2003. Nashville, USA.

Conference Posters:

- Branch, John. "Teaching Cultural Competence Using a Virtual Exchange." *European International Business Annual Conference*. December 2019. Leeds, England.
- Branch, John. "An Introduction to Praxiology." *Ethnographic and Qualitative Research Conference*. February 2016. Las Vegas, USA.
- Branch, John. "Concepts and Concept Development." *Ethnographic and Qualitative Research Conference*. February 2009. Cedarville, USA.

Conference Presentations:

- Branch, John; & Marcus Collins. "More Than Words." *42nd Conference on Management and Executive Development*. Austin, USA: November 2019.
- Branch, John; & Marcus Collins. "Think About This." *42nd Conference on Management and Executive Development*. Austin, USA: November 2019.
- Branch, John. "Teaching Cultural Competence Using a Virtual Exchange." *International Association of Cross-Cultural Competence and Management Conference*. October 2019. Paris, France.
- Branch, John. "Homerton Changemakers: A Co-Curricular Programme at the University of Cambridge." *International Association of Cross-Cultural Competence and Management Conference*. October 2019. Paris, France.
- Branch, John. "Critical Perspectives on Transnational Higher Education." *European International Business Academy Annual Conference*. December 2018. Poznan, Poland.
- Branch, John. "An Exploration of Brand Biographies in India." *European International Business Annual Conference*. December 2017. Milano, Italy.
- Branch, John. "A Praxiological Approach to International Business Research." *European International Business Annual Academy Conference*. December 2017. Milano, Italy.
- Branch, John. "An Exploration of Brand Biographies in India." *Society for Marketing Advances Conference*. November 2017. Louisville, USA.
- Branch, John. "Transnational Higher Education: Taking Stock and Looking Forward." *Comparative and International Education Society Annual Conference*. March 2016. Vancouver, Canada.
- Branch, John. "Pedagogy." *Global Summit on Educating Entrepreneurs*. William Davidson Institute. University of Michigan. June 2011. Ann Arbor, USA.
- Crawford, Brett; & John Branch. "Towards a Process Theory of Propagating Interests and Institutional Entrepreneurship: Change in a Chamber of Commerce." *Academy of Management Annual Meeting*. August 2011. San Antonio, USA.
- Crawford, Brett; & John Branch. "Interests, Social Worlds, and Capital: Structure in a Chamber of Commerce." *Academy of Management Annual Meeting*. August 2010. Montreal, Canada.

Conference Presentations (continued):

Crawford, Brett; & John Branch. "Institutional Entrepreneurship: Re-Shaping Interests and Change in a Chamber of Commerce." *ABC Workshop. May 2010. Copenhagen, Denmark.*

Branch, John. "Internationalising Your Career." *AACSB 'Building Toward Success' Faculty Conference on Learning Conference. June 2007. Orlando, USA.*

Branch, John. "Postmodern Consumption and the High-Fidelity Audio Microculture." *Consumer Cultural Theory Conference. August 2006. Notre Dame, USA.*

Conference Proceedings:

Branch, John "Same but Different: Comparing European and American Higher Education." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Making an Impact.* Saint Petersburg, USA: Society for Marketing Advances, November 2008, p. 132.

Branch, John. "Pulling Back the Veil: Exploring Technology in Marketing." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Linking Organizations and Customers.* Nashville, USA: Society for Marketing Advances, November 2006, p. 349.

Branch, John; John Drea; Paul Hensel; Greg Martin; Bill Moncrief; Don Robin; & Richard Sjolander. "Internationalising Your Career: Tales from an Armchair Anthropologist, a Wandering Minstrel, Two Hired Guns, a Geographically-Dispersed Teammate, and the Global Tycoon." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Managerial, Pedagogical, Theoretical.* San Antonio, USA: Society for Marketing Advances, November 2005, p. 383.

Branch, John; & Andrew Kaikati. "Blogs, Blogging, and the Blogosphere: Current State and Future Directions." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Managerial, Pedagogical, Theoretical.* San Antonio, USA: Society for Marketing Advances, November 2005, p. 373.

Branch, John. "Giovanni's Ristorante: The Axioms of Marketing in Three Acts." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Managerial, Pedagogical, Theoretical.* San Antonio, USA: Society for Marketing Advances, November 2005, p. 4.

Branch, John. "Concepts, Concept Development, and Consumer Research." *Advances in Consumer Research*, Volume 32, 2005, p. 178.

Branch, John; Jim Gray; Joe Hanna; Mary Mobley; & Ellen Moore. "The Case Method: Variations on a Theme." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Concepts, Issues and Trends.* Saint Petersburg, USA: Society for Marketing Advances, November 2004, pp. 124.

Branch, John. "Experiential Learning in Marketing, Perspectives and Practices." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Concepts, Issues and Trends.* Saint Petersburg, USA: Society for Marketing Advances, November 2004, pp. 218.

Branch, John. "Axiology: A Primer for Marketing Researchers." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Concepts, Issues and Trends.* Saint Petersburg, USA: Society for Marketing Advances, November 2004, pp. 224-229.

Branch, John; & Bill Kehoe. "International Marketing: Pedagogical Perspectives and Practices." In: Kehoe, William; & Linda Whitten (eds.). *Advances in Marketing: Pedagogy, Philosophy and Processes.* New Orleans, USA: Society for Marketing Advances, November 2003, pp. 168.

Branch, John. "Mini-Cases: Merging Declarative, Procedural, and Contextual Knowledge." In: Steinhoff, Marie (ed.) *Great Professors Make the Difference.* Proceedings of: *The 8th Annual MMA Fall Educations' Conference. September 2003. Nashville, USA* Marketing Management Association, p. 23-24.

Branch, John; & Stacy Jackson. "Experiential Learning: Theory and Practice." In: Steinhoff, Marie (ed.). *Great Professors Make the Difference.* Proceedings of: *The 8th Annual MMA Fall Educations' Conference. September 2003. Nashville, USA* Marketing Management Association, p. 27.

Branch, John; Cédric Beernaert Moulron; Brenda Frixia; Marianne Hoffmann; & Oriana Molino. "The Cola Wars: A Qualitative Study of Young Cola Drinkers in Belgium." In: Veneble, Beverly (ed.). *Marketing Advances in Pedagogy, Process, and Philosophy.* Saint Petersburg, USA: Society for Marketing Advances, November 2002, pp. 132-137.

Conference Proceedings (continued):

- Branch, John. "Risk: Using the Game of Global Domination™ for Teaching Marketing Strategy." In: Venable, Beverly (ed.). *Marketing Advances in Pedagogy, Process, and Philosophy*. Saint Petersburg, USA: Society for Marketing Advances, 2002, p. 1.
- Branch, John. "Concepts and Concept Development in Management Research." In: 2002 AoM/IAoM 20th Annual International Conference Proceedings. Chesapeake, USA: Maximilliam Press Publishers, 2002, pp. 669-673.
- Brandenburg, Christy; & John Branch. "A Hybrid Approach to Business Education: Integrating Prometheus at the Olin School of Business." In: *2002 AoM/IAoM 20th Annual International Conference Proceedings*. Chesapeake, USA: Maximilliam Press Publishers, 2002, pp. 163-168.
- Branch, John; & Elizabeth Bleyaert. "Abduction, Induction, and Deduction: Reviewing the Logic of Scientific Discovery." *Customer Research Academy Workshop. April 2002. Manchester, England*.
- Branch, John. "A Picture Says a Thousand Words: The Collage Method in Qualitative Research." *Advances in Qualitative Methods Conference. February 2001. Edmonton, Canada*.
- Branch, John. "The MiniDisc Digital Audio Medium: Evaluation and Application in Qualitative Research." *Advances in Qualitative Methods Conference. February 2001. Edmonton, Canada*.
- Branch, John. "An Introduction to Concept Development for Consumer and Marketing Research." *Society for Marketing Advances 2000 Conference. November 2000. Orlando, USA*
- Branch, John. "Concepts: A Review of the Literature for Consumer and Marketing Research." *Society for Marketing Advances 2000 Conference. November 2000. Orlando, USA*
- Branch, John. "Understanding Consumer Values: A New Program of Research." *Customer Research Academy Workshop. March 1998. Manchester, England*.
- Branch, John. "Services Marketing Journal: A Pedagogical Tool." *American Marketing Association Conference on Services Marketing. June 1997. Dublin, Ireland*.
- Branch, John; & Douglas Bryson. "Reflections on the First Network of International Business Schools International Case Competition." *3rd Annual Network of International Business Schools International Conference. March 1996. Rennes, France*.

Dissertations:

- Branch, John. *Teaching is Like Engineering: My Living Educational Theory*. Unpublished doctoral dissertation. London, England: Middlessex University, in progress.
- Branch, John. *A Praxiography of the Transnationalization of the Stockholm School of Economics*. Unpublished doctoral dissertation. Dearborn, USA: University of Michigan-Dearborn, 2017.
- Branch, John. *A Phenomenology of Consumer Values in the High-Fidelity Audio Microculture*. Unpublished doctoral dissertation. Cambridge, England: University of Cambridge, 2004.
- Branch, John. *A Survey of the Marketing Practices of Fredericton Automotive Dealership Service Departments*. Unpublished master dissertation. Fredericton, Canada: University of New Brunswick, 1993.
- Branch, John. *Frequency Spectrum Analyzer for the MC6800 Microcomputer*. Unpublished bachelor dissertation. London, Canada: University of Western Ontario, 1990.

Doctoral Consortia:

- Branch, John. "Pedagogy." *Society for Marketing Advances 2015 Conference. November 2015. San Antonio, USA*.
- Branch, John; & Danny Butler. "Pedagogy." *Society for Marketing Advances 2012 Conference. November 2012. Orlando, USA*.
- Branch, John; & Danny Butler. "Pedagogy: The Art and Science of Teaching." *Society for Marketing Advances 2010 Conference. November 2010. Atlanta, USA*.

Doctoral Consortia (continued):

Branch, John. "Teaching Excellence: The Strategic Marketing Perspective." *Society for Marketing Advances 2008 Conference*. November 2008. Saint Petersburg, USA.

Branch, John. "Internationalising Your Career." *Society for Marketing Advances 2006 Conference*. November 2006. Nashville, USA.

Branch, John. "Internationalising Your Career." *Society for Marketing Advances 2005 Conference*. November 2005. San Antonio, USA.

Branch, John. "Internationalising Your Career." *Society for Marketing Advances 2004 Conference*. November 2004. Saint Petersburg, USA.

Fellowships:

October 2017 to June 2018	Visiting Fellow Wolfson College, University of Cambridge Cambridge, England
August 2006 to Present	Research Fellow William Davidson Institute Ann Arbor, USA
September 1998 to December 1998	Visiting Fellow Northwestern University Evanston, USA
October 1995 to December 1995	Visiting Research Fellow University of Oxford Oxford, England

Grants:

September 2014. 6 month, \$10 000 Grant, for the exploration of the Flipped Classroom. Digital Education and Innovation, University of Michigan.

July 2006. Academic Director. 18 month, \$125 000 USAID Grant, for the development of the Marketing Center at the International Academy of Business in Almaty, Kazakhstan.

January 2007. Academic Director. 24 month, \$175 000 USAID Grant, for the development of a career centre of the Institut National de Commerce in Algiers, Algeria.

Journal Articles:

Power, Eoin; and John Branch. "Financing Trust: Ethnicity, Banking, and the Central Bank of Bosnia and Herzegovina After Dayton." *East European Politics and Societies*. Under review.

Branch, John. "A Praxiological Approach to Management Research." *American Journal of Management*. Vol. 19, No. 1, 2019, pp. 9-25.

Branch, John. "An Exploration of Brand Biographies in India." *Journal of Marketing Development and Competitiveness*, Vol. 13, No. 1, 2019, pp. 1-13.

Branch, John. "Critical Perspectives on Transnational Higher Education." *Journal of Higher Education Theory and Practice*, Vol.19, No.1, 2019, pp. 11-30.

Krasniqi, Besnik; & John Branch. "Institutions and Firm Growth in a Transitional and Post-Conflict Economy of Kosovo." *Journal of Entrepreneurship in Emerging Economies*, 2018.

Branch, John. "Understanding in Qualitative Research." *International Journal of Multidisciplinary Research*, Vol. 5, Iss. 05, 2017, pp. 1-10.

Branch, John. "Reflections on Authentic Leadership." *International Journal of Management Research and Business Strategy*, Vol. 5, Iss. 1, January 2016, pp. 1-9.

Branch, John. "Concept Development: A Primer." *Philosophy of Management*, Vol. 14, Iss. 2, 2015, pp. 111-133.

Journal Articles (continued):

- Branch, John. "Concepts: A Review." *International Journal of Management Concepts and Philosophy*, Vol. 9, No. 1, 2015, pp. 20-39.
- Crawford, Brett & Branch, John. "Interest Plurality and Institutional Work: An Ethnography of Rural Community Organizing". *Journal of Organizational Ethnography*, Vol. 4, No. 1, 2015, pp. 98-116.
- Branch, John; Maja Martinovic; & Michael Metzger. "Introduction from the Guest Editors." *International Journal of Business and Emerging Markets*, Vol. 4, No. 1, 2012, pp. 1-3.
- Hershey, Lewis; & John Branch. "Lexicon Rhetoricae: The Narrative Theory of Kenneth Burke and Its Application to Marketing." *Qualitative Market Research: An International Journal*, Vol. 14, No. 2, 2011, pp. 174-187.
- Branch, John. "The Devil is in the Detail: Reflexive Accounting in Qualitative Market Research." *Qualitative Market Research: An International Journal*, Vol. 12, No. 3, 2009, pp. 355-357.
- Branch, John. "Message from the Guest Editor." *Marketing Education Review*. Vol. 17, No. 1, Spring 2007, pp. ix-x.
- Branch, John; & Michael Brent. "The Effective Trainer in Uzbekistan." *Gestion 2000*, Vol. 12, No. 6, November-December 1996, pp. 153-161.

Journal Editing:

- | | |
|-------------------------|---|
| January 2012 | "Marketing in Emerging Markets" Special Issue Editor
International Journal of Business and Emerging Markets
India |
| January 2010 to Present | Editorial Review Board
Marketing Education Review
USA |
| Spring 2007 | "Teaching Innovations in Marketing" Special Issue Editor
Marketing Education Review
USA |

Magazine Articles:

- Gillett, Amy; & John Branch. "One Size Does Not Fit All: Localization in the Age Globalization." *BizEd*, forthcoming.
- Branch, John. "Accountability in Graduate Management Education." *Developing Leaders*, Issue 13, 2013, pp. 54-59.
- Branch, John. "Leadership Beyond the Hype: A Conceptual Critique." *Developing Leaders*, Issue 11, 2013, pp. 39-47.

Research Seminars:

- "The Transnationalisation of Higher Education." Florida International University: Miami, USA, February 2020.
- "A Praxiography of the Transnationalization of the Stockholm School of Economics." Stockholm School of Economics in Riga: Riga, Latvia, May 2017.
- "The Transnationalization of the Stockholm School of Economics." University of Michigan: Ann Arbor, USA, February 2016.
- "Analogical Learning in Higher Education." University of Michigan: Dearborn, USA, March 2012.
- "What Do High-Fidelity and Scrapbooking Share in Common?: Two Studies of Postmodern Consumption." University of Michigan: Ann Arbor, USA, March 2007.
- "A Phenomenology of Consumer Values in the High-Fidelity Audio Microculture." Wake Forest University: Winston-Salem, USA, April 2005.

Workshops:

Branch, John. "A Praxiological Approach to International Business Research." *Journal of International Business Paper Development Workshop*. December 2017. Milano, Italy.

Teaching Experience:**Current Positions:**

July 2015 to Present	Clinical Assistant Professor of Business Administration University of Michigan Ann Arbor, USA
July 2006 to Present	Faculty Associate Center for Russian, Eastern European, & Eurasian Studies Ann Arbor, USA

Lectures:

December 2019	The Contagion Cookbook University of Michigan Dubai, Dubai
June 2017	A Marketing Primer University of Michigan Ann Arbor, USA
June 2017	Developing Your Culture Competence University of Michigan Ann Arbor, USA
October 2016	The Russian Economy in 3 Acts Osher Lifelong Learning Institute Ann Arbor, USA
July 2016	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
July 2016	Developing Your Culture Competence University of Michigan Ann Arbor, USA
August 2015	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
August 2015	Developing Your Cultural Competence University of Michigan Ann Arbor, USA
April 2015	Customer Experience University of Tirana Tirana, Albania
April 2015	Services Marketing European University in Tirana Tirana, Albania
October 2014	Customer Loyalty University of Michigan Ann Arbor, USA

Lectures (continued):

August 2014	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
August 2014	Developing Your Cultural Competence University of Michigan Ann Arbor, USA
March 2014	Positioning University of Michigan Marketing Communications Ann Arbor, USA
January 2014	An Introduction to Marketing Zell Entrepreneurship and Law Ann Arbor, USA
January 2014	Marketing Strategy 101 University of Michigan Marketing Communications Ann Arbor, USA
January 2014	Innovation Young Professionals Organization Ann Arbor, USA
December 2013	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
August 2013	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
August 2013	Developing Your Cultural Competence University of Michigan Ann Arbor, USA
December 2013	Culture and International Business Universidad Torcuato di Tella Buenos Aires, Argentina
October 2012	Pedagogy Renmin University of China Beijing, China
August 2012	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
August 2012	Developing Your Culture Competence University of Michigan Ann Arbor, USA
October 2011	Russia: Business and Economics University of Michigan Ann Arbor, USA
July 2011	Globalisation: The Great Debate University of Michigan Ann Arbor, USA

Lectures (continued):

July 2011	Developing Your Culture Competence University of Michigan Ann Arbor, USA
April 2011	Developing Your Culture Competence Shanghai University Shanghai, China
March 2011	The Cola Wars University of Michigan—Dearborn Dearborn, USA
February 2011	Marketing for Social Enterprises Washington University in Saint Louis Saint Louis, USA
August 2010	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
August 2010	Developing Your Culture Competence University of Michigan Ann Arbor, USA
August 2010	Russia: Business and Economics University of Michigan Ann Arbor, USA
July 2010	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
July 2010	Developing Your Culture Competence University of Michigan Ann Arbor, USA
July 2010	Ph.D. Programmes in Business: An International Perspective ESAN Lima, Peru
July 2010	Russia: Business and Economics University of Michigan Ann Arbor, USA
January 2010	Developing a Cultural Competence First Presbyterian Church Ann Arbor, USA
November 2009	Developing a Cultural Competence University of Portsmouth Portsmouth, England
September 2009	Globalisation and the World Economy University of Michigan Ann Arbor, USA
August 2009	The Case Method University of Michigan Ann Arbor, USA

Lectures (continued):

July 2009	Globalisation: The Great Debate University of Michigan Ann Arbor, USA
July 2009	Developing Your Culture Competence University of Michigan Ann Arbor, USA
June 2009	Globalisation: The Great Debate University of Chicago Chicago, USA
June 2009	Becoming a Global Manager University of Michigan Ann Arbor, USA
April 2009	Becoming a Global Manager University of Michigan Ann Arbor, USA
April 2009	Consumer Culture University of Michigan Ann Arbor, USA
April 2009	The Case Method University of Michigan Ann Arbor, USA
March 2009	The Globalisation of Consumers University of Michigan Ann Arbor, USA
March 2009	The Cultural Imperative of International Marketing Rice University Houston, USA
January 2008	Developing a Cultural Competence Hope College Holland, USA
April 2007	The STPs of Marketing Barcelona Management Institute Barcelona, Spain
January 2007	The Cultural Imperative of International Marketing Barcelona Management Institute Barcelona, Spain
January 2007	Competition in Emerging Economies Mediterranean Business School Tunis, Tunisia
November 2006	Cultural Competence in International Business ITAM Mexico City, Mexico
March 2006	Culture and International Marketing Saratov State Socio-Economic University Saratov, Russia

Lectures (continued):

March 2006	International Marketing Kyiv Mohyla Business School Kyiv, Ukraine
February 2006	Culture and International Marketing Stockholm School of Economics in Riga Riga, Latvia
January 2006	PhD Programmes in Business: An International Perspective ESAN Lima, Peru
November 2005	Competition: Lessons for Marketing in Mexico ITESM Mexico City, Mexico
June 2005	Marketing to the Aged Washington University Center for Aging Saint Louis, USA
March 2005	The Cultural Challenge ESAN Lima, Peru
March 2004	Culture and International Business Tallinn Technical University Tallinn, Estonia
March 2004	Culture and International Business Stockholm School of Economics Riga, Latvia
March 2004	Culture and International Business Stockholm School of Economics Vilnius, Lithuania
February 2004	A Framework for Student Union Marketing Student Union, Washington University in Saint Louis Saint Louis, USA
March 2003	The Cola Wars Hong Kong University of Science and Technology Clearwater Bay, Hong Kong
October 2002	Customer Satisfaction World Affairs Council Saint Louis, USA
September 2002	The Cultural Approach to International Marketing Washington University in Saint Louis Saint Louis, USA
March 2002	Prometheus at the Olin School of Business Copenhagen Business School Learning Lab Copenhagen, Denmark
December 2001	International Business Washington University in Saint Louis Saint Louis, USA

Lectures (continued):

November 2001	The Cola Wars Washington University in Saint Louis Saint Louis, USA
October 2001	Prometheus at the Olin School of Business Washington University in Saint Louis Saint Louis, USA
February 2000	The Cola Wars The HELP Institute Kuala Lumpur, Malaysia
April 1999	Culture and International Management University of Redlands Redlands, USA
January 1999	Cross-Cultural Marketing Memorial University of Newfoundland Harlow, England
December 1998	Qualitative Research Methods University of Houston Houston, USA
November 1998	Understanding Consumer Values University of Houston Houston, USA
November 1998	Culture and Consumer Behavior University of Illinois at Chicago Chicago, USA
October 1998	Cross-Cultural Marketing Rice University Houston, USA
October 1998	Culture and International Marketing University of Illinois at Chicago Chicago, USA
March 1998	Cross-Cultural Marketing Memorial University of Newfoundland Harlow, England
June 1997	Culture and International Marketing Schiller International University London, England
April 1996	Principles of Marketing Washington University Karachi, Pakistan
September 1995	Culture and Marketing York University Toronto, Canada
September 1995	Culture and Marketing Wilfred Laurier University Waterloo, Canada

Lectures (continued):

July 1995	Marketing and Uzbekistan Tashkent State University of Economics Tashkent, Uzbekistan
February 1995	International Marketing Anglia Polytechnic University Norwich, England
January 1995	Culture and Marketing University of World Economics and Diplomacy Tashkent, Uzbekistan
January 1995	Marketing and Uzbekistan Tashkent State University of Economics Tashkent, Uzbekistan

Previous Positions:

July 2006 to June 2015	Lecturer of Marketing University of Michigan Ann Arbor, USA
May 2001 to June 2006	Senior Lecturer in International Business Washington University in Saint Louis Saint Louis, USA
January 1997 to May 1999	Teaching Assistant University of Cambridge Cambridge, England
September 1996 to December 1996	Assistant Professor École Supérieure de Commerce de Rennes Rennes, France
January 1995 to August 1995	Professor European Community T.A.C.I.S. Program Tashkent, Uzbekistan
September 1993 to August 1996	Lecturer École Supérieure de Commerce de Rennes Rennes, France
May 1993 to July 1993	Professor Bishkek International School of Management Bishkek, Kyrgyzstan
September 1992 to April 1993	Graduate Tutor University of New Brunswick Fredericton, Canada
November 1990 to June 1991	Substitute Teacher Simcoe County Board of Education Midhurst, Canada

Simulations:

Sanchez-Burks, Jeffrey; & John Branch. "World Economic Forum." Ann Arbor, USA: The William Davidson Institute, 2008.

Test Development:

April 2020 to Present	Chair, Principles of Marketing Test Development Committee ETS Princeton, USA
May 2019 to Present	Member, Major Field Test BBA Committee ETS Princeton, USA
June 2017 to July 2019	Member, Principles of Marketing Test Development Committee ETS Princeton, USA
October 2016	Advisor, Major Field Test MBA ETS Princeton, USA

Visiting Positions:

June 2020	Visiting Professor Luxembourg School of Business Luxembourg City, Luxembourg
May 2020	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2020	Visiting Professor ORT Uruguay Montevideo, Uruguay
September 2019	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
August 2019	Adjunct Professor University of Notre Dame South Bend, USA
May 2019	Visiting Professor Luxembourg School of Business Luxembourg City, Luxembourg
May 2019	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2019	Visiting Professor ORT Uruguay Montevideo, Uruguay
October 2018	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
September 2018	Visiting Professor Luxembourg School of Business Luxembourg City, Luxembourg
August 2018	Adjunct Professor University of Notre Dame South Bend, USA

Visiting Positions (continued):

May 2018	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2018	Visiting Professor ORT Uruguay Montevideo, Uruguay
September 2017	Visiting Professor Luxembourg School of Business Luxembourg City, Luxembourg
September 2017	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
August 2017	Adjunct Professor University of Notre Dame South Bend, USA
July 2017	Adjunct Professor University of Notre Dame South Bend, USA
May 2017	Visiting Professor Luxembourg School of Business Luxembourg City, Luxembourg
May 2017	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2017	Visiting Professor ORT Uruguay Montevideo, Uruguay
January 2017	Visiting Professor University of San Francisco San Francisco, USA
November 2016	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
July 2016	Adjunct Professor University of Notre Dame South Bend, USA
June 2016	Adjunct Professor University of Notre Dame South Bend, USA
May 2016	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2016	Visiting Professor ORT Uruguay Montevideo, Uruguay

Visiting Positions (continued):

January 2016	Adjunct Professor University of Notre Dame South Bend, USA
November 2015	Visiting Professor University of San Francisco San Francisco, USA
September 2015	Visiting Professor Luxembourg School of Business Luxembourg City, Luxembourg
July 2015	Adjunct Professor University of Notre Dame South Bend, USA
June 2015	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2015	Visiting Professor ORT Uruguay Montevideo, Uruguay
January 2015	Adjunct Professor University of Notre Dame South Bend, USA
October 2014	Visiting Professor University of San Francisco San Francisco, USA
September 2014	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
July 2014	Adjunct Professor University of Notre Dame South Bend, USA
March 2014	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
February 2014	Visiting Professor ORT Uruguay Montevideo, Uruguay
January 2014	Adjunct Professor of Law University of Michigan Ann Arbor, USA
January 2014	Adjunct Professor University of Notre Dame South Bend, USA
March 2013	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
September 2013	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia

Visiting Positions (continued):

July 2013	Adjunct Professor University of Notre Dame South Bend, USA
July 2013	Visiting Professor ESAN Lima, Peru
March 2013	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
January 2013	Adjunct Professor University of Notre Dame South Bend, USA
September 2012	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
July 2012	Visiting Professor ESAN Lima, Peru
March 2012	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
November 2011	Visiting Professor EAFIT Medellin, Colombia
July 2011	Visiting Professor ESAN Lima, Peru
June 2011	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
June 2011	Visiting Professor University of Western Ontario London, Canada
February 2011	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
October 2010	Visiting Professor ESSCA Budapest, Hungary
September 2010	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
July 2010	Visiting Professor ESAN Lima, Peru
February 2010	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia

Visiting Positions (continued):

November 2009	Visiting Professor Moscow State University Moscow, Russia
September 2009	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
July 2009	Visiting Professor ESAN Lima, Peru
February 2009	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
October 2008	Visiting Professor Moscow State University Moscow, Russia
March 2008	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
February 2008	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
January 2008	Visiting Professor Barcelona Management Institute Barcelona, Spain
November 2007	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
October 2007	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
July 2006	Visiting Professor ESAN Lima, Peru
June 2006	Visiting Professor Zagreb School of Economics and Management Zagreb, Croatia
April 2006	Visiting Professor Barcelona Management Institute Barcelona, Spain
November 2006	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
April 2006	Visiting Professor Barcelona Management Institute Barcelona, Spain
March 2006	Visiting Professor University of Michigan Ann Arbor, USA

Visiting Positions (continued):

February 2006	Visiting Professor Stockholm School of Economics in Riga Riga, Latvia
January 2006	Visiting Professor ESAN Lima, Peru
January 2006	Visiting Professor University of Michigan Ann Arbor, USA
July 2005	Visiting Professor ESAN Lima, Peru
September 2003	Visiting Professor American University in Bulgaria Sofia, Bulgaria
January 2003	Visiting Professor American University in Bulgaria Sofia, Bulgaria
November 2002	Visiting Professor École Supérieure de Commerce de Rouen Rouen, France
November 2002	Visiting Professor American University in Bulgaria Sofia, Bulgaria
September 2000	Visiting Professor Chulalongkorn University Bangkok, Thailand
January 2000	Visiting Professor The HELP Institute Kuala Lumpur, Malaysia
October 1999	Visiting Professor Helsinki School of Economics and Business Mikkeli, Finland
September 1999	Visiting Faculty Rotterdam School of Management Rotterdam, Netherlands
April 1999	Visiting Professor École Supérieure de Commerce de Reims Reims, France
June 1999	Visiting Professor Tbilisi Business School Tbilisi, Georgia
March 1999	Visiting Professor Syddansk Universitet Sønderborg, Denmark
October 1998	Visiting Professor Helsinki School of Economics and Business Mikkeli, Finland

Visiting Positions (continued):

May 1998	Visiting Professor University of Ljubljana Radovljica, Slovenia
April 1998	Visiting Professor École Supérieure de Commerce de Reims Reims, France
January 1998 to June 1998	Visiting Professor Vrije Universiteit Brussel Belgium
January 1998	Visiting Professor Helsinki School of Economics and Business Mikkeli, Finland
October 1997	Visiting Professor Helsinki School of Economics and Business Mikkeli, Finland

Workshops:

February 2017	Case Teaching STRIDE Ann Arbor, USA
April 2015	Case Writing STRIDE Manila, Philippines
June 2014	Case Writing STRIDE Manila, Philippines
October 2008	Case Writing Moscow State University Moscow, Russia

Professional Positions:**Advisory Positions:**

September 2018 to Present	Member, Strategic Planning Committee Acleda Institute of Business Phnom Penh, Cambodia
May 2012 to September 2015	Faculty Advisor Global Marketing Network Hitchin, England
January 2012 to Present	Investment Advisor Washington Alliance Vancouver, USA
March 2010 to Present	Board Member New Caanan School Vancouver, USA

Consulting Positions:

August 2017	Institutional Auditor Acleda Institute of Business Phnom Penh, Cambodia
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Professional Positions (continued):**Consulting Positions (continued):**

March 2014 to Present	Expert Consultant Weber Shandwick New York, USA
December 2012	Expert Consultant Ergo New York, USA
March 2010	Senior Associate Consultant Kazakh Economic University Almaty, Kazakhstan
January 2010	Marketing Consultant Sixteen47 Limited Accra, Ghana
October 2008 to June 2010	Consultant Cardiovascular Center, University of Michigan Ann Arbor, USA
July 2007 to Present	President and Chief Executive Officer Cognizant Limited Ann Arbor, USA
October 2006	Consultant Nature's First Law San Diego, USA
November 2004	Advisor Moscow School of Political Studies Moscow, Russia
October 1996 to 2000	Director John Branch Consulting Orillia, Canada
June 1993	Marketing Consultant Bishkek Glass Factory Bishkek, Kyrgyzstan
May 1992 to July 1992	Marketing Consultant Stomil-Olsztyn S.A. Tyre Company Olsztyn, Poland

Management Training Positions:

November 2019	Marketing Accenture Riga, Latvia
November 2019	Marketing Decision-Making Dell Round Rock, USA
November 2019	The Big Picture Gore Philadelphia, USA
October 2019	Marketing Stockholm School of Economics in Riga Riga, Latvia

Management Training Positions (continued):

August 2019	The Big Picture Johnson & Johnson Munich, Germany
July 2019	The Big Picture Gore Philadelphia, USA
July 2019	The Big Picture Gore Munich, Germany
May 2019	Marketing Stockholm School of Economics in Riga Riga, Latvia
June 2019	Marketing Decision-Making Dell Round Rock, USA
April 2019	Marketing Decision-Making Dell Round Rock, USA
April 2019	Marketing Decision-Making Dell Round Rock, USA
February 2019	The Big Picture Gore Newark, USA
December 2018	The Big Picture Gore Newark, USA
December 2018	The Big Picture Gore Munich, Germany
November 2018	The Big Picture Gore New Haven, USA
October 2018	The Big Picture Janssen Beirut, Lebanon
September 2018	The Big Picture Counsyl San Francisco, USA
September 2018	The Big Picture Gore Munich, Germany
August 2018	Marketing Decision-Making Dell Round Rock, USA

Management Training Positions (continued):

June 2018	Marketing Decision-Making Dell Round Rock, USA
May 2018	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2018	Marketing Decision-Making Dell Round Rock, USA
April 2018	Marketing Decision-Making Dell Round Rock, USA
March 2018	Marketing Decision-Making Dell Round Rock, USA
March 2018	The Big Picture Johnson & Johnson Dubai, U.A.E.
January 2018	The Big Picture Gore Phoenix, USA
November 2017	The Big Picture Baxter Chicago, USA
November 2017	The Big Picture Johnson & Johnson Hamburg, Germany
October 2017	The Big Picture Gore Hong Kong, China
August 2017	Marketing Decision-Making Dell Round Rock, USA
July 2017	Marketing Decision-Making Dell Round Rock, USA
May 2017	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2017	Marketing Success Solvay Riga, Latvia
May 2017	Marketing Strategy Baltic Amber Group Riga, Latvia

Management Training Positions (continued):

April 2017	Marketing Decision-Making Dell Round Rock, USA
March 2017	The Big Picture Johnson & Johnson Hamburg, Germany
January 2017	Marketing Decision-Making Dell Round Rock, USA
June 2016	Marketing Stockholm School of Economics in Riga Riga, Latvia
April 2016	Marketing Strategy Carlsberg Riga, Latvia
November 2015	Marketing Strategy Carlsberg Riga, Latvia
November 2015	Marketing Decision-Making Dell Singapore
October 2015	Marketing Zagreb School of Economics and Management Zagreb, Croatia
October 2015	Marketing Luxembourg School of Business Luxembourg City, Luxembourg
September 2015	Key Account Management Seminarium Santiago, Chile
September 2015	Key Account Management Seminarium Bogota, Colombia
June 2015	Marketing Decision-Making Dell Round Rock, USA
June 2015	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2015	Marketing Decision-Making Dell Round Rock, USA
April 2015	Customer Experience Raiffeisen Bank Albania Tirana, Albania

Management Training Positions (continued):

October 2014	Marketing Decision-Making Dell Round Rock, USA
October 2014	Key Account Management MATE Zagreb, Croatia
September 2014	Marketing Decision-Making Dell Bratislava, Slovakia
September 2014	Marketing Strategy Oracle/Raiffeisen Bank/Bank Austria Vienna, Austria
August 2014	Globalisation and Cultural Competence WeberShandwick Chicago, USA
July 2014	Marketing Decision-Making Dell Round Rock, USA
July 2014	Customer Service airBaltic Riga, Latvia
June 2014	Marketing International Construction Bank of China Ann Arbor, Michigan
May 2014	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2014	Healthcare Management and Marketing Johnson & Johnson Riga, Latvia
April 2014	Marketing Decision-Making Dell Santa Clara, USA
April 2014	Marketing Decision-Making Dell Round Rock, Texas
March 2014	Marketing Decision-Making Dell Round Rock, Texas
December 2013	Developing Your Cultural Competence WeberShandwick Chicago, USA
October 2013	Key Account Management Seminarium Bogota, Colombia

Management Training Positions (continued):

October 2013	Marketing Strategy: <i>The Big Picture</i> Seminarium Bogota, Colombia
October 2013	Sizing and Scoping New Markets Mate Belgrade, Serbia
September 2013	Key Account Management Seminarium Santiago, Chile
August 2013	Marketing Strategy: <i>The Big Picture</i> Seminarium San Jose, Costa Rica
August 2013	Key Account Management Seminarium San Jose, Costa Rica
August 2013	Marketing Strategy: <i>The Big Picture</i> Seminarium Medellin, Colombia
August 2013	Marketing Strategy Bank Negara Jakarta, Indonesia
August 2013	Marketing Strategy Malaysian Airlines Kuala Lumpur, Malaysia
July 2013	Marketing Decision-Making Dell Round Rock, USA
June 2013	Strategic Sales Management Rimi Riga, Latvia
June 2013	Strategic Management Estonian Hospital Association Tartu, Estonia
June 2013	Marketing Decision-Making Dell Round Rock, USA
May 2013	Marketing Strategy: <i>The Big Picture</i> Seminarium Panama City, Panama
May 2013	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2013	Marketing Strategy Banque Saudi Riyadh, Saudi Arabia

Management Training Positions (continued):

March 2013	Healthcare Management and Marketing Johnson & Johnson Riga, Latvia
February 2013	Loyalty Yapi Kredi Istanbul, Turkey
November 2012	Strategic Services Marketing Management Seminarium Santiago, Chile
November 2012	Marketing Strategy Shui On Land Wuhan, China
October 2012	Marketing Strategy ICLIF Kuala Lumpur, Malaysia
October 2012	Winning the Game: The Role of Human Resources Management in Competitive Advantage, Innovation, and Consumer Satisfaction William Davidson Institute Kyiv, Ukraine
October 2012	Strategic Services Marketing Management Seminarium Bogota, Colombia
September 2012	Marketing Strategy: <i>The Big Picture</i> Mate Belgrade, Serbia
July 2012	Marketing Strategy: <i>The Big Picture</i> Seminarium Panama City, Panama
May 2012	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2012	Scoping and Sizing New Markets Latvian Investment and Department Agency Riga, Latvia
March 2012	Healthcare Management and Marketing Johnson & Johnson Riga, Latvia
February 2012	Marketing Strategy Alcon Moscow, Russia
October 2011	Marketing Strategy Novartis Moscow, Russia
September 2011	Developing a Business Model for Legal Firms Dykema Detroit, USA

Management Training Positions (continued):

August 2011	Marketing Strategy: <i>The Big Picture</i> Seminarium San Jose, Costa Rica
June 2011	Marketing Strategy: <i>The Big Picture</i> Mate Zagreb, Croatia
June 2011	Strategic Marketing Rimi Riga, Latvia
May 2011	Marketing Stockholm School of Economics in Riga Riga, Latvia
March 2011	Healthcare Management and Marketing Johnson & Johnson Riga, Latvia
October 2010	Strategic Services Marketing Management Seminarium Bogota, Colombia
June 2010	Healthcare Management and Marketing Johnson & Johnson Riga, Latvia
June 2010	International Marketing Latvian Investment and Department Agency Daugavpils, Ventspils, and Leipaja, Latvia
May 2010	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2010	International Marketing Latvian Investment and Department Agency Riga and Valmeira, Latvia
December 2009	Understanding the Consumer and Marketing University of Michigan Hong Kong, China
October 2009	Strategic Services Marketing Management Seminarium Panama City, Panama
October 2009	Strategic Marketing Management Acumen Fund New York, USA
September 2009	Strategic Marketing Management Mate Zagreb, Croatia
August 2009	Marketing Strategy Shui On Land Shanghai, China

Management Training Positions (continued):

May 2009	Marketing Stockholm School of Economics in Riga Riga, Latvia
December 2008	Understanding the Consumer and Marketing University of Michigan Hong Kong, China
November 2008	Strategic Services Marketing Management Seminarium San Jose, Costa Rica
October 2008	Strategic Marketing Management Acumen Fund New York, USA
October 2008	Understanding Consumer Value University of Michigan Ann Arbor, USA
October 2008	Strategic Marketing Stockholm School of Economics in Riga Riga, Latvia
September 2008	Segmentation, Targeting, and Positioning Dykema Detroit, USA
September 2008	Marketing Oracle Riga, Latvia
July 2008	Strategic Services Marketing Management Seminarium Santiago, Chile
May 2008	Marketing Stockholm School of Economics in Riga Riga, Latvia
March 2008	Strategic Marketing Management Mate Belgrade, Serbia
March 2008	Strategic Marketing Management Mate Zagreb, Croatia
February 2008	Strategic (Marketing) Management Brady Corporation Chicago, USA
February 2008	Strategic Marketing Rimi Riga, Latvia
November 2007	Services Marketing Latvijas Past Riga, Latvia

Management Training Positions (continued):

November 2007	Marketing in the Automotive Industry Domenikss Mercedes-Benz Riga, Latvia
November 2007	Marketing Oracle Riga, Latvia
October 2007	Marketing Zagreb School of Economics and Management Zagreb, Croatia
October 2007	Marketing University of Michigan Ann Arbor, USA
October 2007	Understanding Consumer Value University of Michigan Ann Arbor, USA
July 2007	Marketing Oracle Riga, Latvia
July 2007	Strategic Services Marketing Management Intras Santo Domingo, Dominican Republic
June 2007	Strategic Services Marketing Management Seminarium Santiago, Chile
May 2007	Marketing Stockholm School of Economics in Riga Riga, Latvia
May 2007	Strategic Services Marketing Management International Academy of Business Almaty, Kazakhstan
February 2007	Assessing Business Opportunities Brady Corporation Ann Arbor, USA
December 2006	Strategic Services Marketing Management Zagreb School of Economics and Management Zagreb, Croatia
November 2006	Strategic Services Marketing Management Stockholm School of Economics in Riga Riga, Latvia
November 2006	Strategic Services Marketing Management Konzepte & Conceptos Mexico City, Mexico
July 2006	Marketing ProConcept Belgrade, Serbia

Management Training Positions (continued):

May 2006	Marketing Zagreb School of Economics and Management Zagreb, Croatia
January 2006	Marketing at ESSEX ESSEX Industries Saint Louis, USA
November 2005	Workshop Leader Alliance for Building Capacity Saint Louis, USA
May 2004	Training Developer Edward Jones Saint Louis, USA
April 2004	Workshop Leader Alliance for Building Capacity Saint Louis, USA
May 1998	Euro Module Leader A.C. & Partners Tashkent, Uzbekistan
March 1998	Module Tutor Surrey Marketing College Cambridge, England
May 1997 to August 1998	Module Tutor Cambridge Marketing College Cambridge, England
February 1996	Training Advisor Dniepropetrovsk State University Dniepropetrovsk, Ukraine
May 1992 to July 1992	Management Trainer Stomil-Olsztyn S.A. Tyre Company Olsztyn, Poland

Membership of Associations:

July 2000 to Present	Society for Marketing Advances USA
July 1996 to Present	Chartered Institute of Marketing England

Professional Positions:

July 2011 to Present	Chief Global Strategist anaZana Corporation San Diego, USA
May 1990 to September 1990	Engineer Kubota Metal Corporation Orillia, Canada
May 1989 to September 1989	Junior Engineer Fahramet Steel Castings Orillia, Canada

Service to Profession:

November 2013 to October 2014	President Society for Marketing Advances USA
November 2012 to November 2013	President Elect Society for Marketing Advances USA
January 2012 to November 2012	Secretary Society for Marketing Advances USA
January 2011 to December 2011	Vice-President Membership Services Society for Marketing Advances USA

Speaking Positions:

December 2013	Globalisation and Cultural Competency WeberShandwick Chicago, USA
July 2012	Winning and Keeping Customers Ecolab Saint Paul, USA
March 2011	Competition, Competitive Advantage, and Logistics Supply Chain Management Advisory Panel Ann Arbor, USA
February 2011	Assessing Market Size: The 4 Bs Stockholm School of Economics in Riga Riga, Latvia
April 2010	Competition, Consumer Value, and China Chinese Entrepreneur Network, University of Michigan Ann Arbor, USA
February 2010	Globalisation Stockholm School of Economics in Riga Riga, Latvia
January 2010	Pricing Your Offering Skandalaris Center for Entrepreneurial Studies Saint Louis, USA
January 2010	Competition in the 3 rd Sector Skandalaris Center for Entrepreneurial Studies Saint Louis, USA
September 2009	The Future of Marketing (with Philip Kotler) MATE Belgrade, Serbia
September 2009	The Future of Marketing (with Philip Kotler) Zagreb School of Economics and Management Zagreb, Croatia
March 2007	Marketing and Innovation Nikola Tesla Ericsson Zagreb, Croatia

Speaking Positions (continued):

January 2007	Pricing Your Offering Skandalaris Center for Entrepreneurial Studies Saint Louis, USA
January 2007	Competition in the 3 rd Sector Skandalaris Center for Entrepreneurial Studies Saint Louis, USA
March 2006	Brand Building Solutia Saint Louis, USA
December 2005	Cross Cultural Consumption Stockholm School of Economics in Riga Executive Board Riga, Latvia
October 2005	Strange Brew: Competition, Consumers, and Quality Anheuser-Busch Saint Louis, USA
August 2005	Marketing to Different Cultures Home Builders Association of Saint Louis Saint Louis, USA
January 2005	Services: The Key to Growth at Quilogy Quilogy Saint Charles, USA
October 2004	Competition, Consumer Value, and Marketing U.S. State Department Saratov, Russia
January 2004	Competition, Value, and Innovation Quilogy Saint Charles, USA
November 2003	Consumer Value HR Department, Washington University in Saint Louis Saint Louis, USA

University Service:**Administrative Positions:**

January 2018 to Present	Co-Director, Yaffe Digital Media Initiative University of Michigan Ann Arbor, USA
September 2014 to December 2015	Dean Luxembourg School of Business Luxembourg City, Luxembourg
September 2013 to 2017	Academic Director, Weekend MBA and Evening MBA Programs University of Michigan Ann Arbor, USA
November 2011 to December 2011	Core MBA Marketing Management Course Coordinator University of Michigan Ann Arbor, USA
December 2006 to December 2008	Director of Educational Outreach The William Davidson Institute Ann Arbor, U.S.A.

Administrative Positions (continued):

July 2006 to Present	Academic Director, Master of Marketing Zagreb School of Economics and Management Zagreb, Croatia
June 2006 to August 2008	Academic Director Barcelona Management Institute Barcelona, Spain
September 2003 to June 2006	Coordinator, MBA International Business Concentration Washington University in Saint Louis Saint Louis, USA
September 2002 to June 2006	Faculty Advisor, International Business Outlook Conference Washington University in Saint Louis Saint Louis, USA
September 2002 to June 2006	Director, Global Management Studies Washington University in Saint Louis Saint Louis, USA
August 2002 to May 2003	Manager, Undergraduate International Internship Washington University in Saint Louis Saint Louis, USA
January 1996 to December 1996	Assistant Director, International Relations École Supérieure de Commerce de Rennes Rennes, France

Coaching:

September 2001 to March 2004	Head Coach Washington University in Saint Louis Ice Hockey Team Saint Louis, USA
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Examinations:

April 2005 to Present	Bachelor of Science in Business Theses Stockholm School of Economics in Riga Riga, Latvia
April 2005 to Present	Executive Master of Business Administration Theses Stockholm School of Economics in Riga Riga, Latvia

Membership of Committees:

September 2019 to Present	One-Year Master Degrees Advisory Committee University of Michigan Ann Arbor, USA
October 2018	Fulbright Scholarship University of Michigan Ann Arbor, USA
September 2017 to August 2019	MBA Advisory Committee University of Michigan Ann Arbor, USA
September 2016	Hybrid MBA Committee University of Michigan Ann Arbor, USA

Membership of Committees (continued):

March 2015	CREES Scholarship and Admissions University of Michigan Ann Arbor, USA
September 2013 to June 2015	Executive Committee, CREES University of Michigan Ann Arbor, USA
Autumn 2012	1 Year Graduate Degree Committee University of Michigan Ann Arbor, USA
Summer 2012	MBA of the Future Committee University of Michigan Ann Arbor, USA
Summer 2012	The Innovative Classroom Committee University of Michigan Ann Arbor, USA
October 2011	Fulbright Scholarship University of Michigan Ann Arbor, USA
September 2010 to August 2012	Community Values Committee University of Michigan Ann Arbor, USA
January 2010	CREES Scholarship and Admissions University of Michigan Ann Arbor, USA
October 2009	Fulbright Scholarship University of Michigan Ann Arbor, USA
October 2008	Fulbright Scholarship University of Michigan Ann Arbor, USA
April 2005	Annike Rodriguez Scholarship Washington University in Saint Louis Saint Louis, USA
April 2002	Thurtene Carnival 2002 Façade Productions Washington University in Saint Louis Saint Louis, USA
March 2002	Annike Rodriguez Scholarship Washington University in Saint Louis Saint Louis, USA
January 1998 to July 1998	Program Validation Vrije Universiteit Brussel Brussels, Belgium
November 1997 to October 1998	Management Studies Syndicate University of Cambridge Cambridge, England

Membership of Committees (continued):

July 1997 to September 1997	M.Sc. Development Anglia Polytechnic University Danbury, England
June 1997	Program Validation Holborn College London, England
March 1994 to June 1994	MBA Development École Supérieure de Commerce de Rennes Rennes, France
February 1994 to December 1996	Academic Board École Supérieure de Commerce de Rennes Rennes, France

Community Outreach:

July 2016	LEAD University of Michigan Ann Arbor, USA
July 2014	LEAD University of Michigan Ann Arbor, USA
July 2013	LEAD University of Michigan Ann Arbor, USA
July 2012	LEAD University of Michigan Ann Arbor, USA
July 2010	LEAD University of Michigan Ann Arbor, USA
July 2009	LEAD University of Michigan Ann Arbor, USA
July 2008	LEAD University of Michigan Ann Arbor, USA
June 2010	MReach University of Michigan Ann Arbor, USA
June 2008	MReach University of Michigan Ann Arbor, USA

Student Associations:

March 2014 to Present	Advisor, MBA B2B Club University of Michigan Ann Arbor, USA
September 2007 to April 2008	Advisor, European Business Club Faculty University of Michigan Ann Arbor, USA

Student Associations (continued):

April 2004 to Present	Advisor, OlinAid Faculty Washington University in Saint Louis Saint Louis, USA
October 2002 to Present	Advisor, Olin International Business Association Faculty Washington University in Saint Louis Saint Louis, USA
August 2001 to Present	Advisor, Sup de Co Association Humanitaire Faculty École Supérieure de Commerce de Rennes Rennes, France

Student Competitions:

March 2020	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
January 2016	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
January 2015	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
November 2013	Judge, ConAgra Case Competition University of Michigan Ann Arbor, USA
January 2012	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
January 2011	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
December 2009	Developer, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
September 2009	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
January 2009	Judge, Leadership Crisis Challenge University of Michigan Ann Arbor, USA
April 2008	Judge, International Case Competition Network of International Business Schools Coventry, England
January 2008	Judge, Asian Business Conference Case Competition University of Michigan Ann Arbor, USA
February 2008	Judge, Latin Business Association Essay Competition University of Michigan Ann Arbor, USA

Student Competitions (continued):

July 2007	Judge, Evening MBA Business Case Competition University of Michigan Ann Arbor, USA
February 2007	Judge, Asian Business Conference University of Michigan Ann Arbor, USA
February 2006	Head Judge, Price College of Business Case Competition University of Oklahoma Norman, USA
February 2005	Head Judge, Price College of Business Case Competition University of Oklahoma Norman, USA
September 1995 to March 1996	Director, International Case Competition École Supérieure de Commerce de Rennes Rennes, France

Student Mentoring:

September 1993 to December 1996	Mentor École Supérieure de Commerce de Rennes Rennes, France
November 1996	World of Learning Education Fair Istanbul, Turkey
March 1996	Asian Education Fair Lahore and Karachi, Pakistan
August 2001 to April 2006	Residence Faculty Associate Washington University in Saint Louis Saint Louis, USA
September 1991 to April 1993	Residence Proctor University of New Brunswick Fredericton, Canada

Student Speakers:

January 2014 to Present	MBA Selection Committee University of Michigan Ann Arbor, USA
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Supervision:

May 2009 to June 2012	Brett Crawford (Doctoral Dissertation) Copenhagen Business School Copenhagen, Denmark
September 2007 to Present	Masters Theses, CREES University of Michigan Ann Arbor, USA
April 2005 to Present	Bachelor of Science in Business Theses Stockholm School of Economics in Riga Riga, Latvia
April 2005 to Present	Executive Master of Business Administration Theses Stockholm School of Economics in Riga Riga, Latvia

Magazines:

“John Branch: Das Marketer.” *Benji Knewman*, Vol. 5, 2016, pp. 17-29.

Interviewed in: *LegalNews*, Ann Arbor, USA, August 2013.

Cited in: *MM Novice*, Ljubljana, Slovenia, October 2009.

Interview in: *Diena*, Riga, Latvia, October 2008.

Interview in: *Office Manager*, Riga, Latvia, October 2008.

Interview in: *Manager*, Zagreb, Croatia, March 2008.

Interview in: *Top Manager*, Saint Petersburg, Russia, May 2006

Cited in: *Kontrakty*, Kyiv, Ukraine, March 2006

Newsletters:

McCartney, James; & Randy Schwartz. “John Branch on the New Economy of Russia and Its Environs.” *International Agenda*, Vol. 12, No.2, Fall 2013, pp. 15-16, 39.

“New WDI Initiative will Develop Teaching Materials.” *The William Davidson Institute Review*, Winter 2007, p. 8.

“Experiential Course ‘Global Management Studies’ Examines Changing Dynamics of International Business.” *Discovery@Olin*, Vol. 5, Iss. 2, Spring 2006, <http://www.olin.wustl.edu/discovery/feature.cfm?sid=631&pg=7>.

“A Conversation with...John Branch.” *The William Davidson Institute Review*, Summer 2006, p. 7.

“Estudiantes de Washington University en St. Louis Visitaron ESAN.” *Informesan*, número 166, marzo-abril 2005, p. 10.

“Students Experience Marketing Concepts with Mini-Case Studies.” *Discovery@Olin*, Vol. 3, Iss. 3, Spring 2004, <http://www.olin.wustl.edu/discovery/feature.cfm?sid=260&i=14&pg=1>.

Newspapers:

“Pietiekami Nenoverteta Eksporta Veiksmes Atslega.” *Kapitals*, Riga, Latvia, 2 April 2012, pp. 94-95.

“Aug Kopa Ar Kilentiem.” *Lietīšķā Diena, Dienas Bizness*, Riga, Latvia, 29 October 2010, pp. 14-15.

“Mežģinēs Gatavi Ietīt Pasauli.” *Lietīšķā Diena, Dienas Bizness*, Riga, Latvia, 15 October 2010, pp. 22-23.

“Mācīs Ķīniešiem Ēst Eiropas Šokolādi.” *Lietīšķā Diena, Dienas Bizness*, Riga, Latvia, 1 October 2010, pp. 20-21.

“Gaida Nišas Productu Tirgus Atdzīvošanos.” *Lietīšķā Diena, Dienas Bizness*, Riga, Latvia, 17 September 2010, pp. 22-23.

“Jāstartē Eiropas Zīmolu.” *Lietīšķā Diena, Dienas Bizness*, Riga, Latvia, 21 May 2010, pp. 8-10.

Cited in: Lee, Thomas. “Reborn. . .Outside the USA—Anheuser-Busch Reinvents Popular Ad Campaigns for Foreign Markets Revamping As Needed To Allow for Cultural Differences.” *St. Louis Post-Dispatch*, 8 February 2004 (Also appeared in: Miami Herald, Bradenton Herald, Fort Worth Star-Telegram, Contra Costa Times, Akron Beacon-Journal, Fort Wayne News-Sentinel, Kansas City Star, Biloxi Sun Herald, and Wichita Eagle).

Podcasts:

“The 12-Minute Classroom Rule at The University of Michigan.” <https://www.helixeducation.com/podcast/>

Radio:

“The Power of the ‘Top Ten’ List.” *Marketplace, National Public Radio*, Monday 12 December 2005, <http://marketplace.publicradio.org/shows/2005/12/12/PM200512125.html>.

Television:

Guest on: A2 Insight, Ann Arbor, USA, June 2018.

Interviewed on: B92, Belgrade, Serbia, September 2009.

Interviewed on: NTS, Saratov, Russia, March 2006.

Interviewed on: STS, Saratov, Russia, October 2004.

Guest on: "STL Biz" business program. KTEC (PBS Affiliate), Saint Louis, USA, April 2004.

Guest on: "STL Biz" business program. KTEC (PBS Affiliate), Saint Louis, USA, November 2004.

Guest on: "Tweens" news segment. KMDX (NBC Affiliate), Saint Louis, USA, July 2002.

Websites:

"John Branch: Teaching MBA Skills to the Working Executive." <https://www.sseriga.edu/john-branch-teaching-mba-skills-working-executive>

"The 12-Minute Classroom Rule at the University of Michigan." <https://www.helixeducation.com/resources/enrollment-growth-university/12-minute-classroom-rule-university-michigan/>

"Business Professor Builds Classes Like He Builds Cars." <https://www.coursehero.com/heroes/>

"How to Engage Your Students With the 12-Minute Rule and Quizzes They're Meant to Fail." <https://www.edsurge.com/news/2018-11-05-how-to-engage-your-students-with-the-12-minute-rule-and-quizzes-they-re-meant-to-fail>

Interviewed for: best marketing. Zagreb, Croatia, September 2009.

Community Service:**Fund-Raising:**

September 1991 to April 1993

University of New Brunswick
Fredericton, Canada

September 1986 to April 1988

University of Western Ontario
London, Canada

Humanitarian:

June 2007 to June 2008

Habitat for Humanity
Ann Arbor, USA

August 2001 to August 2003

Service First
Saint Louis, USA

August 2001

Easter Seals Relay
Saint Louis, USA

June 2001 to July 2003

Habitat for Humanity
Saint Louis, USA

December 1993 to January 1994

Medecins sans Frontières (Hungary and Ukraine)
Paris, France