

1. Personal Information

Researcher profile: AAE-4254-2022 (ResearcherID)
https://orcid.org/0000-0002-8991-2748 (ORCID)
https://scholar.google.com/citations?user=N1VkJ0iEAAAAJ
Website: https://learners.love
Social media profile: https://www.linkedin.com/in/arasalkis_
E-mail addresses: arasalkis@gmail.com, aras.alkis@tedu.edu.tr
Year of birth: 1982, Nationality: Turkish, Gender: Male

2. Current Academic Position

Lecturer, 09.2024 - 08.2025, Koç University, İstanbul, Türkiye
Assistant Professor of Marketing, 02.2023 - , TED University, Ankara, Türkiye

3. Academic Degrees

- Doctor of Business Administration (PhD, Marketing), 06.2015, Koç University Graduate School of Business, Koç University, İstanbul, Türkiye, (AACSB International, EQUIS and AMBA accredited), Full scholarship
- Master's in Business Administration (MBA, Triple Majors: Management, Marketing, International Business), 04.2007, Crummer Graduate School of Business, Rollins College, Winter Park, Florida, USA, (AACSB, EQUIS and AMBA accredited), Full scholarship
- Bachelor of Science, Major: Mechanical Engineering, 06.2005, Koç University Faculty of Engineering, Koç University, İstanbul, Türkiye, Full scholarship

4. Research Interests

Innovation, dynamic capabilities, crowd-sourcing, connected consumer, managerial capabilities, organizational learning, regulatory focus, self-regulation, search and stability, pricing

5. Teaching Interests

Brand Management, New Product Development, Digital Marketing, Marketing Management

6. Previous Experience

- Lecturer, 12.2019 - 2.2023, Department of Business Administration, Faculty of Economics and Administrative Sciences (FEAS), TED University, Ankara, Türkiye
- Visiting Assistant Professor (Full research focus), 09.2021 - 02.2022, Department of Marketing, IE Business School, IE University, Madrid, Spain
- Instructor (Adjunct), 09.2017 - 12.2019, Department of Business Administration, TED University, Ankara, Türkiye
- Graduate Assistant, 09.2006 - 08.2014
 - Koç University Graduate School of Business, Koç University, İstanbul, Türkiye, 2009 - 2014
 - University of Central Florida Business School, Orlando, FL., USA, 2008 - 2009
 - Crummer Graduate School of Business, Rollins College, Winter Park, FL., USA, 2006 - 2007

7. Languages

Turkish (Native), English (Fluent), Italian (Basic), German (Basic), R (Advanced)

8. Current Research

1. "Strategic Planning Capabilities in the Era of Pro-environment Policies" with İbrahim Ünalımsı
2. "Feeling Safe, Feeling Lucky? How Regulatory Focus Explains Sales Price Response Asymmetry" with Koen Pauwels and Berk Ataman
3. "Temporary vs. Permanent Price Reductions" with Erdem Başçı
4. "Market Learning in New Product Development" with Alexa Burmester
5. "Multi-Method Analyses of Crowdfunding Campaign Success" with Eda Sayın, Yegyu Han and Jeanne Kim

9. Publications

1. Alkış, Aras, 2022, "E-Commerce Purposes and Types from the Perspective of Transaction Cost Economics," In Annmarie Hanlon and Tracy Tuten (Eds.), The SAGE Handbook of Digital Marketing. SAGE Publications Ltd.
2. Alkış, Aras and Tekin Köse, 2022, "Privacy Concerns in Consumer E-Commerce Activities and Response to Social Media Advertising: Empirical Evidence from Europe," Computers in Human Behavior, 137, <https://doi.org/10.1016/j.chb.2022.107412>, Citescore Percentile: 99

10. Conference Presentations and Talks

- Alkış, Aras and Tekin Köse, 2022, January 12, "Privacy Concerns in Consumer E-commerce Participation and Response to Social Media Advertising: Empirical Evidence from Europe," IE Business School Research Seminar Series, Invited Talk, Madrid, Spain
- Alkış, Aras and Tekin Köse, 2022, May 13, "Privacy Concerns in Consumer E-commerce Participation and Response to Social Media Advertising: Empirical Evidence from Europe," The Sixth Anadolu International Conference on Economics
- Alkış, Aras, Koen Pauwels and Berk Ataman, 2019, November 5, "Feeling Safe? How Regulatory Focus Explains the Brand Sales Price Response Asymmetry," Research Seminar, Universidad de los Andes, Bogotá, Colombia
- Alkış, Aras, Koen Pauwels and Berk Ataman, 2019, August 10, "Feeling Safe? How Regulatory Focus Explains the Brand Sales Price Response Asymmetry," American Marketing Association Summer Conference, Chicago, USA
- Alkış, Aras and Koen Pauwels, 2013 July 12, "How Consumer Response To Changing Prices Vary With Regulatory Foci: Loyals vs 'Loyals'," Marketing Science Conference, İstanbul, Türkiye (Presented "Asymmetric Price Elasticities")
- Alkış, Aras and Koen Pauwels, 2012, August 24, "Asymmetric Price Elasticities," Marketing Dynamics Conference, Tilburg, Netherlands
- Alkış, Aras and Koen Pauwels, 2012, "Asymmetric Price Elasticities," EMAC Doctoral Colloquium, Lisbon, Portugal

- Alkış, Aras and Koen Pauwels, 2012, "Asymmetric Price Elasticities," Koç-Özyeğin-Sabancı Marketing Research Camp, İstanbul, Türkiye

11. Professional Affiliations

American Marketing Association, 2015-2016, 2022-2024

British Academy of Management, 2022-2023

12. Research Supervision and Leadership

Department of Business Administration, FEAS, TED University

✓ Senior/ Graduation Projects (Undergraduate, English, Mandatory)

- in Business Administration, BA402
- in Economics, ECON402

✓ Research Methods Courses (Undergraduate, English, Mandatory)

- in Business Administration, BA401
- in Economics, ECON401
- in Political Science and International Relations, PSIR401

13. Teaching

Department of Business Administration, FEAS, TED University

Vertically Integrated Project (VIP200), Elective, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Spring, II, 2023-2024	1	NA	5	NA	

Brand Management (BA464), Elective, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Spring, II, 2023-2024	1	4.87	39	3	7.69%
Spring, II, 2022-2023	1	3.67	46	7	15.22%
Spring, II, 2021-2022	1	5.00	32	6	18.75%
Spring, II, 2021-2022	2	4.89	33	8	24.24%
Spring, II, 2020-2021	1	4.98	50	16	32.00%
Fall, I, 2020-2021	1	4.86	40	14	35.00%
Spring, II, 2019-2020	1	4.90	43	17	39.53%
Fall, I, 2019-2020	1	4.87	10	7	70.00%
Spring, II, 2018-2019	1	4.79	37	22	59.46%

New Product Development (BA462), Elective, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Spring, II, 2023-2024	1	4.88	33	4	12.12%
Fall, I, 2023-2024	1	4.07	40	13	32.50%

Aras Alkış

Spring, II, 2022-2023	1	2.61	45	16	35.56%
Fall, I, 2022-2023	1	4.78	42	13	30.95%
Spring, II, 2021-2022	1	4.42	40	2	5.00%
Spring, II, 2020-2021	1	4.73	47	11	23.40%
Spring, II, 2019-2020	1	4.62	18	12	66.67%

Senior Project and Seminar in Economics (ECON402), Mandatory, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Spring, II, 2022-2023	1	NA	1	NA	

Research Methods (BA401), Mandatory, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Spring, II, 2021-2022	1	5	5	1	20.00%
Spring, II, 2019-2020	1	4.73	28	11	39.29%
Spring, II, 2018-2019	1	4.82	9	6	66.67%
Fall, I, 2018-2019	1	4.06	31	9	29.03%
Summer, III, 2017-2018	1	4.84	7	4	57.14%

Social Media Marketing (BA465), Elective, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Fall, I, 2020-2021	1	4.85	40	15	37.50%
Fall, I, 2019-2020	1	4.43	18	10	55.56%
Fall, I, 2018-2019	1	4.56	15	5	33.33%
Spring, II, 2017-2018	1	4.81	30	13	43.33%
Fall, I, 2017-2018	1	4.47	22	17	77.27%

Principles of Marketing (BA301), Mandatory, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Fall, I, 2023-2024	1	4.98	33	7	21.21%
Fall, I, 2022-2023	1	4.76	49	12	24.49%
Fall, I, 2020-2021	2	4.93	45	22	48.89%
Spring, II, 2019-2020	1	4.92	41	12	29.27%
Fall, I, 2019-2020	3	4.77	29	19	65.52%

Production and Operations Management (BA305), Mandatory, 100% English, On-campus

Semester	Section	Rating	Class size	Evaluated by	%
Fall, I, 2017-2018	1	4.63	31	21	67.74%

Eğitim Kurumları için Dijital Pazarlama (MEI505), Elective, 100% Turkish, Online

Semester	Section	Rating	Class size	Evaluated by	%
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Fall, I, 2020-2021	1	4.89	14	10	71.43%
<i>Senior Project and Seminar in Business Administration (BA402), Mandatory, 100% English, On-campus</i>					
Semester	Section	Rating	Class size	Evaluated by	
Spring, II, 2018-2019	1	4.81	5	3	60.00%
Spring, II, 2017-2018	4	3.81	5	3	60.00%
Spring, II, 2017-2018	5	3.78	2	1	50.00%
Fall, I, 2017-2018	3	4.67	3	3	100.00%
10 Courses		4.62	1063	375	35.28%

- Summer Practice I, BA300 (10 semesters)
- Summer Practice II, BA400 (15 semesters)

I was a guest professor for new product development in a professional doctorate degree session, IE Business School, 2022, December 8.

Teaching Innovations: I developed <https://learners.love> to stream videos during the pandemic, and used as an active learning platform in 2023 Fall and 2024 Spring. BA462 a Coursera integrated pilot course in 2023 Spring. VIP200 is the first application of Vertically Integrated Projects course and a pilot course in 2024 Spring.

14. Service

To university

- Student Club Advisor, Model United Nations (MUN) at TED University, 2022-2023, 2023-2024
- New course design: Digital Marketing for Education Institutions (MEI505, Fall 2020-2021) and contributed to Business Data Analytics (BA417, Fall 2022-2023), Marketing Management for Executive MBA (BA5XX, Fall 202X)
- First time opened courses: Social Media Marketing (BA465, Fall 2017-2018), Brand Management (BA464, Spring 2018-2019) and New Product Development (BA462, Spring 2019-2020).
- Member, TED University Master of Science in Marketing Curriculum Committee, Spring 2021-2022
- Member, TED University Higher Nationals Certificate/ Diploma (HNC/ HND) Steering Committee, Spring 2021-2022
- Quality Nominee and Academic Board Member, Pearson Business and Technology Education Council (BTEC) Higher Nationals Certificate/ Diploma (HNC/ HND), Department of Business Administration, TED University (September 2019-2020 - September 2020-2021)
- Institutional Communications Framework Design (KGP-A-PR03-Marka ve İletişim) Committee Member, TED University, March - June, 2020
- Internship Coordinator at the Department of Business Administration, TED University, 2019 -
- Member, Research Committee, Faculty of Economics and Administrative Sciences, TED University, 2017 - 2019
- Member, Social Media Committee, Faculty of Economics and Administrative Sciences, TED University, 2017 - 2019

To professional organizations

- Referee, American Marketing Association Summer Conference, 2019, 2020, 2022, 2023
- Referee, American Marketing Association Winter Conference, 2021, 2022, 2024

- Referee, Journal of Retailing and Consumer Services, 2022, 2023, 2024
- Referee, Journal of Business Research, 2020, 2021, 2023
- Referee, Central Bank Review, 2022
- Referee, ISMD Conference, Resilience, 2021

15. Other Experience

- Designer, Developer and Owner, <https://nyttsvara.com>, 2024
- Designer, Developer and Owner, <https://leanbrands.org>, 2024
- Non-executive Member, Board of Directors, SEM Transformatör A.Ş., Ankara, Türkiye, 2020
- Designer, Developer and Owner, <https://learners.love>, 2020
- Designer, Developer and Owner, <https://fastpredict.com>, 2015
- Consultant, SEM Transformatör A.Ş. for strategic investments in engineering design and business development in Norway and Finland. 09.2013 - 09.2015
- PhD First year, University of Central Florida Business School, Orlando, FL., USA, 08.2008 - 06.2009
- MBA Intern, Bright House Networks Florida Group Office, Orlando, FL., USA, 01.2007 - 08.2007
- MBA Exchange, Växjö Universitet (now Linnaeus University), Växjö, Sweden, Summer 2006
- Recognition of Leadership Awards, Crummer Graduate School of Business, 2006, 2007
- Disney Style Leadership Development Program Participant, Disney Institute, 2006
- Team Member, MBA Consulting Practicum: Electronic Arts (EA) Studio Tiburon, FL. USA, 2006
- Volunteer, Junior Achievement, Orlando, FL., USA, 2005
- "A Leader in Social Life" Commencement Recognition, 2005
- Marketing Intern, Volkswagen-Doğuş Finance Europcar Fleet Services A.Ş., İstanbul, Türkiye, 2004
- Intern at the Investments Department, Aygaz A.Ş., İstanbul, Türkiye, 2004, Engineering Intern at Manufacturing Plants, Arçelik A.Ş., Ankara, Türkiye, 2003; Ford Otosan A.Ş., Kocaeli, Türkiye 2003
- President of Koç University Media Club, 2004 - 2005; DJ at Radio Koç, 2000 - 2005
- Residence Assistant at Koç University Dormitories, 2004 - 2005
- Member of the Koç University Rowing Crew, 2003 - 2004
- Koç University Student Council Member, 2003 - 2004, Koç University Student Mentor, 2002 - 2004

16. Career Breaks

- I developed <https://fastpredict.com> as a social initiative, an online infrastructure to democratize data-driven decision making while traveling in Europe and the United States. 2016 - 2017

17. References

1. Koen Pauwels, Distinguished Professor of Marketing, Northeastern University, Boston, MA, USA
President of the Academic Council of the American Marketing Association, (2022 - 2023)
Doctorate degree from University of California in Los Angeles (UCLA), Los Angeles, California, USA
PhD co-advisor and co-author, k.pauwels@northeastern.edu
2. İbrahim Ünalmiş, Professor of Economics, Bahçeşehir University, İstanbul, Türkiye
Director, Finance Research Center, Bahçeşehir University
Doctorate degree from University of York, York, United Kingdom
Previous Head of Department of Business Administration at TEDU and co-author,
ibrahim.unalmis@ou.bau.edu.tr
3. Berk Ataman, Associate Professor of Marketing, Özyeğin University, İstanbul, Türkiye
Doctorate degree from Tilburg University, Tilburg, the Netherlands
PhD co-advisor and co-author, berk.ataman@ozyegin.edu.tr
4. Tekin Köse, Lecturer, University of Brighton
Research Fellow, University of Aberdeen
Doctorate degree from University of Pittsburgh, Pittsburgh, USA
Co-author, tekin.kose@abdn.ac.uk

18. Doctoral Coursework (Reverse Temporal Order)

Department (University)	Course Name	Scholar	Degree from
18. Economics (Koç University)	Experimental economics	Seda Ertaç	University of California, Los Angeles (UCLA)
17. Business Administration (Özyeğin University)	Econometric and time series analysis in marketing	Koen Pauwels	UCLA
16. Business Administration (Koç University)	Independent study	Berk Ataman	Tilburg University
15. Business Administration (Özyeğin University)	Strategy	Erik den Hartigh	Erasmus Universiteit Rotterdam (Erasmus University Rotterdam)
14. Business Administration (Özyeğin University)	Addressing marketing problems with empirical research	Koen Pauwels	UCLA
13. Business Administration (Koç University)	Selected topics in marketing: Survey methodology	Rik Pieters	Universiteit Leiden (University of Leiden)
12. Business Administration (Koç University)	Quantitative seminar in marketing II	Skander Esseghaier	Columbia University, New York
11. Business Administration (Koç University)	Applied multivariate statistics	Skander Esseghaier	Columbia University, New York
10. Economics (Koç University)	Graduate level time series econometrics	Mika Meitz	Handelshögskolan i Stockholm (Stockholm School of Economics)
9. Business Administration (Koç University)	Research methods in business	Stefan Wuyts	Erasmus University Rotterdam
8. Business Administration (Koç University)	Behavioral seminar in marketing I	Zeynep Gurhan-Canlı	New York University (NYU)
7. Economics (Koç University)	Macroeconomics II (Non-credit)	Sumru Altuğ	Carnegie-Mellon University
6. Economics (Koç University)	Graduate level econometrics II	Mika Meitz	Stockholm School of Economics
5. Business Administration (Koç University)	Quantitative seminar in marketing I	Skander Esseghaier	Columbia University, NY
4. Business Administration (Koç University)	Marketing strategy	Ayşegül Özsoyer	Michigan State University
3. Economics (Koç University)	Economics of information and contracts	Levent Koçkesen	NYU
2. Business Administration (Koç University)	Behavioral seminar in marketing II	Serdar Sayman	University of Pennsylvania
1. Economics (Koç University)	Graduate level microeconomics I	Özgür Yılmaz	University of Rochester