

## **Aaron J. Barnes, Ph.D.**

Johnson Assistant Professor of Marketing  
College of Business  
University of Louisville  
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### **Education**

- |           |  |
|-----------|--|
| 2014-2020 | <b>University of Illinois, Gies College of Business</b><br><i>Ph.D., Business Administration, 2020</i> |
| 2013-2014 | <b>New York University</b><br><i>Courses taken toward the M.A. in Psychology</i>                       |
| 2008-2012 | <b>Indiana University, Kelley School of Business</b><br><i>B.S., Marketing (with Honors), 2012</i>     |

### **Professional Appointments**

- |              |   |
|--------------|---|
| 2023-Present | LaDonna and Charlie Johnson Assistant Professor of Marketing<br>University of Louisville, College of Business |
| 2020-2023    | Assistant Professor of Marketing<br>University of Louisville, College of Business                             |

### **Honors & Awards**

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|------|---|
| 2024 | <a href="#"><u>Dr. Ilana Shanks Emerging Scholar Award</u></a><br>The PhD Project     |
| 2024 | Student Champion<br>University of Louisville  |
| 2023 | Gerald & Jacqueline W. Nichols Research Excellence Award<br>University of Louisville  |
| 2022 | College of Business Research Incentive Grantee (\$10,000)<br>University of Louisville |
| 2021 | Faculty Favorite<br>University of Louisville  |
| 2021 | Student Champion<br>University of Louisville  |

2019	Dissertation Award, Cross-Cultural Track ACR/Sheth Foundation
2015, 2019	State Farm Foundation Fellow State Farm Foundation
2018, 2019	Academic & Community Engagement Excellence University of Illinois
2014-2019	Graduate College Distinguished Fellow University of Illinois
2018	Stellner Graduate Research Award University of Illinois
2018	Baruch-PhD Project Research Symposium (presenter) CUNY-Baruch College
2018	Robert Mittelstaedt Symposium (presenter) University of Nebraska-Lincoln
2017-2018	Best Doctoral Student Teacher University of Illinois, Gies College of Business
2014-2018	John M. Jones Fellow University of Illinois
2017	Incomplete List of Excellent Teachers University of Illinois
2017	Best Discussant, Albert Haring Symposium Indiana University
2016-2017	Dr. Avinish Chaturvedi Memorial Student Ambassador Award in Mtkg University of Illinois
2016	Robert Ferber Award University of Illinois
2016	Valuing Diversity Ph.D. Scholarship American Marketing Association
2016	Best Paper Award Brands and Brand Relationships Conference
2016	Robert Mittelstaedt Symposium (discussant) University of Nebraska-Lincoln
2014	Melvin and Patricia Stith Transition Grantee The PhD Project

2014

Outstanding Scholar  
 Summer Pre-Doctoral Institute, University of Illinois

## Publications

- Uduehi, Esther and Aaron J. Barnes (forthcoming), “The Minority Ownership Awareness Effect: When Promoting Minority Ownership Increases Brand Evaluations,” *Journal of Marketing*.
  - Invited feature in *JM Buzz Podcast*
- Barnes, Aaron J., Yuanyuan Zhang<sup>+</sup>, and Ana Valenzuela (2024), “AI & Culture: Culturally dependent responses to AI systems,” *Current Opinion in Psychology*.  
<https://doi.org/10.1016/j.copsy.2024.101838>
- Barnes, Aaron J. and Tiffany White (2024), “The Accessor Effect: How (and for Whom) Renters’ Lack of Perceived Brand Commitment Dilutes Brand Image,” *Journal of the Academy of Marketing Science*, 52(4): 1069-85. <http://dx.doi.org/10.1007/s11747-024-01006-z>
  - Featured in [Univ. of Illinois News](#), [Phys.org](#), [Scienmag](#), [Mirage News](#)
- Barnes, Aaron J. and Sharon Shavitt (2024), “In What Ways Do Accessible Attitudes Ease Decision Making? Examining the Reproducibility of Accessibility Effects Across Cultural Contexts,” *Journal of Personality and Social Psychology*, 126(6): 1036–1051.  
<http://dx.doi.org/10.1037/pspa0000363>
  - Featured in [Kudos](#)
- Barnes, Aaron J. and Sharon Shavitt (2024), “Top Rated or Best Seller? Culture Influences Responses to Attitudinal versus Behavioral Consensus Cues,” *Journal of Consumer Research*, 51(2): 276-297. <https://doi.org/10.1093/jcr/ucad074>
  - Featured in [Opinion Science](#), [JCR Blog](#), [Character & Context](#), & [Ariyh](#)
- Shavitt, Sharon, and Aaron J. Barnes (2020). "Culture and the Consumer Journey," *Journal of Retailing*, 96(1): 40-54. <https://doi.org/10.1016/j.jretai.2019.11.009>
  - $p$ -index = .91<sup>^</sup>
  - Featured in [Forbes](#) & [Retail Touch Points](#)
- Shavitt, Sharon and Aaron J. Barnes (2019). “Cross-Cultural Consumer Psychology,” *Consumer Psychology Review*, 2(1), 70-84. <https://doi.org/10.1002/arcp.1047>
  - $p$ -index = .50<sup>^</sup>
- Shavitt, Sharon, Hyewon Cho, and Aaron J. Barnes (2019). “Culture and Consumer Behavior,” In Shinobu Kitayama, Dov Cohen (Ed.), *Handbook of Cultural Psychology* (2nd Edition). New York: Guilford Press.
- Xiao, Bangming, Minxue Huang, and Aaron J. Barnes (2015). Network Closure Among Sellers and Buyers in Social Commerce Community, *Electronic Commerce Research and Applications*, 14(6), 641-653. <http://doi.org/10.1016/j.elerap.2015.10.001>
  - $p$ -index = .47<sup>^</sup>

<sup>+</sup>Denotes a current or former graduate student

<sup>^</sup>[the citation percentile rank of an article relative to other articles published the same year by the same journal](#)

## Other Publications

- Barnes, Aaron J. and Lee Dorsey (2024), “How Doe-Anderson Brought Multicultural Marketing Into the College Classroom,” *AdWeek*.

## Work in Progress

- Barnes, Aaron J., Srinwanti H. Chaudhury+, Doreen Shen+, Jennifer Stoner, and Carlos J. Torelli, “A Good Cry or Gratifying Revenge? The Effects of Culture and Mixed Emotions on Movie Choice,” revising for 2nd-round review at *Journal of Consumer Psychology*.
- Barnes, Aaron J., Hao Shen, and Sharon Shavitt, “Maturity and Cultural Differences in Attitude Expression When Others Disagree,” preparing for submission to *Psychological Science*.
- Barnes, Aaron J., Ana Valenzuela, and Yuanyuan Zhang+, “AI Recommendation Precision.” Data collection in progress.
- Barnes, Aaron J. and Ann Kronrod, “Which Verbs are More Persuasive?” Data collection in progress.
- Barnes, Aaron J., Lorenzo Cecutti+, and Wendy De La Rosa, “Delayed Loan Repayment”
- Zhang, Yuanyuan+ and Aaron J. Barnes, “Information Disclosure.” Data collection in progress.
- Barnes, Aaron J., Lidan Xu, and Esther Uduehi, “Calling All Creators.” Data collection in progress.
- Jenkins, Michael+, Felipe M. Affonso, Aaron J. Barnes, and Ryan Elder, “Imperfect Logos.” Data collection in progress.
- Barnes, Aaron J., “Accessibility of Others’ Attitudes.” Data collection in progress.

## Presentations

- Room for Agency, Room for Error: The Effects of Minority Ownership Labels on Perceived Agency and Brand Evaluations. (Coauthor E. Uduehi). Race in the Marketplace Conference (accepted for 2025).
- When Promoting Minority Ownership Awareness Improves Brand Evaluations. (Coauthor E. Uduehi). University of Wisconsin (2024).
- Sheep with a Shepherd? When AI Recommendation Precision Improves Acceptance. (Coauthors A. Valenzuela and Y. Zhang). Association for Consumer Research Conference (2024).
- When Promoting Minority Ownership Awareness Improves Brand Evaluations. (Coauthor E. Uduehi). University of Louisville (2024).
- Room for Error: The Effects of Minority Ownership Labels on Brand Evaluations. (Coauthor E. Uduehi). American Marketing Association Consumer Behavior Special Interest Group Conference (2024).
- The Accessor Effect: How (and for whom) Renters’ Lack of Perceived Brand Commitment Dilutes Brand Image. (Coauthor: T. B. White). CB-CLIK Conference (2024).
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). [Nova School of Business and Economics](#) (2024).

- Room for Error: The Effects of Minority Ownership Labels on Brand Evaluations. (Coauthor E. Uduehi). Society for Consumer Psychology Conference (2024).
- A Good Cry or Gratifying Revenge? The Effects of Culture and Mixed Emotions on Movie Choice. (Coauthors: S. Chaudhury, J. Shen, J. Stoner, and C. J. Torelli). Society for Consumer Psychology Conference (2024).
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). Wayne State University (2024).
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). University of Toronto (2023).
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). [Bocconi University](#) (2023)
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). [ESADE Ramon Llull University](#) (2023).
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). CB-CLIK Conference (2023).
- Room for Agency, Room for Error: The Effects of Minority Ownership Labels on Perceived Agency and Brand Evaluations. (Coauthor E. Uduehi). Society for Consumer Psychology Conference (2023).
- Room for Agency, Room for Error: The Effects of Minority Ownership Labels on Perceived Agency and Brand Evaluations. (Coauthor E. Uduehi). American Marketing Association Winter Conference (2023).
- Top Rated or Best Seller? Cultural Differences in Responses to Attitudinal versus Behavioral Consensus Cues. (Coauthor S. Shavitt). University of Wisconsin (2023).
- When Sharing Isn't Caring: Unintended Consequences of Access Offers on Consumer Brand Reactions. (Coauthor T. B. White). University of Louisville (2021).
- Do Mature People Share Their Attitudes? Cultural Differences in Attitude Expression When Others Disagree. (Coauthors H. Shen and S. Shavitt). Association for Consumer Research Conference (2020).
- A Good Cry or A Gratifying Revenge? Desired Mixed Emotional Experience in Movie Consumption Across Cultures. (Coauthors: J. Shen, J. Stoner, and C. J. Torelli). Association for Consumer Research (2020).
- Are All Consensus Cues Equal? (Coauthor S. Shavitt). Society for Consumer Psychology (2020).
- When Good Deeds Last Forever: Motivated Temporal Expansion of Brand Activism (Coauthor S. Dago-Jack). Society for Consumer Psychology (2020).
- Do Mature People Share Their Attitudes? Cultural Differences in Attitude Expression When Others Disagree. (Coauthors H. Shen and S. Shavitt). Society for Personality and Social Psychology Conference (2020).
- When Good Deeds Last Forever: Motivated Temporal Expansion of Brand Activism (Coauthor S. Dago-Jack). Future of Brands Conference (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). New York University (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). Stony Brook University (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). University of Texas Austin (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). Indiana University (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). University of Colorado Boulder (2019).

- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). University of Louisville (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). University of Illinois Chicago (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). American Marketing Association Consumer Behavior Special Interest Group Conference (2019).
- Wanting a “Good Cry”: Cultural Differences in Expected Emotion Consumption from Movie Genres. (Coauthors: J. Shen, J. Stoner, and C. J. Torelli). American Marketing Association Consumer Behavior Special Interest Group Conference (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). ISMS Marketing Science Conference (2019).
- You Can’t Rent with Us: Communal-Brand Connection and Access Offers. (Coauthor T. B. White). American Marketing Association Winter Conference (2019).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). Association for Consumer Research Conference (2018). Session organizer and chair.
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). Society for Personality and Social Psychology (2018).
- All Consensus Cues Are Not Equal: Why Others’ Actions Don’t Speak to Us. (Coauthor S. Shavitt). PhD Project – Baruch College Research Symposium (2018).
- All Consensus Cues Are Not Equal: Why Others’ Actions Don’t Speak to Us. (Coauthor S. Shavitt). American Marketing Association Winter Conference (2018).
- I Don’t Care if You’re Committed, But “We” Do: How Group Brand Connections Affect Access-Based Brand Extension Evaluations. (Coauthor T.B. White). ACR (2017).
- Wanting a “Good Cry”: Cultural Differences in Desirable Emotions at the Movies. (Coauthors: P. Lahoud and C. J. Torelli). Society for Consumer Psychology Boutique Conference (2017).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). Association for Consumer Research Conference (2016).
- Evaluating Access-based Brand Extensions: The Role of Perceived Commitment. (Coauthor: T. B. White). Association for Consumer Research (2016).
- When Causes License Indulgence. (Coauthor M. Koo). Association for Consumer Research Conference (2016).
- When Causes License Indulgence. (Coauthor M. Koo). American Marketing Association Summer Conference (2016).
- Evaluating Access-based Brand Extensions: The Role of Perceived Commitment. (Coauthor: T. B. White). Brands and Brand Relationships Conference (2016).
- Deny the Voice Inside: Accessible Attitudes Can Impair Choice and Reduce Word-of-Mouth in Social Contexts (Coauthor S. Shavitt). Society for Personality and Social Psychology (2016).

## Courses Taught

Spring 2024	Multiculturalism in the Marketplace, University of Louisville College of Business
Fall 2022	Market Intelligence and Customer Insight, University of Louisville College of Business
Spring 2022	Principles of Marketing, University of Louisville College of Business
Spring 2022	Market Intelligence and Customer Insight, University of Louisville College of Business
Spring 2021	Market Intelligence and Customer Insight, University of Louisville College of Business
Fall 2020	Principles of Marketing, University of Louisville College of Business
Fall 2017	Marketing Research, University of Illinois Gies College of Business

## Master Thesis Service

- Aiko Jones, University of Louisville, Communications (2023)
- Elyssa Smith, University of Louisville, Communications (2022)

## Professional Affiliations

- American Marketing Association
- Association for Consumer Research
- Society for Consumer Psychology
- Society for Personality and Social Psychology
- The PhD Project
- The Tenure Project

## Professional Activities

- Ad Hoc Reviewer *Journal of the Academy of Marketing Science*
- Ad Hoc Reviewer *Journal of Consumer Behaviour*
- Ad Hoc Reviewer *Journal of Consumer Psychology*
- Ad Hoc Reviewer *Journal of Consumer Research*
- Ad Hoc Reviewer *Journal of Cross-Cultural Psychology*
- Ad Hoc Reviewer *Journal of Public Policy & Marketing*
- Ad Hoc Reviewer *Journal of Retailing*
- Ad Hoc Reviewer *Psychological Bulletin*
- Ad Hoc Reviewer *Service Science*

## Service

- Society for Consumer Psychology Boutique Conference 2025 Co-Chair
- Faculty Advisor for PhD Project Marketing Doctoral Student Association 2024-present
- AMA Consumer Behavior Special Interest Group Conference Ad Hoc Reviewer 2024
- Panelist for PhD Project's Marketing Doctoral Student Association Conference 2018, 2021, 2024
- AMA/John A. Howard Dissertation Award Committee 2023-present
- AMA Winter Conference Ad Hoc Reviewer 2017-present
- Society for Consumer Psychology Conference Ad Hoc Reviewer 2016-present
- Association for Consumer Research Conference Ad Hoc Reviewer 2015-present
- VP of Finance and Development, AMA Consumer Behavior Special Interest Group 2021-2024
- Academy of Marketing Science Conference Ad Hoc Reviewer 2021
- ACR/Sheth Foundation Dissertation Award Review Committee 2021
- American Marketing Association 2030 Taskforce 2021
- Association for Consumer Research Student Volunteer Coordinator 2018

## Other Service

- Cofounder [BEATS Week](#), University of Louisville 2023-present
- Member Black Male Initiative Wise Council, University of Louisville 2021-present
- Judge Russell Technology Business Incubator Pitch Competition, [AMPED](#) 2024

## Media Commentary/Mentions

- [OPINION: Only 6% of professors in the U.S. are Black. This doesn't discourage my passion to teach](#) (2024), The Louisville Cardinal
- [Marketing strategies that seem to get millennials, Gen Z all the time](#) (2023), Arirang News
- [The consequences of hate speech](#) (2022), Louisville Public Media
- [Television ad demanding justice for Breonna Taylor broadcast to Louisville homes](#) (2020), Wave3 News

## Professional Experience

- **Advisor**, *Ruggable, Los Angeles, CA, 2020-present*
- **Founder and Owner**, *Dapper Black Box, Champaign, IL, 2015-2019*
- **Market Research Associate (full-time)**, *Workforce Professionals Training Institute, New York, NY, 2012-2014*