

MARTIN REIMANN

University of Arizona
Eller College of Management, Department of Marketing, 1130 E Helen St, Tucson, Arizona 85721
reimann@arizona.edu | (520) 626-0993
<https://marketing.eller.arizona.edu/people/martin-reimann> | <https://www.martinreimann.com>
Citizenships: German (born) and American (naturalized)

EDUCATION

2013 PhD, Psychology, University of Southern California
(Title: Reinforcer substitution; Advisors: Antoine Bechara and Debbie MacInnis)
2011 MA, Psychology, University of Southern California
2009 Habilitation, Marketing, Technische Universität Freiberg
(Advisors: Margit Enke and Christian Homburg)
2008 Postdoc, Psychology, Stanford University
2005 Dr. rer. pol., Marketing, summa cum laude, Technische Universität Freiberg
(Advisor: Margit Enke)
2003 Diplom-Kaufmann, HHL—Leipzig Graduate School of Management
2001 Vordiplom, Universität Passau

CURRENT ACADEMIC EMPLOYMENT & POSITIONS

2019- Associate Professor, Marketing (with tenure), University of Arizona
2021- Associate Professor, Psychology (courtesy), University of Arizona
2021- Associate Professor, Veterinary Medicine (joint), University of Arizona
2019- Associate Professor, Cognitive Science (courtesy), University of Arizona
2023- External Faculty Affiliate, [IRiSS, Stanford University](#)
2022- Distinguished Visiting Professor, Marketing, [Tecnológico de Monterrey](#)

PREVIOUS ACADEMIC EMPLOYMENT & POSITIONS

2013-2019 Assistant Professor, Marketing, University of Arizona
Assistant Professor, Cognitive Science (courtesy), University of Arizona
2010-2012 W3 Professor, Marketing, Otto von Guericke Universität Magdeburg
2009-2022 Visiting Professor, Marketing, Tecnológico de Monterrey
2008-2013 Graduate Research Fellow, Psychology, University of Southern California
2007-2008 Postdoctoral Fellow, Psychology, Stanford University
2006-2007 Professor, Marketing, Tecnológico de Monterrey
2005-2011 Lecturer, Marketing, Technische Universität München
2003-2005 Lecturer, Marketing, Technische Universität Freiberg

HONORS & AWARDS

2023 Scholarship, DARPA program "Reimagining the Future of AI for National Security"
2023-2024 Faculty Award, Research Leadership Institute, University of Arizona
2023- External Faculty Affiliate, IRiSS, Stanford University
2021-2023 McClelland Faculty Fellowship Award, University of Arizona
2022 Faculty of Excellence Award, Tecnológico de Monterrey
2018 Dean's Research Award, Eller College of Management, University of Arizona
2018 Best Paper of the Year Award, International Social Cognition Network
2017 Best 20 Psychologists 40 & Under, thebestschools.org
2016 Marketing Science Institute Research Grant Award
2013 Outstanding Contribution to the Journal of Consumer Psychology Award
2013 Consumer Behavior Rising Star Award, American Marketing Association
2013 Young Leader, Atlantik-Brücke

2014-2016	Board of the Association for Consumer Research Award for Consumer Neuroscience
2008-2013	Graduate Merit & Research Fellowship, University of Southern California
2011	Young Contributor Award, Society for Consumer Psychology
2011	M. Wayne Delozier Award, Academy of Marketing Science
2008	William R. Darden Award, Academy of Marketing Science
2008, 2009, 2012	Best Conference Paper Awards, American Marketing Association
2003	Altstipendiat, Konrad-Adenauer-Stiftung
2001-2003	Graduate Merit Fellowship, HHL—Leipzig Graduate School of Management
2001-2003	Graduate Merit Fellowship, Konrad-Adenauer-Stiftung

SELECTED PROFESSIONAL SERVICE & OUTREACH

Editorships:

Journal of Experimental Psychology: Applied (consulting editor, 2020-2023)
 Journal of the Association for Consumer Research (guest editor, 2019-2021)
 Frontiers in Psychology (special issue editor, 2012-2013)
 Journal of Neuroscience, Psychology, and Economics (founding editor, 2007-2010)

Editorial review board member and advisory board member:

Journal of the Academy of Marketing Science (2023-2024)
 Journal of Experimental Psychology: Applied (2020-2023)
 Society for Consumer Psychology (2012-2015; 2018-2019)
 Journal of Neuroscience, Psychology, and Economics (2007-2010)

Ad hoc referee:

General science: Proceedings of the National Academy of Sciences.
Marketing: Journal of Consumer Research, Journal of Consumer Psychology, Journal of Marketing Research, Journal of the Academy of Marketing Science, Journal of the Association for Consumer Research, International Journal of Research in Marketing.
Psychology: Journal of Experimental Psychology: Applied, Journal of Experimental Psychology: General, Journal of Personality and Social Psychology, Emotion.
Neuroscience: Human Brain Mapping, Nature Neuroscience, Neuroscience & Biobehavioral Reviews, Neuroscience Letters.

Conference program committee member/referee:

Association for Consumer Research Annual Conferences, Society for Consumer Psychology Annual Conferences, American Marketing Association Summer/Winter Conferences.

Conference organizing:

1. Reimann, Martin, Christopher Cascio, Hang-Yee Chan, John Clithero, Adam Craig, Alex Genevsky, William Hedgcock, Ming Hsu, Hilke Plassmann, Nicolette Sullivan, Vinod Venkatraman, and Zhihao Zhang, (2023), **Sixth ACR Pre-conference workshop** on “Feelings and emotions from marketing stimuli: How consumer neuroscience can shed light on underlying neurophysiological processes of consumption”, *Association for Consumer Research Annual Conference*, Seattle, Washington, October 26-29, 2023. **Role: Chair.**
2. Gardner, Meryl P., Ainslie E. Schultz, ..., and Martin Reimann (2023), **ACR Roundtable** on “Emerging technologies and consumer well-being: Peril and promise”, *Association for Consumer Research Annual Conference*, Seattle, Washington, October 26-29, 2023. **Role: Panelist.**
3. Carmon, Ziv, Paulo Albuquerque, Joel Huber, Don Lehmann, Jackie Silverman, Jeffrey Parker, ..., and Martin Reimann, ... (2023), **12th Triennale Choice Symposium Workshop** on “Impact of repetition on measurement

and choice,” *Choice Symposium*, INSEAD, Fontainebleau, France. August 9-12, 2023. **Role: Workshop member.**

4. Hedgcock, William and Martin Reimann (2022), **Fifth ACR Pre-conference workshop** on “Fifteen years of neuroscientific consumer research: A retrospective and future outlook,” *Association for Consumer Research Annual Conference*, Denver, Colorado, October 28-31, 2022. Presenters: Chris Cascio, Hang-Yee Chan, Adam Craig, Alex Genevsky, William Hedgcock, Ming Hsu, Martin Reimann, Caleb Warren, and Judith Zaichkowsky. **Role: Co-chair.**
5. Wu, Freeman and Martin Reimann (2021), **ACR Knowledge forum** on “Beyond beauty: How can aesthetics and design be leveraged to enhance consumer and societal wellbeing?,” *Association for Consumer Research Annual Conference*, Seattle, Washington, October 28-31, 2021. Participants: Luca Cian, Xiaoyan Deng, Linda Hagen, Henrik Hagtvedt, Kelly Herd, Yuwei Jiang, Page Moreau, Vanessa M. Patrick, Laura Peracchio, Adriana Samper, Maura Scott, Julio Sevilla, and Claudia Townsend. **Role: Co-chair.**
6. Williams, Patti, Shailendra P. Jain, Eric Yorkston, Ashley Angulo, Evan Weingarten, and Martin Reimann (2021), **SCP Info session** on “The post-doc perspective: Broadening your academic horizons and gaining additional skills,” *Society for Consumer Psychology*, Virtual, June 25, 2021. **Role: Panelist.**
7. Reimann, Martin and Freeman Wu (2020), **ACR Social mixer** on “Aesthetics and product design,” *Association for Consumer Research Annual Conference*, Virtual, October 1, 2020. Participants: Luca Cian, Xiaoyan Deng, Linda Hagen, Henrik Hagtvedt, Kelly Herd, Yuwei Jiang, Page Moreau, Vanessa M. Patrick, Laura Peracchio, Adriana Samper, Maura Scott, Julio Sevilla, and Claudia Townsend. **Role: Co-chair.**
8. Reimann, Martin, Adam Craig, William Hedgcock, and Hilke Plassmann (2020), **Fourth ACR Pre-conference workshop** on “Consumer neuroscience: New knowledge on the role of neurophysiology in consumer behavior,” *Association for Consumer Research Annual Conference*, Virtual, October 1, 2020. **Role: Co-chair.**
9. Warren, Caleb and Martin Reimann (2020), **ACR Special session** on “Coolness: Identifying what makes people, products, and brands cool,” *Association for Consumer Research Annual Conference*, Paris, France, October 1-4, 2020. Participants: Todd Pezzuti, Gratiana Pol, Eden Yin, Gerard Tellis, Alessandro Biraglia, J. Josko Brakus, Caleb Warren, Martin Reimann. **Role: Co-chair.**
10. López, Alberto, Raquel Castaño, and Martin Reimann (2019), **JCR Session** on “Metaphorically transgressing the brand relationship,” *JCR Future-of-Brands Conference*, New York, New York, December 5-7, 2019. **Role: Co-chair.**
11. Jain, Shelly, Martin Reimann, and Anika Stuppy (2019), **SCP Boutique conference** on “The psychology of consumer addiction,” *Society for Consumer Psychology Annual Conference*, Seattle, Washington, August 23-24, 2019. **Role: Co-chair.**
12. Reimann, Martin and William Hedgcock (2018), **Third ACR Pre-conference workshop** on “Consumer neuroscience,” *Association for Consumer Research Annual Conference*, Dallas, Texas, October 11-13, 2018. Facilitators: Moran Cerf, Alex Genevsky, Angelika Dimoka, Hilke Plassmann, Ale Smidts, and Carolyn Yoon. **Role: Co-chair.**
13. López, Alberto, Martin Reimann, and Raquel Castaño (2018), **ACR Special session** on “The positive and negative effects of brand transgressions on brand relationships,” *Association for Consumer Research Annual Conference*, Dallas, Texas, October 11-13, 2018. Participants: Eileen Fischer, Pamela E. Grimm, Wayne D. Hoyer, Andrea Kähr, Harley Kromer, Bettina Nyffenegger, Luciana Velloso, and Jennifer Wiggan. **Role: Co-chair.**
14. Cao, C. Clark and Martin Reimann (2017), **ACR Special session** on “New insights on the role of aesthetics in consumer behavior,” *Association for Consumer Research Annual Conference*, San Diego, California, October 26-29, 2017. **Role: Co-chair.**

15. Reimann, Martin, William Hedgcock, and Adam Craig (2017), **Second ACR Pre-conference workshop and roundtable** on “Consumer neuroscience: How neuroimaging informs consumer behavior theory and vice versa,” *Association for Consumer Research Annual Conference*, San Diego, California, October 26-29, 2017. Facilitators: Moran Cerf, Alex Genevsky, Angelika Dimoka, Hilke Plassmann, Ale Smidts, and Carolyn Yoon. **Role: Co-chair.**
16. Hedgcock, William and Martin Reimann (2017), **AMA Session** on “Market research methods and innovative research approaches,” *American Marketing Association Summer Conference*, San Francisco, California, August 4-6, 2017. **Role: Co-chair.**
17. Reimann, Martin, William Hedgcock, and Adam Craig (2016), **First ACR Pre-conference workshop and ACR Roundtable** on “Consumer neuroscience: Conceptual, methodological, and substantive opportunities for collaboration at the interface of consumer research and functional neuroimaging,” *Association for Consumer Research Annual Conference*, Berlin, Germany, October 27-29, 2016. Facilitators: Maarten Boksem, Raquel Castaño, Moran Cerf, Angelika Dimoka, Ming Hsu, Hilke Plassmann, Akshay Rao, Ale Smidts, and Carolyn Yoon. **Role: Founder and co-chair.**
18. Reimann, Martin and Ossama Elshiewy (2016), **ACR Special session** on “Contemporary issues in consumer food choice,” *Association for Consumer Research Annual Conference*, Berlin, Germany, October 27-30, 2016. Participants: Yasemin Boztug, Tim Doering, Steffen Jahn, and Kristen Lane. **Role: Co-chair.**
19. Reimann, Martin (2013), **ACR Special session** on “Transformatory consumer neuroscience,” *Association for Consumer Research Annual Conference*, Chicago, Illinois, October 3-6, 2013. Participants: Brian K. Koestner, William Hedgcock, Kameko Halfmann, Natalie L. Denburg, Li Ju, Laurette Dubé, Ming Hsu, Deborah MacInnis, and Antoine Bechara. **Role: Chair.**
20. Reimann, Martin (2011), **ACR Roundtable** on “Embodiment in consumer judgment and decision-making: Behavioral, psychological, and neural perspectives,” *Association for Consumer Research Annual Conference*, St. Louis, Missouri, October 13-16, 2011. Participants: Joshua M. Ackerman, Raquel Castaño, Nitika Garg, Robert Kreuzbauer, Aparna A. Labroo, Angela Y. Lee, Spike W. S. Lee, Alan J. Malter, Maureen Morrin, Gergana Y. Nenkov, Jesper H. Nielsen, Gratiana Pol, José Antonio Rosa, Carolyn Yoon, Judith Zaichkowsky, and Chen-Bo Zhong. **Role: Chair.**
21. Reimann, Martin and Oliver Schilke (2009), **APA Symposium** on “Decision neuroscience,” *American Psychological Association 117th Annual Convention*, Toronto, Canada, in co-sponsorship with the *Society for Consumer Psychology Summer Conference*, August 6-9, 2009. **Role: Co-chair.**
22. Reimann, Martin and Oliver Schilke (2005-2021), **NeuroPsychoEconomics Annual Conference**, various locations, **Role: Co-founder and co-chair.**

Leadership experience:

- 2019- Director, Arizona Think Tank on Behavioral Decision Making
<https://eller.arizona.edu/BDMThinkTank>
- Collaboratively developed Think Tank’s research mission with goal to become a top research program in Behavioral Decision Making.
 - Collaboratively developed a strategic agenda for the Think Tank that focuses on interdisciplinary research areas of excellence and corresponding strategic priorities, such as Behavioral Economics, Data Science, Consumer Judgment and Decision Making, and Decision Neuroscience.
 - Founded a speaker series with high-profile scholars, the “BDM Think Tank Series of Distinguished and Eminent Scholars,” to provide keynote talks and bring together Eller researchers. Enhanced Eller webpage content with videos of talks.
 - Developed and implemented the branding for the Arizona Think Tank for Behavioral Decision Making to further stress College’s visibility.
 - Formed a high-profile faculty body to lead the Think Tank, the “BDM Think Tank Roundtable,” consisting of senior and midlevel research faculty.

2005-2022

Founder and Executive Director, Association for NeuroPsychoEconomics

<https://www.neuropsychoeconomics.org> and <https://www.consumerneuroscience.com>

- Founded and edited an academic journal, the Journal of Neuroscience, Psychology, and Economics, and developed it into the premier neuroeconomics publication in partnership with the American Psychological Association (5-year impact factor as of 2018: 1.5; ranked a top 20 econ journal).
- Developed an annual scholarly conference, which reconvenes every year since 2005.
- Developed an annual scholarly workshop on consumer neuroscience in partnership with the Association for Consumer Research, which reconvenes every year since 2016.

Service for department, college, and university:

Faculty supervisor of the behavioral lab, Department of Marketing (2023-)
Executive education faculty oversight committee, Eller College (2022-)
Diversity, equity, and inclusion committee, Eller College (2022-)
Arizona Think Tank for Behavioral Decision Making (director), Eller College (2019-)
Center for Management Innovations in Healthcare, Eller College (2016-)
Career track faculty recruiting committee, Department of Marketing (2023)
Tenure track faculty recruiting committee, Department of Marketing (2022-2023)
Tenure track faculty recruiting committee, College of Veterinary Medicine (2022-2023)
Thinking Forward conference committee (chair), Department of Marketing (2020-2022)
External relations coordinator, Department of Marketing (2021-2022)
University faculty senator for the Eller College of Management (2020-2022)
Alumni and external relationship committee, Department of Marketing (2020-2021)
Promotion and tenure committee, Department of Marketing (2019-2020)
Faculty advisor, AdCats in-house advertising agency, Department of Marketing (2019-2020)
Undergraduate program committee, Department of Marketing (2016-2020)
Department representative at undergrad convocation, Department of Marketing (2015-2020)
Honor thesis coordinator, Department of Marketing (2017-2019)
Payne research symposium (chair), Department of Marketing (2015-2017)
Weiland research seminar series (chair), Department of Marketing (2015-2017)
Thinking forward conference committee, Department of Marketing (2014-2015)
Faculty recruiting committee, Department of Marketing (2014-2015)
IRB committee, Department of Marketing (2013-2015)
Doctoral program committee, Department of Marketing (2013-2015)
Various ad-hoc committees

RESEARCH INTERESTS

- **Consumer psychology**
- **Consumer neuroscience** (neurophysiological explanations of consumer decision making)
- **Emotional-motivational constructs in consumer behavior** (desire, hope, pride, love, curiosity, trust, guilt, shame)
- **Social relations with other humans, pets brands, and AIs**
- **Product design and aesthetics**
- **Experience theory**
- **Methods** (behavioral experiments, fMRI, psychometrics, response accuracy, data triangulation)

BOOK CHAPTERS

1. Schilke, Oliver, Martin Reimann, and Karen S. Cook (2022), "The sociology of trust in social relations," in: Roger Mayer and Barbara Mayer (eds.), *A Research Agenda for Trust: Interdisciplinary Perspectives*, Edward Elgar, forthcoming.
2. Reimann, Martin and C. Clark Cao (2016), "Aesthetics: Antecedents, underlying processes, and behavioral consequences," in: Cathrine Jansson-Boyd and Magdalena Zawisza (eds.), *International Handbook of*

Consumer Psychology, Taylor & Francis, 565-599.

3. Reimann, Martin and Arthur Aron (2009), "Self-expansion motivation and inclusion of close brands in self: Towards a theory of brand relationships," in: Joseph Priester, Deborah MacInnis, and C. W. Park (eds.), *Handbook of Brand Relationships*, M. E. Sharpe, 65-81.

JOURNAL ARTICLES

1. Fomas Do, Sydni, Martin Reimann, Alberto López, and Raquel Castaño (2024), "When narratives are written in metaphoric terms, they weaken self-brand connections," *Journal of the Association for Consumer Research*, forthcoming.
2. Hüller, Christoph, Martin Reimann, and Caleb Warren (2023), "When financial products become gamified, consumers' risk preferences change," *Journal of the Association for Consumer Research*, forthcoming.
3. Reimann, Martin, Christoph Hüller, Oliver Schilke, and Karen S. Cook (2022), "Impression management attenuates the effect of ability on trust," *Proceedings of the National Academy of Sciences*, 119 (30), e2118548119.
~ Media coverage: KJZZ Radio Station, NPR 89.1 Radio Station, Arizona Public Media, National Public Radio, US Market Today.
4. Wu, Freeman, Martin Reimann, Gratiana Pol, and C. Whan Park (2022), "The scarcity of beauty: Why product aesthetics mobilize acquisition effort," *Journal of the Academy of Marketing Science*.
5. Schilke, Oliver, Martin Reimann, and Karen S. Cook (2021), "Trust in social relations," *Annual Review of Sociology*, 47, 239-259.
6. Chang, Sylvia, Shailendra P. Jain, and Martin Reimann (2021), "The roles of standards and discrepancy perfectionism in maladaptive consumption," *Journal of the Association for Consumer Research*, 6 (3), 402-413.
7. Reimann, Martin and Shailendra P. Jain (2021), "Maladaptive consumption: Definition, theoretical framework, and research propositions," editorial, *Journal of the Association for Consumer Research*, 6 (3), 307-314.
8. Cao, C. Clark and Martin Reimann (2020), "Data triangulation in consumer neuroscience: Integrating functional neuroimaging with behavioral experiments, psychometrics, and meta-analysis," *Frontiers in Psychology*, 11, 1-28.
9. Warren, Caleb and Martin Reimann (2019), "Crazy-funny-cool theory: Diverging reactions to unusual product designs," *Journal of the Association for Consumer Research*, 4 (4), 409-421.
10. Flores, David, Martin Reimann, Raquel Castaño, and Alberto López (2019), "If I indulge first, I will eat less overall: The unexpected interaction effect of indulgence and presentation order on consumption," *Journal of Experimental Psychology: Applied*, 25 (2), 162-176.
~ Media coverage: San Diego Union Tribune, Delish, Yahoo News United States, Yahoo News India, Yahoo! In Spanish, NDTV, Economic Times, News18.com, Food Network, Medical News Today United Kingdom, Delish Sweden, Runner's World US, News-Medical.Net Australia, Medical Xpress, Men's Health, Women's Health, Bicycling, Centre Daily News, Daily Herald, Morningstar, New York Post, TIME Magazine, BBC World Service Radio, CJAD 800 Radio Montreal, RCN Radio Colombia, HelloGiggles, CBS News/Radio.
11. Wiggins, Kyra, Martin Reimann, and Shailendra P. Jain (2019), "Curiosity tempts indulgence," *Journal of Consumer Research*, 45 (6), 1194-1212.
~ Media coverage: Scientific American.
12. Reimann, Martin (2018), "Decision muscles? How choosing more food (despite incentives to eat less) is associated with the brain's cortical thickness," *Journal of Neuroscience, Psychology, and Economics*, 11 (1), 45-56.
13. Reimann, Martin, Deborah MacInnis, Valerie Folkes, Gratiana Pol, and Adriana Uhalde (2018), "Insights into

the experience of brand betrayal: From what people say and what the brain reveals," *Journal of the Association for Consumer Research*, 3 (2), 240-254.

14. Reimann, Martin, Sandra Nuñez, and Raquel Castaño (2017), "Brand-Aid," *Journal of Consumer Research*, 44 (3), 673-691.
15. Reimann, Martin, Oliver Schilke, and Karen S. Cook (2017), "Trust is heritable, whereas distrust is not," *Proceedings of the National Academy of Sciences*, 114 (27), 7007-7012.
 ~ Media coverage: BYU Radio, RateMDs.com.
 ~ Invited reply: Reimann, Martin, Oliver Schilke, Ryne Estabrook, and Karen S. Cook (2018), "Reply to Goldfarb et al.: On the heritability and socialization of trust and distrust," *Proceedings of the National Academy of Sciences*, 115 (10), E2151-E2152.
16. Reimann, Martin and Kristen Lane (2017), "Can a toy encourage lower calorie meal bundle selection in children? A field experiment on the reinforcing effects of toys on food choice," *PLOS ONE*, 12 (1), 1-12.
17. Martin, Jolie, Martin Reimann, and Michael I. Norton (2016), "Experience theory, or how desserts are like losses," *Journal of Experimental Psychology: General*, 145 (11), 1460-1472.
 ~ Awarded Best Paper Award by the International Social Cognition Network (<http://www.socialcognition.info/awards.html>).
18. Reimann, Martin, Deborah MacInnis, and Antoine Bechara (2016), "Can smaller meals make you happy? Behavioral, neurophysiological, and psychological insights into motivating smaller portion choice," *Journal of the Association for Consumer Research*, 1 (1), 71-91.
 ~ Media coverage: Arizona Daily Star, Daily Mail, Irish Examiner, Mashable, NBC Today Show, The Independent.
19. Reimann, Martin, Antoine Bechara, and Deborah MacInnis (2015), "Leveraging the Happy Meal effect: Substituting food with modest non-food incentives decreases portion size choice," *Journal of Experimental Psychology: Applied*, 21 (3), 276-286.
 ~ Media coverage: Arizona Daily Star, Boston Globe, BYU Radio, KJZZ Radio, National Affairs, National Public Radio, Science World Report, Northwest Public Television.
20. Schilke, Oliver, Martin Reimann, and Karen S. Cook (2015), "Power decreases trust in social exchange," *Proceedings of the National Academy of Sciences*, 112 (42), 12950-12955.
 ~ Invited reply: Schilke, Oliver, Martin Reimann, and Karen S. Cook (2016), "Reply to Wu and Wilkes: Power, whether situational or durable, decreases both relational and generalized trust," *Proceedings of the National Academy of Sciences*, 113 (11), E1418.
21. Schaefer, Michael, Franziska Rumpel, Abdolkarim Sadrieh, Martin Reimann, and Claudia Denke (2015), "Personal involvement is related to increased search motivation and associated with activity in left BA44," *Frontiers in Human Neuroscience*, 9 (142), 1-8.
22. Reimann, Martin, Gergana Y. Nenkov, Deborah MacInnis, and Maureen Morrin (2014), "The role of hope in financial risk seeking," *Journal of Experimental Psychology: Applied*, 20 (4), 349-364.
23. Marin, Alex, Martin Reimann, and Raquel Castaño (2014), "Metaphors and creativity: Direct, moderating, and mediating effects," *Journal of Consumer Psychology*, 24 (2), 290-297.
 ~ Media coverage: Fast Company.
24. Schilke, Oliver, Martin Reimann, and Karen S. Cook (2013), "Effect of relationship experience on trust recovery following a breach," *Proceedings of the National Academy of Sciences*, 110 (38), 15236-15241.
 ~ Media coverage: futurity.com, Lifehacker.com.au Australia, Docwhisperer.ca Canada, naturaltherapyforall.com, medicalnewstoday.com, Arizona Daily Wildcat.
25. Kemper, Jan, Oliver Schilke, Martin Reimann, Xuyi Wang, and Malte Brettel (2013), "Competition-motivated corporate social responsibility: When corporate social responsibility increases the effect of marketing on firm performance," *Journal of Business Research*, 66 (10), 1954-1963.
26. Lehmann, Sebastian and Martin Reimann (2012), "Neural correlates of time versus money in product evaluation," *Frontiers in Psychology*, 3 (372), 1-20.
27. Homburg, Christian, Martin Klarmann, Martin Reimann, and Oliver Schilke (2012), "What drives key

informant accuracy?," *Journal of Marketing Research*, 49 (4), 594-608

~ Awarded Best Paper in Research Methods, American Marketing Association.

28. Reimann, Martin, Raquel Castaño, Judith L. Zaichkowsky, and Antoine Bechara (2012), "Novel versus familiar brands: An analysis of neurophysiology, response latency, and choice," *Marketing Letters*, 23 (3), 745-759.
29. Reimann, Martin, Raquel Castaño, Judith L. Zaichkowsky, and Antoine Bechara (2012), "How we relate to brands: Psychological and neurophysiological insights into consumer-brand relationships," *Journal of Consumer Psychology*, 22 (1), 128-142.
~ Awarded Best Paper in Consumer Psychology and Behavior, American Marketing Association.
30. Reimann, Martin, Wilko Feye, Alan J. Malter, Joshua M. Ackerman, Raquel Castaño, Nikita Garg, Robert Kreuzbauer, Aparna A. Labroo, Angela Y. Lee, Maureen Morrin, Gergana Y. Nenkov, Jesper H. Nielsen, Maria Eugenia Perez, Gratiana Pol, José A. Rosa, Carolyn Yoon, and Chen-Bo Zhong (2012), "Embodiment in judgment and choice," *Journal of Neuroscience, Psychology, and Economics*, 5 (2), 104-123.
31. Levin, Irwin P., Gui Xue, Joshua A. Weller, Martin Reimann, Marco Lauriola, and Antoine Bechara (2012), "A neuropsychological approach to understanding risk-taking for potential gains and losses," *Frontiers in Neuroscience*, 6 (15), 1-11.
32. Reimann, Martin and Philip G. Zimbardo (2011), "The dark side of social encounters: Prospects for a neuroscience of human evil," *Journal of Neuroscience, Psychology, and Economics*, 4 (3), 174-180.
33. Reimann, Martin, Oliver Schilke, Bernd Weber, Carolin Neuhaus, and Judith L. Zaichkowsky (2011), "Functional magnetic resonance imaging in consumer research: A review and application," *Psychology & Marketing*, 28 (6), 608-637.
~ Honored with the William R. Darden Award of the Academy of Marketing Science.
34. Reimann, Martin, Judith L. Zaichkowsky, Carolin Neuhaus, Thomas Bender, and Bernd Weber (2010), "Aesthetic package design: A behavioral, neural, and psychological investigation," *Journal of Consumer Psychology*, 20 (4), 431-441.
~ Honored with the Park Award for the Best Article appearing in Vol. 20 (2010) of the *Journal of Consumer Psychology*.
~ Selected as Best Article for the Year 2010 for the Special Virtual Issue "Celebrating 20 Years" of the *Journal of Consumer Psychology*.
~ Honored with the Young Contributor Award of the *Society for Consumer Psychology*.
~ #3 most cited JCP article since 2010 (JCP/Scopus, August 2015).
35. Reimann, Martin and Antoine Bechara (2010), "The somatic marker framework as a neurological theory of decision-making: Review, conceptual comparisons, and future neuroeconomics research," *Journal of Economic Psychology*, 31 (5), 767-776.
36. Reimann, Martin, Oliver Schilke, and Jacquelyn Thomas (2010), "Customer relationship management and firm performance: The mediating role of business strategy," *Journal of the Academy of Marketing Science*, 38 (3), 326-346.
~ Awarded Best Paper in Customer Relationships, American Marketing Association.
37. Reimann, Martin, Oliver Schilke, and Jacquelyn Thomas (2010), "Toward an understanding of industry commoditization: Its nature and role in marketing competition," *International Journal of Research in Marketing*, 27 (2), 188-197.
~ Awarded Best Paper in Marketing Strategy, American Marketing Association.
~ Media coverage: Huffington Post
38. Schilke, Oliver, Martin Reimann, and Jacquelyn Thomas (2009), "When does standardization of international marketing strategy matter to firm performance?," *Journal of International Marketing*, 17 (4), 24-46.
39. Reimann, Martin, Ulrich Lünemann, and Richard B. Chase (2008), "Uncertainty avoidance as a moderator of the relationship between perceived service quality and customer satisfaction," *Journal of Service Research*, 11 (1), 63-73.

PATENTS

1. Reimann, M. and Oliver Schilke (2023), "Brain health comparison system," *United States Patent 16/241,967*, notice of allowance July 17, 2023.
2. Reimann, M. and Oliver Schilke (2022), "Display screen or a portion thereof with a graphical user interface," *United States Design Patent US D 969,820*, issued November 15, 2022.

SCHOLARLY PRESENTATIONS

1. Reimann, Martin, Christoph Hüller, and Evan MacLean (2023), "Thinking of pets buffers against psychological pain via perceptions of unconditional love," *Association for Consumer Research Annual Conference*, Seattle, Washington, October 26-29, 2023.
2. Hüller, Christoph, Martin Reimann, and Caleb Warren (2023), "Gamification of financial platforms predicts risk taking," *Association for Consumer Research Annual Conference*, Seattle, Washington, October 26-29, 2023.
3. Basara, Tyler and Martin Reimann (2023), "Bilateral asymmetry: Consumers gave genetically-determined preferences for asymmetry and socialized preferences for symmetry," *Association for Consumer Research Annual Conference*, Seattle, Washington, October 26-29, 2023.
4. Reimann, Martin (2023), "Perspectives talk on Experience Theory," *19th NeuroPsychoEconomics Conference*, Granada, Spain, June 8-9, 2023.
5. Wu, Freeman and Martin Reimann (2023), "Feeling accomplished with beauty but arrogant with luxury: Understanding how aesthetic versus luxury ownership shapes the experience of pride," *Society for Consumer Psychology Annual Conference*, San Juan, Puerto Rico, March 2-4, 2023.
6. Reimann, Martin and Christoph Hüller (2022), "An unhealthy propensity for risk aversion: How consumers gamble on monetary losses but hedge against medical experiences," *Association for Consumer Research Annual Conference*, Denver, Colorado, October 20-23, 2022.
7. Reimann, Martin and Christoph Hüller (2022), "Hesitant to get vaccinated? How consumers hedge against medical risks but gamble on monetary risks," *Society for Consumer Psychology Annual Conference*, Nashville, Tennessee, March 3-5, 2022.
8. Basavaraj, Chinmai, Martin Reimann, and Kobus Barnard (2021), "Predicting risk preferences from consumer physiology: A deep-learning approach," *INFORMS Annual Meeting*, Anaheim, California, October 24-27, 2021.
9. Kim, Pureum, Anastasiya Pocheptsova Ghosh, and Martin Reimann, (2021), "Confidence in online reviews for experiential (vs. material) purchases," *Society for Consumer Psychology Annual Conference*, Virtual, March 4-6, 2021.
10. Kim, Pureum, Anastasiya Pocheptsova Ghosh, and Martin Reimann (2020), "Why are reviews of experiential purchases less credible?," *Association for Consumer Research Annual Conference*, Virtual, October 1-4, 2020.
11. López, Alberto, Martin Reimann, and Raquel Castaño (2020), "When and why metaphors affect consumer-brand relationships," *Association for Consumer Research Annual Conference*, Virtual, October 1-4, 2020.
12. López, Alberto, Martin Reimann, and Raquel Castaño (2019), "Metaphorically transgressing the brand relationship," *JCR Future of Brands Conference*, New York, New York, December 5-7, 2019.

13. Basavaraj, Chinmai, Martin Reimann, Kobus Barnard, and Michael I. Norton (2019), "Predicting experiential (vs. monetary) risk preferences from consumers' memory: A behavioral and neuroimaging experiment," *Association for Consumer Research Annual Conference*, Atlanta, Georgia, October 17-20, 2019.
14. Chang, Sylvia, Shailendra P. Jain, Martin Reimann, and Michael Stasio (2019), "Perfectionism, shame, guilt, and maladaptive consumption," *Society for Personality and Social Psychology Annual Conference*, Portland, Oregon, February 7-9, 2019.
15. López, Alberto, Martin Reimann, and Raquel Castaño (2018), "Metaphorically transgressing the brand relationship," *Association for Consumer Research Annual Conference*, Dallas, Texas, October 11-14, 2018.
16. Chang, Sylvia, Shailendra P. Jain, Martin Reimann, and Michael Stasio (2018), "Perfectionism, shame, and maladaptive consumption," *Collaborative Perspectives in Addiction Conference*, Tampa, Florida, March 16, 2018.
17. Cao, C. Clark, Merrie Brucks, and Martin Reimann (2018), "Collectors, completion and control: How desire for control drives collectors to complete a collection," *Society for Consumer Psychology Annual Conference*, Dallas, Texas, February 15-17, 2018.
18. Martin, Jolie, Martin Reimann, and Michael I. Norton (2018), International Social Cognition Network Best Paper Award Presentation on Risk preferences for experiences, or how desserts are like losses," *Social Cognition Pre-Conference to the Society for Personality and Social Psychology Annual Conference*, Atlanta, Georgia, March 1, 2018.
19. Cao, C. Clark, Merrie Brucks, and Martin Reimann (2017), "Beauty and control in collecting: How desire for control drives the aesthetic pursuit of complete collections," *Association for Consumer Research Annual Conference*, San Diego, California, October 26-29, 2017.
20. Schumacher, Anika, Caroline Goukens, Kelly Geyskens, and Martin Reimann (2017), "'Surprise me'! How uncertainty labels affect product consumption," *Association for Consumer Research Annual Conference*, San Diego, California, October 26-29, 2017.
21. López, Alberto, Martin Reimann, and Raquel Castaño (2017), "'We are breaking up': The direct and mediating effects of conceptual metaphors on brand relationships," *Association for Consumer Research Annual Conference*, San Diego, California, October 26-29, 2017.
22. Wu, Xiaoxuan (Farrah), Martin Reimann, Maureen Morrin, and Angelika Dimoka (2017), "What you smell is what you see? (or do you see what you smell?) The effect of ambient scent on stimulus ambiguity in product aesthetics," *Society for Consumer Psychology Annual Conference*, San Francisco, California, February 16-18, 2017.
23. Wu, Xiaoxuan (Farrah), Martin Reimann, Maureen Morrin, and Angelika Dimoka (2016), "What you smell is what you see? (or do you see what you smell?) The effect of ambient scent on stimulus ambiguity in product aesthetics," *Association for Consumer Research Annual Conference*, Berlin, Germany, October 27-30, 2016.
24. Reimann, Martin and Kristen Lane (2016), "Can children still be happy if 160 calories are cut out of the Happy Meal?," *Association for Consumer Research Annual Conference*, Berlin, Germany, October 27-30, 2016.
25. Reimann, Martin and Kristen Lane (2016), "Can children still be happy if 160 calories are cut out of the Happy Meal?," *American Psychological Association 124th Annual Convention*, Denver, Colorado, August 4-7, 2016, in co-sponsorship with the Summer Conference of the Society for Consumer Psychology (APA Division 23).

26. Reimann, Martin, David Flores, and Raquel Castaño (2016), "Save dessert for last? The effect of food presentation order on food choice and caloric intake," *Society for Consumer Psychology Annual Conference*, St. Pete Beach, Florida, February 25-27, 2016.
27. Martin, Jolie, Martin Reimann, and Michael I. Norton (2015), "Risk preferences for experiences, or how desserts are like losses," *Association for Consumer Research Annual Conference*, New Orleans, Louisiana, October 1-4, 2015.
28. Reimann, Martin, Sandra Núñez, and Raquel Castaño (2015), "Can beloved brands reduce pain?," *Association for Consumer Research Annual Conference*, New Orleans, Louisiana, October 1-4, 2015.
29. Wiggin, Kyra, Shailendra P. Jain, and Martin Reimann (2014), "Curiosity tempts: The influence of curiosity and lay theories about willpower on self-control," *Association for Consumer Research Annual Conference*, Baltimore, Maryland, October 23-26, 2014.
30. Flores, David, Martin Reimann, and Raquel Castaño (2014), "Save dessert for last? The effect of food presentation order on food choice and caloric intake," *Association for Consumer Research Annual Conference*, Baltimore, Maryland, October 23-26, 2014.
31. Schilke, Oliver, Martin Reimann, and Karen S. Cook (2014), "Effect of relationship experience on trust recovery following a breach," *62nd Annual Nebraska Symposium on Motivation*, Lincoln, Nebraska, April 24-25, 2014.
32. Reimann, Martin, Deborah MacInnis, and Antoine Bechara (2013), "Reward substitution," *Association for Consumer Research Annual Conference*, Chicago, Illinois, October 3-6, 2013.
33. Reimann, Martin, Deborah MacInnis, and Antoine Bechara (2013), "Reward substitution," *3rd Interdisciplinary Decision Neuroscience Symposium*, Philadelphia, Pennsylvania, May 3-5, 2013.
34. Pol, Gratiana, C. W. Park, and Martin Reimann (2013), "The motivational power of beauty: How visually attractive products drive behavioral effort in consumers," *Anthropology of Markets & Consumption Conference*, Irvine, California, March 7-9, 2013.
35. Pol, Gratiana, C. W. Park, and Martin Reimann (2012), "Humor versus aesthetics in product design: Their impact on ownership pride," *Association for Consumer Research Annual Conference*, Vancouver, British Columbia, October 4-7, 2012.
36. Reimann, Martin, Raquel Castaño, Judith L. Zaichkowsky, and Antoine Bechara (2012), "How close brands are included in the self: Psychological and neural processes," *American Marketing Association Summer Educators' Conference*, Chicago, Illinois, August 17-19, 2012.
37. Reimann, Martin, Raquel Castaño, Judith L. Zaichkowsky, and Antoine Bechara (2011), "Psychological and neurophysiological investigations of close consumer-brand relationships," *Association for Consumer Research Annual Conference*, St. Louis, Missouri, October 13-16, 2011.
38. Reimann, Martin, Judith L. Zaichkowsky, and Antoine Bechara (2011), "Disentangling affect and memory in consumer choice," *American Marketing Association Summer Educators' Conference*, San Francisco, California, August 5-7, 2011.
39. Kemper, Jan, Martin Reimann, Oliver Schilke, Andreas Engelen, Xuyi Wang, and Malte Brettel (2011), "Competition-motivated sustainability: When corporate social responsibility increases marketing's effect on firm performance," *Academy of Marketing Science Annual Conference*, Coral Gables, Florida, May 24-27, 2011.
40. Martin, Jolie, Martin Reimann, and Michael I. Norton (2011), "Reversals in risk preferences for experiences and money," *Society for Consumer Psychology Annual Conference*, Atlanta, Georgia, February, 24-26, 2011.

41. Reimann, Martin, Judith L. Zaichkowsky, Carolin Neuhaus, Thomas Bender, and Bernd Weber (2011), "Toward an understanding of the behavioral, psychological, and neural mechanisms underlying aesthetic package design," *American Marketing Association Winter Educators' Conference*, Austin, Texas, February 18-21, 2011.
42. Reimann, Martin, Gergana Y. Nenkov, Deborah MacInnis, Maureen Morrin, and Antoine Bechara (2010), "Dissociating positive emotions and their differential impact on consumer financial risk-taking: A functional magnetic resonance imaging study," *Association for Consumer Research Annual Conference*, Jacksonville, Florida, October 7-10, 2010.
43. Schilke, Oliver, Martin Reimann, and Jacquelyn Thomas (2010), "The moderating effect of organizational characteristics on the standardization-performance relationship," *American Marketing Association Winter Educators' Conference*, New Orleans, Louisiana, February 19-22, 2010.
44. Reimann, Martin, Florian Becker, Raquel Castaño, Maria Eugenia Perez, and Arthur Aron (2010), "Why we love brands or not: An empirical test of self-expansion motivation and inclusion of brands in self," *American Marketing Association Winter Educators' Conference*, New Orleans, Louisiana, February 19-22, 2010.
45. Reimann, Martin, Oliver Schilke, and Jacquelyn Thomas (2009), "Toward an understanding of industry commoditization: Its nature and role in marketing competition," *American Marketing Association Summer Educators' Conference*, Chicago, Illinois, August 7-10, 2009.
46. Aron, Arthur and Martin Reimann (2009), "How self-expansion theory helps explain sustainable brand relationships," *American Marketing Association Summer Educators' Conference*, Chicago, Illinois, August 7-10, 2009.
47. Homburg, Christian, Oliver Schilke, Martin Reimann, and Martin Klarmann (2009), "Triangulation of survey data in marketing and management research: Concepts, findings, and guidelines," *American Marketing Association Winter Educators' Conference*, Tampa, Florida, February 20-23, 2009.
48. Reimann, Martin, Richard Peterson, and Brian Knutson (2009), "Personality and performance on the stock market: The mediating role of consumers' financial risk taking," *American Marketing Association Winter Educators' Conference*, Tampa, Florida, February 20-23, 2009.
49. Aron, Arthur and Martin Reimann (2009), "A self-expansion theory of object ownership," *Society for Personality and Social Psychology Annual Conference*, Tampa, Florida, February, 5-7, 2009.
50. Reimann, Martin, Carolin Neuhaus, Margit Enke, Thomas Bender, and Bernd Weber (2008), "What really matters when differentiating: A neuroscientific approach," *Association for Consumer Research Annual Conference*, San Francisco, California, October 23-26, 2008.
51. Reimann, Martin, Andreas Aholt, Carolin Neuhaus, Oliver Schilke, Thorsten Teichert, and Bernd Weber (2008), "Neuroscience in marketing and consumer research: Using functional magnetic resonance imaging," *Association for Consumer Research Annual Conference*, San Francisco, California, October 23-26, 2008.
52. Reimann, Martin, Andreas Aholt, Carolin Neuhaus, Oliver Schilke, Thorsten Teichert, and Bernd Weber (2008), "Applications of functional magnetic resonance imaging to marketing and consumer research: A review," *American Marketing Association Summer Educators' Conference*, San Diego, California, August 8-11, 2008.
53. Reimann, Martin, Andreas Aholt, Carolin Neuhaus, Oliver Schilke, Thorsten Teichert, and Bernd Weber (2008), "Applying neuroscience to marketing and consumer research: A review of functional magnetic resonance imaging studies," *Academy of Marketing Science Annual Conference*, Vancouver, British Columbia, May 28-31, 2008.

54. Reimann, Martin, Oliver Schilke, and Jacquelyn Thomas (2008), "What role does customer relationship management play in marketing strategy?," *American Marketing Association Winter Educators' Conference*, Austin, Texas, February 15-18, 2008.
55. Reimann, Martin, Oliver Schilke, and Jacquelyn Thomas (2007), "Fighting commoditization: Dimensions, performance impact, and moderators of marketing strategy in commodity environments," *Academy of Marketing Science Annual Conference*, Coral Gable, Florida, May 23-26, 2007.
56. Enke, Margit, Anja Geigenmüller, and Martin Reimann (2005), "Chinese branding: An empirical investigation of the relationship between method of translation and brand evaluation," *American Marketing Association Summer Educators' Conference*, San Francisco, California, July 29-August 1, 2005.
57. Reimann, Martin and Ulrich Lünemann (2005), "Marketing six sigma: Zero defects in intercultural service quality," *American Marketing Association Winter Educators' Conference*, San Antonio, Texas, February 11-14, 2005.

AWARDED MAJOR GRANTS (OVER \$50,000)

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| 2008-2010 | Principal investigator , "Neural correlates of online search," (with Antoine Bechara), Google & WPP Marketing Research Fund, Award budget: \$55,000. |
| 2008-2009 | Co-principal investigator , "Neural correlates of design thinking," (with Oliver Schilke, Brian Knutson, Rod Kramer, and Larry Leifer), Hasso Plattner Foundation, Award budget: \$230,000. |

INVITED TALKS, SEMINARS, AND LECTURES

University of Washington, Department of Marketing
 University of Alberta, Department of Marketing
 Stanford University, Department of Marketing
 Tulane University, Department of Marketing
 Brigham Young University, Department of Marketing
 University of Minnesota, Department of Marketing
 Columbia University, Department of Marketing
 University of Arizona, Department of Psychology
 Yale University, Department of Marketing
 Cornell University, Department of Marketing
 Universität Karlsruhe, Department of Marketing
 Temple University, Department of Marketing
 University of Arizona, Department of Marketing
 Texas A&M University, Department of Marketing
 University of Washington, Department of Marketing
 Yale University, Department of Marketing
 Temple University, Department of Marketing
 University of California at Berkeley, Department of Marketing
 Otto von Guericke Universität Magdeburg, Department of Marketing
 Westfälische Wilhelms-Universität Münster, Department of Marketing
 Universität Bayreuth, Department of Marketing
 University of Southern California, Department of Psychology
 Stanford University, Department of Psychology
 EGADE Business School, Department of Marketing

TEACHING EXPERIENCE

PhD-level courses:

Conceptual foundations of marketing, University of Arizona, Eller College (2019-)
Neurosciences of judgment and decision making, University of Arizona, Eller College (2017)

Hedonic consumption, University of Arizona, Eller College (2015)

Master-level courses:

Marketing research for managers, University of Arizona, Eller College (2017-)
Consumer neuroscience, EGADE Business School (2014-2018)
Marketing strategy, Universität Magdeburg (2010-2012)
Marketing research, Universität Magdeburg (2010-2012)
Emotions and decision making, Technische Universität München (2005-2011)
Neuroeconomics, Technische Universität München (2006-2009)
Marketing management, Technische Universität Freiberg (2003-2005)

Undergraduate-level courses:

Marketing policies and operations, University of Arizona, Eller College (2013-)
Marketing management, Universität Magdeburg (2010-2012)

ACADEMIC ADVISING

PhD students:

Sydni Fomas Do, University of Arizona (expected graduation 2027)
Christoph Hüller, University of Arizona (expected graduation 2025)
Wenyan Tu, University of Arizona (expected graduation 2025)
Anna Elena Francke, Tecnológico de Monterrey (expected graduation 2024)
Pureum Kim, University of Arizona (expected graduation 2024)
Gustavo Lira, Tecnológico de Monterrey (graduation 2023)
Dr. Chinmai Basavaraj, University of Arizona (2022), job after graduation: Army Research Lab
Dr. Clark Cao, University of Arizona (2019), job after graduation: Lingnan University
Dr. Jan Millemann, Universität Saarbrücken (2019), job after graduation: Eindhoven University
Dr. Alberto López, EGADE Business School (2018), job after graduation: Tec de Monterrey
Dr. Caty Velez, EGADE Business School (2018), job after graduation: Universidad de Monterrey
Dr. Miriam Flores, EGADE Business School (2017), job after graduation: Universidad de Monterrey
Dr. Sandra Nuñez, EGADE Business School (2016), job after graduation: Tec de Monterrey
Dr. Kyra Wiggins, University of Washington (2015), job after graduation: independent researcher
Dr. David Flores, EGADE Business School (2014), job after graduation: University of Maryland
Dr. Lutz Haack, Universität Magdeburg (2013), job after graduation: SDL
Dr. Alex Marin, EGADE Business School (2013), job after graduation: Boston Consulting Group
Dr. Israel Martinez, EGADE Business School (2012), job after graduation: Universidad de Monterrey

Undergraduate students:

Jolie O'Dell, University of Arizona (research internship, 2021-2023)
Molly Stolz, University of Arizona (research internship, 2019-2020)
Jacob Dean Reed, University of Arizona (honor thesis, 2019-2020)
Lukas Nienhuis, University of Arizona (research internship, 2018-2019)
Ashnah Strongheart, University of Arizona (honor thesis, 2017-2018)
Ellie Mendelsohn, University of Arizona (honor thesis, 2014-2015)

EARLY PROFESSIONAL POSITIONS

2004-2007	Linde AG (general manager, business development of hydrogen fueling stations)
2000-2004	DaimlerChrysler AG (public relations specialist, fuel cell vehicles)
1998-1999	Bundeswehr (Hauptgefreiter)
1996-2001	Landtag von Baden-Württemberg (public relations manager for Rosely Schweizer)