

# Kristopher O. Keller

University of North Carolina at Chapel Hill,  
Kenan-Flagler Business School, 4512 McColl Building  
300 Kenan Dr, Chapel Hill, NC 27599, USA

Website: [www.kristopher.de](http://www.kristopher.de)  
Email: [kristopher\\_keller@kenan-flagler.unc.edu](mailto:kristopher_keller@kenan-flagler.unc.edu)

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## EDUCATION

### Tilburg University, The Netherlands

Ph.D. in Marketing (cum laude, highest honors), May 2017

M.Sc., Research Master in Marketing (cum laude, highest honors), August 2013

M.Sc., Master of Science in Marketing Research (cum laude, highest honors), January 2013

### Goethe University Frankfurt, Germany

B.Sc., Bachelor of Science in Economics and Business Administration, March 2011

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## PROFESSIONAL EXPERIENCE

### Kenan-Flagler Business School, University of North Carolina at Chapel Hill, USA

Assistant Professor, July 2017 – present

### Amsterdam Business School, University of Amsterdam, The Netherlands

Lecturer, September 2016 – June 2017

### Tilburg University, The Netherlands

Ph.D. candidate, September 2013 – August 2016

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## RESEARCH INTERESTS

Responsible Retailing, Private Labels, Branding, Marketing Conduct, Marketing-Mix Decomposition

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## REFEREED ARTICLES

Guyt, Jonne Y., Arjen van Lin, and **Kristopher O. Keller**, “Banning Unsolicited Advertising Mail: Helping the Environment but Hurting Retailing?,” conditionally accepted, *Marketing Science*.

Keller, Kristopher O., Jonne Y. Guyt, and Rajdeep Grewal (2024), “Soda Taxes and Marketing Conduct,” *Journal of Marketing Research*, 61 (3), 393-410 ([lead article](#)).

Keller, Kristopher O. and Jonne Y. Guyt (2023), “A War on Sugar? Effects of Reduced Sugar Content and Package Size in the Soda Category,” *Journal of Marketing*, 87 (5), 698-718.

- **2024 AMA-EBSCO-RRBM Annual Award for Responsible Research in Marketing**, Winner
- **2023 AMA/Marketing Science Institute/H. Paul Root Award**, Finalist

Keller, Kristopher O., Dekimpe, Marnik G., and Inge Geyskens (2022), “Adding Budget and Premium Private Labels to Standard Private Labels: Established Empirical Generalizations, Emerging Empirical Insights, and Future Research,” *Journal of Retailing*, 98 (1), 5-23 ([lead article](#)).

Keller, Kristopher O., Inge Geyskens, and Marnik G. Dekimpe (2020), “Opening the Umbrella: The Effects of Rebranding Multiple Category-Specific Private-Label Brands to One Umbrella Brand,” *Journal of Marketing Research*, 57 (4), 677-694.

- **2021 Don Lehmann Award**, Runner Up
- **2022 Best Paper Award, AMA Retail & Pricing Special Interest Group**

Geyskens, Inge, Kristopher O. Keller, Marnik G. Dekimpe, and Koen de Jong (2018), “How to Brand Your Private Labels”, *Business Horizons*, 61 (3), 487-496.

Keller, Kristopher O., Marnik G. Dekimpe, and Inge Geyskens (2016), “Let Your Banner Wave? Antecedents and Performance Implications of Retailers’ Private-Label Branding Strategies,” *Journal of Marketing*, 80 (4), 1-19 ([lead article](#)).

## RESEARCH PROJECTS SUBMITTED TO JOURNAL

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**Keller, Kristopher O.** and Jonne Y. Guyt, “The Dark Side of Bottle Bills: How Price Increases Exacerbate Sales Losses for Retailers,” revision invited (2<sup>nd</sup> round), *Journal of Marketing*.

**Keller, Kristopher O.** and Arjen van Lin, “Making the Shelf Work for You: The Effect of Shelf Layout on Product and Category Performance,” revision invited (2<sup>nd</sup> round), *Journal of Marketing Research*.

**Keller, Kristopher O.** and Raj Sethuraman, “Disentangling the Role of National Brands and Store Brands and their Price Positioning on Promotional Conduct and its Impact on Retail Sales,” revision invited (2<sup>nd</sup> round), *Journal of Retailing*.

**Keller, Kristopher O.** and Harald van Heerde, “Vulture Marketing: How Competitor Brands Can Capitalize on Brand Pullouts,” revision invited (2<sup>nd</sup> round), *Journal of Marketing*.

## RESEARCH PROJECTS IN PREPARATION FOR JOURNAL SUBMISSION

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Van Lin, Arjen, **Kristopher O. Keller**, and Jonne Y. Guyt, “Retiring the Store Flyer: Effects of Voluntarily Ceasing Print Store Flyers on Household Grocery Shopping Behavior,” preparing for submission.

Bombajj, Nick and **Kristopher O. Keller** (equal contribution), “The Hidden Costs of Opening an Umbrella? The Effects of Private Label Umbrella Branding on National Brand Wholesale Prices”, preparing for submission.

**Keller, Kristopher O.**, Katrijn Gielens, and Inge Geyskens, “Can Brick-and-Mortar Stores Help Raise Economic Prosperity in Local Communities”, data analysis phase.

Bombajj, Nick, Bernadette van Ewijk, Jonne Y. Guyt, and **Kristopher O. Keller**, “How Nutritional Value Affects How Consumers Respond to Price Promotions,” data analysis phase.

## AWARDS, HONORS, AND GRANTS

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**2024 Outstanding Reviewer Award**, Journal of Marketing Research

**2024 Teaching All-Star Award** in MBA program at UNC Kenan-Flagler Business School (top 20% of all instructors)

**2024 Leigh McAlister Award** at the Marketing Strategy Consortium 2024 for the Best Paper Proposal \$ 1,100

**2024 AMA-EBSCO-RRBM Annual Award for Responsible Research in Marketing**, Winner \$ 1,200

**2023 AMA/Marketing Science Institute/H. Paul Root Award**, Finalist

**2023 ASF (A Sustainable Future) Grant** for “How Nutritional Value Affects How Consumers Respond to Price Promotions” \$ 11,000

**2023 Poets & Quants “Top 40 under 40”**, “Identifies the most talented young professors teaching in MBA programs”

**2023 MSI Research Grant** for “Banning Unsolicited Advertising Mail: Helping the Environment but Hurting Retailing?” \$ 4,800

**2023 Teaching All-Star Award** for MBA core class instruction at UNC Kenan-Flagler Business School

**2022 Best Paper Award**, AMA Retail & Pricing Special Interest Group

**2022 Teaching All-Star Award** for MBA core class instruction at UNC Kenan-Flagler Business School

**2021 Don Lehmann Award**, Runner Up

**2021 Weatherspoon Award for Excellence in MBA Teaching** \$ 10,000

**2021 Emerging Scholar Award: AMA Retail and Pricing SIG (Early Career Contribution Award)**

**2020 Kenan Institute Small-Research Grant** \$ 7,700

**2019 Institute for Market-Oriented Management (IMU) Research for Practice Dissertation Award** \$ 3,600

**2018 Junior Faculty Development Award (Competitive University-Wide Scholarship)** \$ 10,000

**2015 AMA Sheth Foundation Doctoral Consortium Fellow**

**2014 GfK Market Research Award (International Master’s Thesis Competition)** \$ 1,700

**2013 NWO (Dutch National Science Foundation) Research Talent Grant, 2013-2016** \$ 191,000

**2012 Koopmans Scholarship (Dean’s Scholarship), 2012-2013** \$ 13,500

## PEER-REVIEWED CONFERENCE PRESENTATIONS

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“Retiring the Store Flyer: Effects of Voluntarily Ceasing Print Store Flyers on Household Grocery Shopping Behavior”

- INFORMS Marketing Science Conference, Sydney, Australia, June 2024

“Vulture Marketing: How Competitor Brands Can Capitalize on Brand Pullouts”

- INFORMS Marketing Science Conference, Miami, USA, June 2023

- EMAC, Odense, Denmark, May 2023

“Disentangling the Role of National Brands and Store Brands and their Price Positioning on Promotional Conduct and its Impact on Retail Sales”

- INFORMS Marketing Science Conference, Sydney, Australia, June 2024
- INFORMS Marketing Science Conference, Miami, USA, June 2023

“The Dark Side of Bottle Bills: How Price Increases Exacerbate Sales Losses for Retailers”

- EMAC, Bucharest, Romania, May 2024
- Winter AMA, St. Pete Beach, USA, February 2024
- EMAC, Odense, Denmark, May 2023

“The Hidden Costs of Opening an Umbrella? The Effects of Private Label Umbrella Branding on National Brand Wholesale Prices”

- Winter AMA, Nashville, USA, February 2023
- EMAC, Odense, Denmark, May 2023

“Banning Unsolicited Advertising Mail: Helping the Environment but Hurting Retailing?”

- Marketing Dynamics Conference, Atlanta, USA, November 2022
- Marketing Strategy Consortium, Athens, USA, June 2023
- INFORMS Marketing Science Conference, Miami, USA, June 2023

“Multi-Tiered Private Labels: Established Empirical Generalizations, Emerging Empirical Generalizations, and Future Research”

- INFORMS Marketing Science Conference, Durham (virtually), USA, June 2020

“A War on Sugar? Finding the Sweet Spot in Sugar Reduction Strategies”

- Summer AMA, Boston, USA, August 2024 (scheduled)
- INFORMS Marketing Science Conference, Durham (virtually), USA, June 2020
- Marketing Analytics Symposium, Sydney, Australia, February 2020
- EMAC Conference, Hamburg, Germany, May 2019

“To Be Different, Or to Be the Same? The Impact of New National Brand and Private Label SKUs on Retailer Category Performance”

- Marketing Dynamics Conference, Dallas, USA, July 2018
- INFORMS Marketing Science Conference, Philadelphia, USA, June 2018

“Opening the Umbrella: Assessing the Performance Implications of Major Private-Label Rebrandings”

- Marketing Dynamics Conference, Hamburg, Germany, July 2016
- Theory & Practice in Marketing, Houston, USA, May 2016

“Let Your Banner Wave? Antecedents and Performance Implications of Retailers’ Private-Label Branding Strategies”

- INFORMS Marketing Science Conference, Baltimore, USA, June 2015
- EMAC Conference, Leuven, Belgium, May 2015
- EMAC Doctoral Consortium, Valencia, Spain, May 2014

## INVITED TALKS

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2025

Smith School of Business, Queen’s University (scheduled)

2024

Kelley School of Business, Indiana University; Goizueta Business School, Emory University

2023

Gillings School of Global Public Health, University of North Carolina at Chapel Hill; Belk College of Business, University of North Carolina at Charlotte; European Quant Marketing Seminar series & Retailing SIG; Customer Journey Conference (Bocconi University/Amsterdam Business School); Cox School of Business, Southern Methodist

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2019	University of Amsterdam Business School
2016	Darla Moore School of Business, University of South Carolina; Kenan-Flagler Business School, University of North Carolina at Chapel Hill; McCombs School of Business, University of Texas at Austin; BI Norwegian Business School, Norway; Lee Kong Chian School of Business, Singapore Management University; University of Amsterdam Business School, Amsterdam Retailing Meeting
2015	GfK: Academic Learning Session (GfK Belgium Headquarters)

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## PROFESSIONAL SERVICE

### Editorial Review Board

- Journal of Retailing (2022-), Journal of Marketing Research (2020, 2023-)

### Ad-Hoc Reviewer

- Journal of Marketing, Journal of Consumer Research, Production and Operations Management, International Journal of Research in Marketing, Journal of Economic Behavior & Organization, Journal of Business Research, Journal of Marketing Theory and Practice

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## TEACHING RECORD

**MBA 741: Marketing Core** (2019, 2020, 2021, 2022, 2023) (four sections)  
Graduate level, UNC at Chapel Hill

Teaching **All Star Award 2022, 2023, 2024**  
**Weatherspoon Award 2021**  
Consistently among highest-rated MBA courses (Evaluation: > 4.5/5)

**BUSI 406: Principles of Marketing** (2018, 2019) (three sections)  
Undergraduate level, UNC at Chapel Hill

Evaluation: >4.3/5

**Marketing Channel Management** (2015) (approx. 150 students)  
(with I. Geyskens), graduate level, Tilburg University

Evaluation: 4.4/5

**Marketing@Work** (2014, 2015) (approx. 30 students)  
undergraduate level, Tilburg University

Evaluation: >4.2/5

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## OTHER INFORMATION

Formation of jewelry retail store chain, 2007, Frankfurt, Germany, sold in 2011

Citizenship: United States and Germany

**This Version: September 2024**