



Gwarlann DE KERVILER

Ph.D. in Marketing

Associate Professor, Marketing

Head of Department

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EDUCATION

- 2022** "Consumers Relating to themselves, to brands and to new technologies", University of Lille, France
- 2013** Ph.D. in Marketing, University of Paris Dauphine, France
- 2007** MBA, Harvard Business School, USA
- 1999** MSc in Management, ESSEC Business School, France

RESEARCH INTERESTS

Customer Relationship management, Fashion Management, Luxury Marketing, Mobile Marketing

PROFESSIONAL EXPERIENCE

ACADEMIC:

2013 - Present Associate Professor, IÉSEG School of Management, France

PROFESSIONAL:

2007 - 2008 C.R.M. Manager, Staples, Boston, Massachusetts, USA

2003 - 2005 Senior Brand Manager, ELIOR Group, Paris, France

COURSES TAUGHT

- Brand management strategy, Executive mba
- Luxury marketing, Grande ecole (master cycle)
- Luxury marketing, International mba
- Market research, Grande ecole (bachelor cycle)
- Marketing in fashion companies, Msc in fashion management

INTELLECTUAL CONTRIBUTIONS

Papers in refereed journals

Published

De Kerviler G., Heuvinck N., Gentina E., (2022), "Make an Effort and Show me the Love" Effects of Indexical and Iconic Authenticity Cues on Perceived Brand Ethicality, *Journal of Business Ethics*, 179(2), pp. 89-110

De Kerviler G., Slavich B., Ardelet C., (2022), Ethical judgment of sexual ads featuring women: the role of identification to feminine archetype, *Journal of Business Research*, 142(March), pp. 899-913

De Kerviler G., Rodriguez C., (2019), Luxury brand experiences and relationship quality for millennials: the role of self-expansion, *Journal of Business Research*, 102(2019), pp. 250-262

De Kerviler G., Audrezet A., Guidry Moulard J., (2018), Authenticity under threat: when social media influencers need to go beyond self-presentation, *Journal of Business Research*, 117(September), pp. 557-569

De Kerviler G., Demoulin N., Zidda P., (2016), Adoption of in-store mobile payment: Are perceived risk and convenience the only drivers?, *Journal of Retailing and Consumer Services*, 31, pp. 334-344

Ardelet C., Slavich B., De Kerviler G., (2015), Self-referencing narratives to predict consumers' preferences in the luxury industry: a longitudinal study, *Journal of Business Research*, 68(9), pp. 2037-2044

De Kerviler G., Butori R., (2015), Se considérer comme un client fidèle affecte-t-il l'évaluation des bénéfices reçus?, *Recherche et Applications en Marketing*, 30(4), pp. 4-24

Pez V., Butori R., De Kerviler G., (2015), Because I'm worth it: The impact of given versus self-perceived status on preferential treatment efficiency, *Journal of Business Research*, 68(12), pp. 2477-2483

Papers in non-refereed journals

Published

De Kerviler G., (2018), Assurer le bon retour sur investissement des programmes de fidélité, *Survey Magazine*, 3101(2ème Trimestre 2018), pp. pp. 48

De Kerviler G., (2016), Les modes d'expression du consommateur auteur, *Survey Magazine*, T2 2016(T2 2016), pp. 28-30

Forthcoming

De Kerviler G., Batat W., (2019), How can the art of living (art de vivre) make the French luxury industry unique and competitive?, *Revue marché et organisation*, 37(1), pp. 15-32

Communications in refereed conferences

International

De Kerviler G., (2024), *The dark side of Metaverse for Luxury : immersive experience and brand authenticity* International Marketing Trends Conference, Venice, Italy

De Kerviler G., Köles B., (2023), *Beyond the Hype: Challenges for Luxury Brands in the Metaverse* AIRSI 2023 - The Metaverse Conference, Zaragoza, Spain

Jörling M., Heuvinck N., De Kerviler G., Derek Rucker D., (2023), *Technoism: Relative preference for human predicts algorithm aversion* 2023 Association for Consumer Research Conference (ACR), Seattle, USA

De Kerviler G., Butori R., (2022), *How Influencer-Brand Relationship Can Be Perceived as Authentic* EMAC, Budapest, Hungary

De Kerviler G., Demoulin N., (2022), *how interactive technologies for offline-online integration impact in-store shoppers for search and experience goods* LA LONDE, TOULON, France

Demoulin N., De Kerviler G., (2022), *How interactive technologies for channel integration giving access to enlarged assortment impact in-store shoppers* EMAC, Budapest, Hungary

- Demoulin N., De Kerviler G., (2022), *L'effet des technologies interactives permettant l'intégration des canaux tout en donnant accès à un assortiment plus large en ligne sur les perceptions et le comportement du client en magasin* Association Française du Marketing, Tunis, Tunisia
- Jöerling M., Heuvinck N., De Kerviler G., Rucker D., (2022), *Technoism: A New Form of Prejudice and Discrimination* Association for Consumer Research, Denver, USA
- De Kerviler G., Demoulin N., (2020), *Shopping benefits of the digitalization of physical stores and the moderating role of product type* EMAC, Budapest, Hungary
- De Kerviler G., Gentina E., Heuvinck N., (2020), *"Make an Effort to Show Me Love" The Effects of Indexical and Iconic Authenticity on Consumer Perceived Ethicality* Academy of Marketing Science Conference (AMS 2020), Coral Gables, USA
- De Kerviler G., Gentina E., Heuvinck N., (2020), *"Make an Effort to Show Me Love" The Effects of Indexical and Iconic Authenticity on Consumer Perceived Ethicality* Academy of Marketing Science Annual Conference, Coral Gables, USA
- De Kerviler G., Heuvinck N., Gentina E., (2020), *"Make an Effort to Show Me Love" The Effects of Indexical and Iconic Authenticity on Consumer Perceived Ethicality* EMAC, Budapest, Hungary
- Demoulin N., De Kerviler G., (2020), *Les bénéfices de la digitalisation d'un magasin physique : le rôle modérateur du type de produits* Congrès International de l'AFM, Biarritz, France
- Gentina E., De Kerviler G., Heuvinck N., (2020), *"Make an Effort to Show Me Love" The Effects of Indexical and Iconic Authenticity on Consumer Perceived Ethicality* EMAC, Budapest, Hungary
- Demoulin N., De Kerviler G., (2019), *The digitalization of retail store through the integration of online store through mobile apps and interactive kiosks* Frontiers in Service, Singapore, Singapore
- De Kerviler G., Rodriguez C., (2018), *Building Relationships through Stimulating Brand Experiences: The Role of Self-Expansion, Brand Identification, and Self-Esteem* 21st AMS World Marketing Congress (WMC), Porto, Portugal
- De Kerviler G., Rodriguez C., (2018), *Luxury brand experiences and relationship quality for millennials: the role of self-expansion* Monaco Symposium on Luxury, Monaco, Monaco
- De Kerviler G., Audrezet A., Guidry Moulard J., (2017), *Authenticity under threat: when social media influencers need to go beyond passion* 2017 Global Fashion Management Conference, Vienna, Austria
- De Kerviler G., Audrezet A., Guidry Moulard J., (2017), *Authenticity under threat: when social media influencers need to go beyond passion* Association for Consumer Research North American Conference, San Diego, USA
- De Kerviler G., Demangeot C., (2017), *Different voices for different roles: How do consumer-reviewers relate to other market actors?* International Marketing Trends Conference , Madrid, Spain
- Janssen C., De Kerviler G., Pauwels-Delassus V., (2017), *Investigating the relationship between co-creation and consumers' perceptions of corporate social responsibility: The role of co-creation type* European Marketing Academy Conference (EMAC), Groningen, Netherlands
- Janssen C., De Kerviler G., Pauwels-Delassus V., (2017), *Investigating the relationship between co-creation and consumers' perceptions of corporate social responsibility* International Marketing Ethics and Corporate Social Responsibility: 5th Academic Symposium, South Bend, USA
- De Kerviler G., Audrezet A., (2016), *Instagram and brand engagement-a preliminary study* 19th World Marketing Congress AMS conference, Paris, France
- De Kerviler G., Demangeot C., (2016), *Authors of online reviews and their narrative voice – a qualitative study on tripadvisor* 45th EMAC Conference , Oslo, Norway
- De Kerviler G., Pauwels-Delassus V., Janssen C., (2016), *Investigating the relationship between co-creation and corporate social responsibility: The role of co-creation type* 19th AMS World Marketing Congress, Paris, France
- Demoulin N., De Kerviler G., Zidda P., (2016), *Adoption of Proximity m-Payment Services: Perceived Value and Experience Effect* The Academy of Marketing Science World Marketing Congress, Paris, France
- De Kerviler G., Audrezet A., (2015), *The effect of contextualized background picture in the context of an online purchase of clothes* 44th EMAC Conference, Leuven, Belgium
- De Kerviler G., Audrezet A., (2015), *The effect of contextualized background picture in the context of an online purchase of clothing* 2015 Global Fashion Management Conference at Florence, Florence, Italy

De Kerviler G., Demangeot C., (2015), *How do we write about places? An analysis of place narrative styles in consumer reviews* The Marketing of Place and Space Symposium, Leicester, United Kingdom

De Kerviler G., Demoulin N., Zidda P., (2015), *Drivers of smartphone adoption as a shopping assistant* 44th EMAC Conference, Leuven, Belgium

De Kerviler G., Demoulin N., Zidda P., (2015), *Drivers of smartphone adoption as a shopping assistant* EMAC 2015: Collaboration in Research, Leuven, Belgium

De Kerviler G., Demoulin N., Zidda P., (2015), *Pourquoi les acheteurs utilisent leur smartphone pour un achat en magasin?* 31e Congrès International de l'afm, Marrakech, Morocco

De Kerviler G., Demoulin N., Zidda P., (2015), *Why shoppers use their smartphone for an in-store purchase?* 31ème Conférence de l'Association Française du Marketing, Marrakech, Morocco

Demangeot C., De Kerviler G., (2015), *How do we write about places? An analysis of place narrative styles in consumer reviews* Perspectives Symposium – The Marketing of Place and Space: Trends, Theories and Technologies, Leicester, United Kingdom

Demoulin N., De Kerviler G., (2014), *Smartphone usage in store: motivations and barriers at different stages of the buying process* AMA Pricing and shopper marketing, Stockholm, Sweden

Audrezet A., De Kerviler G., Ardelet C., (2013), *Combining metaphors and gain versus loss framing to enhance the efficiency of persuasive communications* 42nd EMAC Conference, Istanbul, Turkey

De Kerviler G., Bourjot J., Cadario R., (2013), *Don't call me "brand loyal": the role of market metacognition on market-related labeling effectiveness* 42nd EMAC Conference, Istanbul, France

National

Ardelet C., De Kerviler G., Slavich B., (2018), *Ethical judgment of feminine erotic images in advertising: the role of archetypal representations of femininity* Congrès annuel de l'Association Française du Marketing, Strasbourg, France

Demoulin N., De Kerviler G., (2018), *Investigation of offline-online asymmetrical integration for search and experience goods* La Londe Conference, La Londe Les Maures, France

De Kerviler G., Demangeot C., (2017), *Different voices for different roles: how do online consumer-reviewers engage with other market actors?* Congrès International de l'AFM , Tours, France

De Kerviler G., Pauwels V., Janssen C., (2016), *On the relationship between co-creation and corporate social responsibility: can the type of co-creation activities make a difference?* 32th Congress of Association Française du Marketing, Lyon, France

De Kerviler G., (2013), *La Catégorisation de Soi comme client Fidèle d'une marque (CSF): processus et conséquences sur les attentes relationnelles* 29ème Conférence de l'Association Française du Marketing, La Rochelle, France

Other conference and seminar presentations

International

Demoulin N., De Kerviler G., (2020), *Shopping benefits of the digitalization of physical stores and the moderating role of product type*, EMAC Annual Conference, Budapest, Hungary

De Kerviler G., Demangeot C., (2019), *INVESTIGATING ONLINE REVIEWERS ACTIVITY THROUGH THE LENSES OF ROLE IDENTITY THEORY* 46TH LA LONDE CONFERENCE , LA LONDE LES MAURES, France

De Kerviler G., Rodriguez C., (2019), *Brand Identification and Relationship Quality through Self-expansion: the case of Millennials and Luxury Brand Experience* 48th Annual Conference of the European Marketing Academy, Hamburg, Germany

Demoulin N., De Kerviler G., (2019), *The digitalization of retail store through the integration of online store for search and experience goods* 26th Recent Advances in Retailing and Consumer Science Conference, Tallinn, Estonia

De Kerviler G., Demangeot C., (2017), *Different voices for different roles: How do consumer-reviewers relate to other market actors?* 16th International Marketing Trends Congress, Madrid, Spain

Refereed proceedings

Forthcoming

De Kerviler G., Demangeot C., (2020), Advances in Consumer Research, in: Argo, J; Schau, H; Lowrey, T.M.(Eds.) in *Advances in Consumer Research, Association for Consumer Research, Duluth*

De Kerviler G., Audrezet A., (2017), Consumer Brand Relationship in the Age of Instagram, in: Springer(Eds.) in Rossi P. (eds) *Marketing at the Confluence between Entertainment and Analytics. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, Springer, Cham, pp. 939*

De Kerviler G., Demoulin N., Zidda P., (2017), Adoption of Proximity M-Payment Services: Perceived Value and Experience Effect, in: Springer(Eds.) in Rossi P. (eds) *Marketing at the Confluence between Entertainment and Analytics. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, Springer, Cham, pp. 275*

De Kerviler G., Janssen C., Pauwels-Delassus V., (2017), Investigating the Relationship Between Co-creation and Corporate Social Responsibility: The Role of Co-creation Type, in: Springer(Eds.) in Rossi P. (eds) *Marketing at the Confluence between Entertainment and Analytics. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, Springer, Cham, pp. 581*

De Kerviler G., Perry P., Bertrand A., Cohen C., (2017), Special Session: Evolution of the Luxury Industry in a Digital World., in: Springer(Eds.) in Rossi P. (eds) *Marketing at the Confluence between Entertainment and Analytics. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, Springer, Cham, pp. 41*

Chapters in books

Published

De Kerviler G., (2019), The Food gastronomy experience: A French perspective on food well-being, in: ROUTLEDGE(Eds.), *Food and Experiential Marketing: Pleasure, Wellbeing and Consumption, 081539635X, Routledge, London, chapter 12, pp. 000*

De Kerviler G., (2019), Building Relationships through Stimulating Brand Experiences: The Role of Self-Expansion, Brand Identification, and Self-Esteem, in: Patricia Rossi, Nina Krey(Eds.), *Finding New Ways to Engage and Satisfy Global Customers, 978-3-030-02567-0;978-3-030-02568-7, Springer International Publishing, chapter 50, pp. 173-187*

De Kerviler G., (2017), La relation marque - blogueur de la génération Z, in: Ellipses(Eds.), *Comprendre et séduire la génération Z. Comportements de consommation et relations des post-millennials avec les marques, 9782340020870, Edition Ellipses, Paris, chapter 5, pp. 119-138*

Forthcoming

De Kerviler G., (2021), L'expérience de la gastronomie française: Un lien unique entre alimentation et bien-être, in: Éditions Ellipses.(Eds.), *Le marketing experientiel culinaire, ISBN 9782340-020870, Edition Ellipses, Paris, chapter 12, pp. xx*

PROFESSIONAL MEMBERSHIPS

2014 ASSOCIATION FRANCAISE DU MARKETING, France

EDITORIAL ACTIVITY

Editor in an academic journal

Décision Marketing, France

Reviewer in an academic journal

2020 Recherche et Applications en Marketing, France

2020 Journal of Business Research, France

2020 Journal of Business Research, France

2020 Journal of Business Research, France

2019 Journal of Business Research, France

Journal of Business Ethics, USA

Journal of Business Research, USA

PROFESSIONAL SERVICE

Reviewer/Reading committee member in an academic conference

EMAC, Hungary