

CURRICULUM VITA

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Associate Professor

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Academic Degree

Ph.D. – Marketing
University of Florida, Gainesville, Florida

M.S. – Management
Fudan University, Shanghai, China

B.S. – Management
East China University of Science & Technology, Shanghai, China

Academic Employment

Associate Professor with Tenure, Marketing Department, Driehaus College of Business, DePaul University, Chicago, IL (2015-Present)

Assistant Professor, Marketing Department, Driehaus College of Business, DePaul University, Chicago, IL (2008-2015)

Research Assistant/Instructor, Marketing Department, Warrington College of Business Administration, University of Florida, Gainesville, FL (2002-2008)

Academic Award

Finalist, ISBM Business Marketing Doctoral Support Award Competition (2007)

Winner, AMA Sales SIG Dissertation Proposal Award (2006)

Winner, ISBM Academic-Practitioner Challenge Proposal Competition (2006)

Selected Publication

Xu, J., Liu, Y., & Guo Y. (2014). The role of subordinate emotional masking in leader–member exchange and outcomes: A two-sample investigation. *Journal of Business Research*, Vol. 6, 100-107

Liu, Y., Ferris, G. R., **Xu, J.**, Perrewé, P. L., & Weitz, B. (2014). When Ingratiation Backfires: The Role of Political Skill in the Ingratiation-Internship Performance Relationship. *Academy of Management Learning & Education*, Vol. 13(4), 569-586

Liu, Y., **Xu, J.**, & Weitz, B. (2011). The Role of Emotional Expression and Mentoring in Internship Learning. *Academy of Management Learning & Education*, Vol. 10(1), 94-110

Sawyer, A., Laran, J. & **Xu, J.** (2008). The Readability of Marketing Journals: Are Award-Winning Articles Better Written? *Journal of Marketing*, Vol. 72 (1), 108-117 (*Equal Contribution*)

Wang, Q., Bradford, K., **Xu, J.** & Weitz, B. (2008). Creativity in Buyer-Seller Relationships: The Role of Governance. *International Journal of Research in Marketing*, Vol. 25(2), 109-118.

Liu, Y., Ferris, G. R., Zinko, R., Perrewé, P. L., Weitz, B., & **Xu, J.** (2007). Dispositional Antecedents and Outcomes of Political Skill in Organizations: A Four-Study Investigation with Convergence. *Journal of Vocational Behavior*, Vol. 71(1), 146-165.