

#### **RESEARCH FIELDS**

Marketing Communications, Luxury Marketing, Information System

### WORK EXPERIENCE

Assistant Professor Peking University HSBC Business School (2019.8-present) Postdoctoral Researcher Peking University HSBC Business School (2017.9-2019.7)

# SHUBIN YU

# **ASSISTANT PROFESSOR**

Office: 0755–2603–5185 Mail: Shubin.Yu@phbs.pku.edu.cn PHBS, PKU, University Town, Nashan District, Shenzhen, China

## EDUCATION

GHENT UNIVERSITY PhD. in Communication Sciences, 2017

UNIVERSITY OF LEUVEN Msc. in Statistics, 2018 Msc. in International Business Economics and Management, 2016 M.A. in Cultural Studies, 2014

GUANGDONG UNIVERESITY OF FOREIGN STUDIES B.A. in Advertising/ English, 2013

## PUBLICATIONS

YU, S., AND HU, Y\*. (2020). WHEN LUXURY BRANDS MEET CHINA: THE EFFECT OF LOCALIZED CELEBRITY ENDORSEMENTS IN SOCIAL MEDIA MARKETING. JOURNAL OF RETAILING AND CONSUMER SERVICES, 54.

TALUKDAR, N. AND YU, S\*. (2020), "DO MATERIALISTS CARE ABOUT SUSTAINABLE LUXURY?", MARKETING INTELLIGENCE & PLANNING, VOL. 38 NO. 4, PP. 465–478.

YU, S\*., HUDDERS, L., CAUBERGHE, V. (2018) ARE FASHION CONSUMERS LIKE SCHOOLING FISH? THE EFFECTIVENESS OF POPULARITY CUES USED IN E-COMMERCE. JOURNAL OF BUSINESS RESEARCH, VOL.85, PP.105-116.

YU, S\*., HUDDERS, L., CAUBERGHE, V. (2018) SELLING LUXURY PRODUCTS ONLINE: THE EFFECT OF A QUALITY LABEL ON RISK PERCEPTION, PURCHASE INTENTION AND ATTITUDE TOWARD THE BRAND. JOURNAL OF ELECTRONIC COMMERCE RESEARCH, VOL.19, ISSUE: 1, PP.16–35.

YU, S\*., HUDDERS, L., CAUBERGHE, V. (2017) TARGETING THE LUXURY CONSUMER: A VICE OR VIRTUE? A CROSS-CULTURAL COMPARISON OF THE EFFECTIVENESS OF BEHAVIORALLY TARGETED ADS. JOURNAL OF FASHION MARKETING AND MANAGEMENT, VOL.21, ISSUE: 2, PP.187-205.

YU, S\*., HUDDERS, L., CAUBERGHE, V. (2017) LUXURY BRANDS IN THE DIGITAL ERA: A CROSS-CULTURAL COMPARISON OF THE EFFECTIVENESS AND UNDERLYING MECHANISMS OF PERSONALIZED ADVERTISING. THE ESSENCE OF LUXURY: AN ASIAN MARKET PERSPECTIVE, PP. 126–147, SINGAPORE MANAGEMENT UNIVERSITY.