

2023 PROGRAM

CONFERENCE EVENTS SONESTA RESORT, HILTON HEAD ISLAND, SC MARCH 15-18, 2023

WEDNESDAY, MARCH 15, 2023 – REGISTRATION (5:00 PM – 6:00PM) County Foyer

WEDNESDAY, MARCH 15, 2023 – EARLY BIRD RECEPTION (6:00 PM – 7:00PM) Sea Crest Patio

THURSDAY, MARCH 16, 2023 – KEYNOTE SPEAKERS 11:00AM-12PM Salon ABC

THURSDAY, MARCH 16, 2023 – GOLF TOURNAMENT 12:30PM Shipyard Golf Course

THURSDAY, MARCH 16, 2023 – MKTG ANALYTICS SEMINAR (1:00 – 3:00PM)

Jasper Presenters: Dr. Joe Hair, Dr. Dana Harrison, and Dr. Haya Ajjan

THURSDAY, MARCH 16, 2023 – MEMBER DINNER (6:30PM – 8:00PM) Salon ABC

FRIDAY, MARCH 17, 2023 – AWARD LUNCHEON (12:30PM – 2:00PM) Salon ABC

FRIDAY, MARCH 17, 2023 – MKTG ANALYTICS SEMINAR (2:00PM – 5:00PM) Jasper

FRIDAY, MARCH 17, 2023 – EVENING RECEPTION (6:30PM – 8:00PM) Savannah - B

SATURDAY, MARCH 18, 2023 – TRACK CHAIR MEETING (8:00AM – 8:30AM) Savannah - A

SATURDAY, MARCH 18, 2023 – BOARD MEETING (8:30AM – 9:30AM) Savannah – A

THURSDAY, MARCH 16, 2023 (8:00 AM – 9:15AM)

Session 1.1 Cross-Cultural Research I

Room: Jasper

Session Chair: Monisha Das, University of Maryland Eastern Shore

Does Culture Still Matter in Mobile Advertising? --Evidences from the U.S. South Korea, and China

Ying Wang, Youngstown State University Ebru Genc, Hiram College Alexander W. Hill, The Ohio State University

A Study of Consumers' Cultural Values Across Ethnic Groups in the U.S.

Sindy Chapa, Florida State University Sean Sawicki, University of Tampa Pei Wang, Florida State University

Heritage Products, National Dishes and Consumer Identity

Monisha Das, University of Maryland Eastern Shore

[Cries in Spanish] Parasociality, Framing, and the Echo Chamber: A Study of Identity, Race, and Ethnicity in Listener Reviews of "Anything for Selena" Podcast

M. Olguta (Olga) Vilceanu, Rowan University Kristine Johnson, Rowan University Arthur Soto-Vasquez, Texas A&M International University

THURSDAY, MARCH 16, 2023 (8:00 AM – 9:15AM)

Session 1.2 Marketing Education I

Room: Dorchester

Session Chair: Helena Allman, University of West Florida

Country Profiles Provide Cultural Immersion Without Borders: A Peer-to-Peer Teaching Project for an International Marketing Class

T. Andrew Poehlman, Clemson University **Keeley M. Meetze**, W-P Consultancy

Do you Dare to Study Abroad? Examining Cross-Cultural Differences in the Role of Covid-19 Post-Pandemic Stress on Study Abroad Intentions and Country Image Formation

Helena F. Allman, University of West Florida Hilmi A. Atadil, University of West Florida Harriette Bettis-Outland, University of West Florida

Engaging Gen Z Through Humor

Wendy Gillis, University of Fredericton

Exploring the Role of University Ranking on Recruiting and Retention: An Investigation of University Enrollment Using Signaling Theory

Sanjay R. Sisodiya, University of Idaho Erick J. Larson, University of Idaho

THURSDAY, MARCH 16, 2023 (8:00 AM – 9:15AM)

Session 1.3 Influencing Consumer Behavior

Room: Charleston

Session Chair: Randy Stuart, Kennesaw State University

Nature of the Loyalty Process, an Investigation to Uncover the Missing Links Under Low Switching-cost Conditions and Examining the Moderating Roles of Consumers' Age and Income

Miguel Sahagun, High Point University Arturo Z. Vasquez-Parraga, The University of Texas Rio Grande Valley

A New Approach to Mediation in Advertising Using AI and Big Data

Scott A. Wright, Providence College **Ainslie E. Schultz**, Providence College

Could Brand Tribes Facilitate Transformation of Their Members?

Saeed Shobeiri, Universite du Quebec - Tele-Universite **Jean-Luc Bernard**, Universite du Quebec a Trois-Rivieres

Margin Variance Analysis for Informing Customer Engagement Strategy

Timothy J. Smith, DePaul University

THURSDAY, MARCH 16, 2023 (8:00 AM – 9:15AM)

Session 1.4 Branding in Modern Times

Room: Savannah-A

Session Chair: Manisha Mathur, Augusta University

Socially Influential Brands: Investigating Social Brand Equity and Social Brand Influence Constructs

Richard Flight, Coastal Carolina University Myles H. Swann, Coastal Carolina University

Secondbrand Exchange: When Traditional Retail Brands Resell Used Products

Peter Silverstein, Western Washington University Catherine Armstrong Soule, Western Washington University **Sara Hanson**, University of Richmond

How "Tweet" Tones can Explain Consumer Beliefs in CSR

Kristina M. Harrison, University of Southern Mississippi Lei Huang, SUNY Fredonia

Increasing Social Media Equity of a Brand by Developing Social Media Capabilities and Consumer Promotions

Manisha Mathur, Augusta University

THURSDAY, MARCH 16, 2023 (9:30 AM – 10:45AM)

Session 2.1 Social Media/Digital Marketing

Room 1: Jasper

Session Chair: Richard Heiens, University of South Carolina Beaufort

Examining the Product and Service-Centric Website Features and Functions Offered by European Fashion Retailers Following the COVID-19 Pandemic

Richard Heiens, University of South Carolina Beaufort Ravi Narayanaswamy, University of South Carolina Aiken

The Digital Engine Model: Lead Generation Through Applied DCM Strategies

Kyle A. Huggins, Belmont University

John D. Hansen, University of Alabama, Birmingham

Brand Me: How LinkedIn Training Improves Personal Branding by Influencing Selfesteem and Job Search Self-efficacy by Generating an All-Star Profile

Christopher Leo, University of Central Florida

Timothy Halloran, Georgia Institute of Technology

Carlos Valdez, University of Central Florida

Leslie Connell, University of Central Florida

Jennifer Morin, University of Central Florida

Enhancing Flow through Digital Content Marketing: A Review Based Framework Development

Samit Chakravorti, Western Illinois University

THURSDAY, MARCH 16, 2023 (9:30 AM – 10:45AM)

Session 2.2 Branding in Changing Environments

Room 2: Dorchester

Session Chair: Jana Stupavsky, University of South Alabama

The Impact of COVID 19 and Geopolitical Tensions on Small to Midsized Enterprises

Nader H. Shooshtari, University of Montana

Tim A. Manuel, University of Montana

Shawn F. Clouse, University of Montana

Choose Your Channels Strategically: How Gender Plays a Role in the Receiving of Online Brand Activism Ad Campaigns

Jana Stupavsky, University of South Alabama

How Political Ideology Impacts Political Brand Image – An Analysis of the 2016, 2018, and 2020 Elections

Kristina M. Harrison, University of Southern Mississippi Shawn Thelen, Hofstra University Boonghee Yoo, Hofstra University

THURSDAY, MARCH 16, 2023 (9:30 AM – 10:45AM)

Session 2.3 Retailing & Services

Room 3: Charleston

Session Chair: Dale Cake, Savannah State University

Effect of a Paradigm Shift on Traditional Taxi Companies and their Drivers

Ali Kozehgaran, Syracuse University Scott Fay, Syracuse University

Choice Certainty and Customer Emotions

Donald C. Barnes, University of North Carolina at Wilmington Alexandra Krallman, University of North Carolina at Wilmington

The Phenomenon of Brand Hate: A Systematic Literature Review

Muhammad Taqi, Izmir University of Economics Richard Bagozzi, University of Michigan-Ann Arbor Tugba Tugrul, Izmir University of Economics Attila Yaprak, Wayne State University

Investigating How Tacit Knowledge Management Inclination and Explicit Marketing Agendas Impact Business Success

Christine Aliyu Makama, Jacksonville University Douglas Johansen, Jacksonville University

THURSDAY, MARCH 16, 2023 (9:30 AM – 10:45AM)

Session 2.4 Ethics & CSR

Room 4: Savannah-A

Session Chair: Landon M. McFarland, University of Southern Mississippi

The Startup that Almost Took Out Starbucks: A Case Study

Ahmed Maamoun, University of Minnesota Duluth

Labeled in Your Youth: The Effects of a Youth Disability Diagnosis in the Workplace

Landon M. McFarland, University of Southern Mississippi Edward A. Sayre, University of Southern Mississippi Joanne T. Cao, University of Southern Mississippi

CSR Communication Strategy: Avoiding Consumer Skepticism Considering Product Type and Firm Size

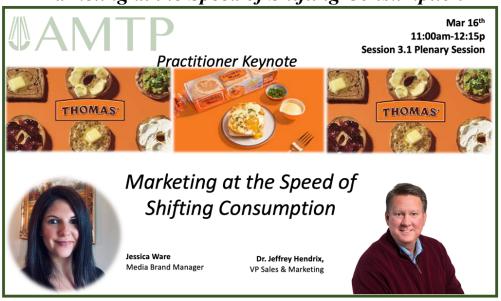
Maisy Dauphinais, Stran Promotional Solutions Setar Mohammadi, Old Dominion University Lin Guo, Old Dominion University

THURSDAY, MARCH 16, 2023 (11:00 AM – 12:00PM)

Session 3.1 Plenary Session - Keynote Speakers

Room: Salon ABC

Marketing at the Speed of Shifting Consumption



Jeff Hendrix, Vice President, Bimbo Bakeries USA Jessica Ware, Brand Media Manager for Thomas Bagels & Muffins, Bimbo Bakeries USA

FRIDAY, MARCH 17, 2023 (8:00 AM to 9:15AM)

Session 4.1 Ethics in Marketing

Room: Jasper

Session Chair: Larry Cunningham, University of Colorado Denver

Addressing the Eco-Gender Gap through Power and Sustainability Self-Efficacy

Kevin Newman, Providence College

Rebecca Trump, Loyola University Maryland

Effectiveness of Checkout Charities: Exploring Generational Differences

Shaylee Ferguson, University of Southern Mississippi Lauren E. Beverly, University of Southern Mississippi Jamye Foster, University of Southern Mississippi

Strategic Reliance on Content Creators in Brand Image Repair Through the Lens of Celebrity Brand Crisis in Depp v. Heard Trial

Ania Izabela Rynarzewska, Georgia College and State University Kristine Johnson, Rowan University Steve LeMay, University of West Florida Marilyn M. Helms, Dalton State College

Academia to Industry: The Educators' Role in Preparing Marketing Practitioners for America's Multicultural Reality

Neleen S. Leslie-Piper, Notre Dame College **Tanzeah Sharpe**, Notre Dame College

FRIDAY, MARCH 17, 2023 (8:00 AM to 9:15AM)

Session 4.2 Retailing & Services

Room: Dorchester

Session Chair: Kyle Huggins, Belmont University

Minimizing the Ratchet Effect: Why Reciprocity Preserves Customer Satisfaction in Service Environments

Kyle A. Huggins, Belmont University Val Larsen, James Madison University

The Effect of Customer Showrooming Behavior on Salespeople's Emotional Labor: Mediated Moderating Effects of Customer Orientation and Sales Control Systems

Hyewon Park, Tennessee Technological University Won-Moo Hur, Inha University

FRIDAY, MARCH 17, 2023 (8:00 AM to 9:15AM)

Session 4.3 Social Media & Influence

Room: Charleston

Session Chair: Carlos Valdez, University of Central Florida

Measuring Social Influence in Online Social Networks - A Focused Literature Review on Human Behaviors

Shyamala N. Chalakudi, ESC Rennes School of Business **Dildar Hussain**, ESC Rennes School of Business

Gnana Bharathy, University of Technology Sydney

Murthy Kolluru, uGDX Institute of Technology, Golden Gate University

Role of Social Media on Travel Destination Decision-Making: Young American's Motivation, Attitude, and Behavioral Intention

Wooyang Kim, Minnesota State University Moorhead Dale A. Cake, Savannah State University
Hyun Sang An, Minnesota State University Moorhead

Personal Brand Equity in LinkedIn: Impression Management as an Antecedent and Behaviors as Consequences

Carlos Valdez, University of Central Florida Jorge Villegas, University of Illinois at Springfield David Penn, University of Central Florida

FRIDAY, MARCH 17, 2023 (8:00 AM to 9:15AM)

Session 4.4 Sport Marketing

Room: Savannah-A

Session Chair: Noelle Magann, Coastal Carolina University

The Perceived Impact of the New Rules Regarding Name, Image, and Likeness (NIL) on Intercollegiate Sports

Sam Fullerton, North-West University Ron Wade, University of Michigan Ronald Dick, Duquesne University Michael McCall, Michigan State University

Analysis of Collegiate Athlete Social Media Engagement on Instagram

Noelle Magann, Coastal Carolina University

Does Real-Life Location Matter in the Online World? How New eSports Fans Choose What Team to Support

Gavin Nolin, Murray State University Ismail Karabas, Murray State University

Consumer Decision-Making on Golf Equipment: Impact of Emerging Strategic Organizational Goals and Supply Chain Intricacies

Faith A. Hopkins, Missouri State University

Ismet Anitsal, Missouri State University

Melek Meral Anitsal, Tennessee Tech University

FRIDAY, MARCH 17, 2023 (8:00 AM to 12:15PM) EST

Virtual Session - Zoom Link: https://psu.zoom.us/j/98029544656 password: 2023AMTP

Session Chair: Tulay Girard, Penn State Altoona

LOHASian's Cryptocurrency Adoption: Technology Acceptance Model in the Extended Theory of Planned Behavior

Sooyeon Choi, Loras College

Student Satisfaction with Learning Experience and Its Impact on Likelihood Recommending University: Net Promotor Score Approach

Musa Pinar, Valparaiso University Coleen Wilder, Valparaiso University Matthew Luth, Valparaiso University Tulay Girard, The Pennsylvania State University-Altoona

Fail Fast, Learn Fast: Understanding the Process of Learning from Failure in SMEs

Nikolina Koporcic, Laurea University of Applied Sciences David Sjödin, Luleå University of Technology Marko Kohtamäki, University of Vaasa Vinit Parida, Luleå University of Technology

The Emergence of "Createch" as a Required or Desired Skill for Digital Marketing Internships

Theresa B. Clarke, James Madison University Jordan A. Pratt, James Madison University Canessa N. Collins, James Madison University

Does Presentation Style of Dynamic Images Matter?

Can Trinh, Troy University

A Guide to Controlling Supply Chain Last Mile and Reverse Last Mile Logistics: A study of U.S. and China Small Businesses

Emmanuel Finnih, University of South Alabama

The Role of Consumer Overload Confusion on Brand Choice in the Context of Pricing

Mousumi Bose Godbole, Fairfield University Shagun Bothra

The Pains and Gains Associated with Residing in a Tourism Region: A Case Study Mike Musante, Springfield College

Investigating Linkages between Digital Marketing Transformation and Data Breaches: Moderating Role of Socioemotional Wealth

Priyanka Singh, University of Memphis Jingjing Wu, University of Memphis James Vardaman, University of Memphis

The Influence of Social Media Consumption on Fashion Product Involvement

Faren Karimkhan, Syracuse University

FRIDAY, MARCH 17, 2023 (9:30 AM – 10:45AM)

Session 5.1 Cross Cultural Influences

Room: Jasper

Session Chair: James E. Stoddard, Appalachian State University

Ethnicity & Tiktok Influencers: How Ethnicity Affects Consumers' Perceptions towards a Brand

Hanya Noussier, Florida State University Sindy Chapa, Florida State University

Exploring the Effect of Ethnic Identification on Disney Animated Films: The Case of Hispanic Consumers in the US

Antonia Manzella, Florida State University Sindy Chapa, Florida State University

An Analysis of Cultural Influences on Ivory Consumption Reduction in China

Ge Xiao, Wilkes University

Social Media Influencer Perceived Source Credibility Scale Validation and Consumer Attitudes Toward the Brand: An Exploratory Study in Urban India

James E. Stoddard, Appalachian State University Lubna Nafees, Appalachian State University Christy M. Cook, Appalachian State University

FRIDAY, MARCH 17, 2023 (9:30 AM – 10:45AM)

Session 5.2 Internal Branding

Room: Dorchester

Session Chair: Ashley N. Johns, Florida State University

CMOs' Personality and Myopic Management: Evidence from the Most Influential Marketing Leaders of the Year

Giovanni Visentin, ESCP Business School

The Moderating Roles of Leader-Member Exchange and Coworker Exchange in Shaping the Relationship between Envy and Employee Behaviors at Work

Yi Peng, Northern Michigan University Murong Miao, Northern Michigan University

Abusing the Rainbow: The Effect of Perceived Corporate Social Responsibility and Brand Authenticity on Attitudes Toward the Brand

Ashley N. Johns, Florida State University Sindy Chapa, Florida State University

FRIDAY, MARCH 17, 2023 (9:30 AM – 10:45AM)

Session 5.3 Marketing Education & Careers

Room: Charleston

Session Chair: T. Andrew Poehlman, Clemson University

Language Styles and Online Review Helpfulness

Jurui Zhang, University of Massachusetts Boston

Physical and Emotional Impact of Lighting Conditions in Higher Education Classrooms

Robbie P. McDonald, The University of Southern Mississippi Gallayanee Yaoyuneyong, The University of Southern Mississippi

Using AI as a Learning Assessment Tool: Proposal and Pilot-self Test for Using AI to Measure Learning in an International Marketing Class

T. Andrew Poehlman, Clemson University Keeley M. Meetze, W-P Consultancy

Use of Online or Traditional Job Search Tools: Which Do Sales Students Prefer When Searching to Begin Their Post-College Graduate Careers-A Study Revisited

Linda G. Mullen, Georgia Southern University Randy Stuart, Kennesaw State University Michael Lee Thomas, Georgia Southern University

FRIDAY, MARCH 17, 2023 (9:30 AM – 10:45AM)

Session 5.4 Marketing Practices

Room: Savannah-A

Session Chair: Kaan Canayaz, Florida International University

Combating Luxury Brand Counterfeiting: Recommended Action Strategies

Md Shahidul Islam, University of South Alabama

Can NFTs Help Brands Fight Counterfeits? The Role of Brand Trust

Kaan Canayaz, Florida International University Baris Karacan, The University of Illinois at Chicago

Gender Identity Influences Intention to Reduce Meat Consumption

Meng Tian, Florida State University

Differences in Consumers' Green Consumption Mindsets and Behavior Across South Africa, South Korea and the United States Based upon Measures of Hofstede's Cultural Dimensions Theory

Sam Fullerton, North-West University **Estelle van Tonder**, North-West University Jungki Lee, Korea University - Sejong

FRIDAY, MARCH 17, 2023 (11:00 AM – 12:15PM)

Session 6.1 Consumer Behavior II

Room: Jasper

Session Chair: Mandy A. Kasprzyk, University of South Alabama

The Measurement of Brand Activism: Scale Development and Validation

Nuket Serin, Bellarmine University Jayati Sinha, Florida International University

An Investigation of the Effect of Self-discrepancy on an Individuals' Propensity to Engage in Self-monitoring

Gary Futrell, Valdosta State University

When the Positive Effects of Family-Supportive Cultures in Salesforce Intensive Organizations are Neutralized: A Moderated Mediation Model

Mandy A. Kasprzyk, University of South Alabama

Effects of Online Consumer Ratings on Persuasion

Magdoleen Lerlan, Le Moyne College

FRIDAY, MARCH 17, 2023 (11:00 AM – 12:15PM)

Session 6.2 Services Marketing

Room: Dorchester

Session Chair: Shivam Agarwal, Florida International University

Consumers' Engagement in NWOM Post Service Failures: Robotic versus Human Failure Agent

Shivam Agarwal, Florida International University Todd Haderlie, Florida International University Kaan Canayaz, Florida International University Jaehoon Lee, Florida International University

Service Failure and Recovery: The Role of Customer Forgiveness and Perceived Justice in Customers' Coping Behaviors

Andreawan Honora, Western University **Kai-Yu Wang**, Brock University Wen-Hai Chih, National Dong Hwa University

The Relative Importance of Appearance and Language in Consumers' Evaluations of Multicultural Models in Televisions Commercials

Neleen S. Leslie-Piper, Notre Dame College

FRIDAY, MARCH 17, 2023 (11:00 AM – 12:15PM)

Session 6.3 Professional Selling/B2B I

Room: Charleston

Session Chair: Stefan Sleep, Kennesaw State University

Where There is Light There is Shadow: Impact of the Digitized Sales Work Environment on Customer Orientation

Julia Rötzmeier-Keuper, Technische Universitaet Berlin Nancy Viola Wünderlich, Technische Universitaet Berlin

Body Awareness in Selling: How Sales Oriented Entrepreneurs Use Interoceptive Processes as a Guide in Marketing Exchanges

William J. Jones, Ramapo College of New Jersey Matthew Fox, University of Wyoming Molly R. Burchett, University of Wyoming

The Effect of Ordering Method on Consumer Return Intentions

Garrett M. Kemp, Mercer University **Laura Boman**, Mercer University

FRIDAY, MARCH 17, 2023 (11:00 AM – 12:15PM)

Session 6.4 Ethics & Sustainability

Room: Savannah-A

Session Chair: Myles Swann, Coastal Carolina University

Religiosity and Hyperfemininity in Advertising-How the Patriarchy Impacts "Pink" Ads

Mallory Extine, University of Southern Mississippi Kristina M. Harrison, University of Southern Mississippi

Cause-related Marketing in Casino Gaming – An Exploratory Study within U.S. Regional Markets

Myles Swann, Coastal Carolina University

Differences in Eco-Friendly Attitudes and Behaviors among Consumers in the United States Across an Array of Demographics

Sam Fullerton, North-West University Tammy McCullough, Eastern Michigan University

A Comparison of the Green Mindset and an Array of Green Customer Citizenship Behaviours of Adult Residents in South Africa and the United States

Christo Bisschoff, North-West University Estelle van Tonder, North-West University Sam Fullerton, North-West University

SATURDAY MARCH 18, 2023 (9:00 AM to 10:30AM)

Session 7.1 Consumer Well-being

Room: Jasper

Session Chair: Katharine Howie, University of Southern Mississippi

All Bodies are Created Equal: The Effects of Body Equality on Holistic Wellbeing

Victoria F. Jones, University of Southern Mississippi Kristina M. Harrison, University of Southern Mississippi

But This Rewards Me! An Examination of Consumer Status and Social Dominance Orientation in the Donation of Reward Points

Katharine Howie, University of Southern Mississippi Clancy Slay, University of Southern Mississippi

Using Facebook in Determining How Anthropomorphism Manifested in Luxury Fashion Brands

Islam Gouda, Florida State University

SATURDAY MARCH 18, 2023 (9:00 AM to 10:30AM)

Session 7.2 Panel Sessions

Room: Dorchester

Session Chair: Michael Thomas, Georgia Southern University

Food for Thought on Thought Diversity

Mary F. Mobley, Augusta State University Richard Easley, Baylor University Michael C. Mobley, Psychiatrist, Savannah, Georgia

Confronting New Realities: Factors Impacting Adoption and Success of Online Marketing Education in the Caribbean

Celia McKoy, University of Technology, Jamaica Neleen Leslie-Piper, Notre Dame College

SATURDAY MARCH 18, 2023 (9:00 AM to 10:30AM)

Session 7.3 Consumer Behavior III

Room: Charleston

Session Chair: Steve LeMay, University of West Florida

Educator Strategies to Contextualize Marketing Education, Examples from an International Marketing Course

T. Andrew Poehlman, Clemson University Keeley M. Meetze, W-P Consultancy

Ethics and Supply Chain Incidents: Deontology, Deontic Logic, and Agency

Iriana Castro Diaz, University of West Florida Steve LeMay, University of West Florida

Stuck In the Middle: The Case of Kazakhstan

Patrick Moczkuhn, University of West Florida Stephen LeMay, University of West Florida Dave McMahon, Pepperdine University

2023 AMTP Reviewers

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27	Sam Fullerton	65	James Stoddard
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30	Perry Haan	68	Ashley Thomas
31	Todd Haderlie, Jr.	69	Meng Tian
32	Kristina M. Harrison	70	Michelle Van Solt
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