

Sara Dolnicar



Curriculum vitae

1972 Born in Ljubljana, Slovenia

Education

1990-1998 Bachelors and Masters Degree in Psychology at the Universitaet Wien
1994-1996 Ph.D. in Commerce at the Wirtschaftsuniversitaet Wien
1994-1995 Youth leader certification at the Institute for Leisure Pedagogics in Vienna
1990-1994 Bachelors and Masters Degree in Business Administration *mit Auszeichnung* at the Wirtschaftsuniversitaet Wien
1993 Study abroad at the College of Business Administration (University of Central Florida, Orlando, USA)
1990 Graduation from high school in Vienna *mit Auszeichnung* (with distinction)

Positions held

2016-2019 Vice-Chancellor's Research Focused Fellow (The University of Queensland)
2014-2019 Visiting Professor, Faculty of Economics (University of Ljubljana)
2013-present Research Professor, School of Tourism (The University of Queensland)
2011-2016 Queen Elizabeth II Fellow (Australian Research Council)
2010-2013 Director of the Institute of Innovation in Business and Social Research (IIBSoR), a Research Strength of the University of Wollongong
2006-2010 Associate Dean (Research), Faculty of Commerce (University of Wollongong)
2006-2013 Professor, School of Management & Marketing (University of Wollongong)
2004-2006 Associate Professor, School of Management & Marketing (University of Wollongong)
2002-2004 Senior Lecturer, School of Management & Marketing (University of Wollongong)
1997-2002 Senior Research Fellow, Research Centre of Excellence for 'Adaptive Information Systems and Modelling in Economics and Management Science' funded by the Austrian Research Foundation (FWF)
1994-2002 Assistant Professor, Institute for Tourism and Leisure Studies (Wirtschaftsuniversitaet Wien)
1995-2002 Secretary General, Austrian Society of Applied Research in Tourism
1994-1998 Administrative Director, Research Centre of Excellence 'Adaptive Information Systems and Modelling in Economics and Management Science' funded by the Austrian Research Foundation (FWF)

Elected Fellowships

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| 2013 | Fellow of the International Academy for the Study of Tourism (limited to 75 Fellows worldwide) |
| 2012 | Elected member of the International Association of Scientific Experts in Tourism (Aiest) |

Awards

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| 2016 | Finalist for the MRS Silver Medal awarded for the best paper published in the IJMR in 2015 for the manuscript: Rossiter, J.R., Dolnicar, S. & Grün, B. (2015) Why level-free forced choice binary measures of brand benefit beliefs work well. <i>International Journal of Market Research</i> , 57(2), 1-9. |
| 2016 | Charles R. Goeldner Article of Excellence Award for the best paper published in 2015 in the <i>Journal of Travel Research</i> |
| 2015 | Finalist for the MRS Silver Medal awarded for the best paper published in the IJMR in 2014 for the manuscript: Dolnicar, S. & Grün, B. (2014) Including Don't know Answer Options in Brand Image Surveys Improves Data Quality. <i>International Journal of Market Research</i> , 56(1): 33-50. |
| 2015 | Finalists for the Innovation in Research Methodology Award chosen by the IJMR Board from all papers available in the public domain which outline new techniques for the manuscript: Rossiter, J.R., Dolnicar, S. & Grün, B. (2015) Why level-free forced choice binary measures of brand benefit beliefs work well. <i>International Journal of Market Research</i> , 57(2), 1-9. |
| 2015 | Peter Keller Best Paper Award for the contribution that best integrated theoretical contribution and practical relevance at Aiest 2015 for Boztug, Babakhani, Laesser & Dolnicar. Video killed the radio star: will tourist hybridity kill market segmentation? |
| 2014 | Tony Wheeler Award for Best Paper at the Australian Market and Social Research Society Conference, Melbourne, Australia, 4-5 September 2014.
Rintoul, D., Dolnicar, S., Hajibaba, H, Milne, G., & Mawn, C. (2014) Select all that apply: Is it time to kiss the multi-grid goodbye? Presented at the |
| 2014 | 2014 Association of Children's Welfare Agencies (ACWA) Service Partnership Award |
| 2014 | Finalist, Australian Water Association Research Innovation Award |
| 2014 | Best Paper Award – 64th Aiest conference, Plzen, Czech Republic, 24-28 August 2014
Sara Dolnicar, Ulrike Gretzel, Homa Hajibaba, Amata Ring
Tourists who stick to their travel plans, no matter what. A conceptualisation and first empirical results. |
| 2011 | Research Excellence Award for Senior Researcher (University of Wollongong) |
| 2011 | Outstanding Researcher of the Year Award (Faculty of Commerce, University of Wollongong) |
| 2010 | Research Publication Excellence Award (Faculty of Commerce, University of Wollongong) |
| 2010 | Research Grant Excellence Award (Faculty of Commerce, University of Wollongong) |
| 2009 | Commendation for Outstanding Supervision (University of Wollongong) |
| 2008 | Emerald Literati Highly Commended Award for Excellence |
| 2007 | Researcher of the Year (Faculty of Commerce, University of Wollongong) |
| 2007 | Most Downloaded Paper Award (Faculty of Commerce, University of Wollongong) |

2006	Commendation for Outstanding Supervision (University of Wollongong)
2006	Most Downloaded Paper Award, runner-up (Faculty of Commerce, University of Wollongong)
2006	Best Paper Award, "Marketing Research and Research Methodology" track at the Australian and New Zealand Marketing Academy Conference
2006	<i>European Journal of Marketing</i> Best Paper Award at the Australian and New Zealand Marketing Academy Conference
2005	Paper of the Year Award (Australasian Marketing Journal)
2004	Charles R. Goeldner Article of Excellence Award for the best paper published in 2003 in the <i>Journal of Travel Research</i>
1996	Best Ph.D. thesis award (Wirtschaftsuniversitaet Wien)
1996	Doctoral performance award (Wirtschaftsuniversitaet Wien)
1994	Graduation performance award (Wirtschaftsuniversitaet Wien)

Editorial board memberships

2015-present	Journal of Business Research
2012-present	Journal of Sustainable Tourism
2009-present	Journal of Information Technology and Tourism
2008-present	Annals of Tourism Research
2006-present	International Journal of Culture, Tourism, and Hospitality Research
2005-present	Tourism Review
2005-present	Anatolia
2004-present	Tourism Analysis
2004-present	<i>Journal of Travel Research</i> (and member of the selection panel for the Charles R. Goelder Article of Excellence Award).

Ad hoc reviewer

American Marketing Association Conference
 Anatolia
 Annals of Tourism Research
 Australasian Journal of Market and Social Research
 Australasian Marketing Journal
 Australian and New Zealand Marketing Academy Conference
 Cities
 Conflict Management and Peace Science
 Council of Australian Tourism and Hospitality Education Conference
 Desalination and Water Treatment

European Journal of Tourism
European Marketing Academy Conference
Environmental Politics
Environmental Science & Technology
Information Technology & Tourism
Food Quality and Preference
International Journal of Culture, Tourism, and Hospitality Research
International Journal of Environmental Research and Public Health
International Journal of Hospitality Management
International Journal of Nonprofit and Voluntary Sector Marketing
International Journal of Tourism Research
International Non Profit and Social Marketing Conference
Journal of Advertising
Journal of Air Transport Management
Journal of Business Research
Journal of Cleaner Production
Journal of Consumer Behaviour
Journal of Destination Marketing & Management
Journal of Environmental Planning and Management
Journal of Hospitality and Tourism Research
Journal of Hospitality Marketing and Management
Journal of Sports & Tourism
Journal of Sustainable Tourism
Journal of Travel & Tourism Marketing
Journal of Travel & Tourism Review
Journal of Travel Research
Journal of Vacation Marketing
Journal of Water and Health
Journal of Water Reuse and Desalination
Leisure Futures Conference
Nonprofit Management and Leadership
Marketing Intelligence and Planning
Marketing Letters
Regional Environmental Change
Resources, Conservation & Recycling
Social Science Computer Review

Society & Natural Resources
 Sociological Methodology
 Supply Chain Management
 Transportation Research Part A: Policy and Practice
 Tourism Analysis
 Tourism and Hospitality Planning and Development
 Tourism Economics
 Tourism Geographies
 Tourism Management
 Tourism Review
 Tourism Review International
 Tourist Studies
 China Transportation Research Part E: Logistics and Transportation Review
 Water Science and Technology
 Water Science and Technology: Water Supply

Research supervision

Completed 1998	Bernhard Binder, Diploma Thesis, Wirtschaftsuniversitaet Wien
Completed 2000	Regina Baumann, Diploma Thesis, Wirtschaftsuniversitaet Wien, Best Diploma Thesis Award 2000
Completed 2000	Therese Smolak, Diploma Thesis, Wirtschaftsuniversitaet Wien
Completed 2002	Christina Schoesser, Diploma Thesis, Wirtschaftsuniversitaet Wien, Best Diploma Thesis Award 2002 - Runner Up
Completed 2002	Slavica Micic, Diploma Thesis, Wirtschaftsuniversitaet Wien
Completed 2002	Claudia Novotny, Diploma Thesis, Wirtschaftsuniversitaet Wien
Completed 2003	Rene Lambert, Diploma Thesis, Wirtschaftsuniversitaet Wien
Completed 2005	Katie Lazarevski, Honours, University of Wollongong, 1st class honours
Completed 2007	Edmund Goh, Masters by Research, University of Wollongong
Completed 2008	Melanie Randle, PhD, University of Wollongong, Dean's Award for Outstanding Research, Best Paper Award of the Australasian Journal of Marketing, Higher Degree Research Student of the Year 2008 (Faculty of Commerce, University of Wollongong) , Best Paper by Emerging Researchers (International Non Profit and Social Marketing Conference 2008), ARC DECRA, 2013 Vice-Chancellors Emerging Researcher Award, ANZMAC Emerging Schoar Award.
Completed 2008	Byron Kemp, Honours, University of Wollongong, 1st class honours, university medal
Completed 2008	Teresa Moeller, Diploma Thesis, Ludwigs-Maximilian Universitaet Muenchen
Completed 2009	Anton Gruber, MBA Thesis, University of Salzburg
Completed 2009	Gerhard Pohl, MBA Thesis, University of Salzburg

Completed 2010	Janice Bagot, Masters by Research, University of Wollongong
Completed 2010	Katie Lazarevski, PhD, University of Wollongong
Completed 2010	Ben Posetti, Honours, University of Wollongong, 1st class honours
Completed 2012	Gregor Zelle, PhD, University of Wollongong
Completed 2015	Logi Karlson, PhD, University of Wollongong
Completed 2015	Emil Juwan, PhD, The University of Queensland
Completed 2016	Petra Meyer, PhD, University of Wollongong
Current	Homa Hajibaba, PhD, University of Wollongong
Current	Leanne Brereton, PhD, University of Wollongong
Current	Melissa Dabinett, Masters by Research, University of Wollongong
Current	Duncan Rintoul, PhD, University of Wollongong
Current	Kylie Brosnan, PhD, The University of Queensland (commenced 2015)
Current	Nazila Babakhani, PhD, The University of Queensland (commenced 2015)
Current	Carmel McGinley, PhD, The University of Queensland (commenced 2015)
Current	Karen Hofman, PhD, The University of Queensland (commenced 2016)

Research Funding / Grants since 2002

2015	Randle, M., Miller, L. Dolnicar, S., Connor-Brown, G. & Maunsell, D. "Consumer value and disability services: The impact of increased autonomy" \$326,506 ARC Linkage Grant
2015	Ritchie, B. & Dolnicar, S. Encouraging voluntary purchasing of carbon offsets \$160,000 ARC Linkage Grant
2015	2015 UQ Major Equipment and Infrastructure (MEI) & 2014 NHMRC Equipment Grant scheme for the project UQ Business School Research Laboratory. \$80,620
2013	Dolnicar, S., Gruen, B., Puleston, J., Brosnon, K., Harris, P., Molloy, E., Kirk, K., Lee, L.T., Robbie, L.E. & Mawn, C. "Better destination image data through lower cognitive load measures" \$150,000 ARC Linkage Grant LP
2012	Dolnicar, S. "Dynamic online survey questions – can they increase measurement validity in market research?" \$10,000 University of Wollongong, New Partnership Grant with Yellow Squares and Diploar Pty Ltd
2011	Dolnicar, S. & Gretzel, U. "Reducing the Australian tourism industry's vulnerability to external shocks - identifying and understanding disaster-resilient tourists" \$200,000 ARC Discovery Grant

- 2010 Dolnicar, S. & Filz, M.
 “e-surveys – ensuring that they are more than just quick, cheap and convenient”
 \$18,000
 UOW New Partnership Grant
- 2010 Randle, M., Dolnicar, S., Miller, L., Ciarrochi, J. & Munro, A.
 “The Influence of Cultural Background on Knowledge and Perceptions of Foster Care: An Exploratory Study”
 \$14,272
 University Research Committee (URC) Research Partnerships Grants Scheme.
- 2010 Dolnicar, S., Leisch, F. & Gruen, B.
 “Market segmentation methodology: attacking the 'Too Hard' basket”
 \$1.46 million
 ARC Discovery Grant including a QEII Fellowship
- 2010 Randle, M., Dolnicar, S., Miller, L., Ciarrochi, J., MacMillan, M. & McKee, T.
 “Preventing Poor Health Outcomes for Children by Attracting More Foster Carers.”
 \$13,000.
 University Research Committee (URC) Research Partnerships Grant
- 2009 Dolnicar, S., Vialle, W. & Castle, R.
 “Succession planning at universities: program for preparing early leaders (PROPEL)”
 \$220,000
 Australian Learning and Teaching Council Grant
- 2009 Kerr, G., Burgess, L. & Dolnicar S.
 “Internet Use Behaviour During the Travel Planning Process”
 \$14,000
 University of Wollongong, Research Partnership Grant Scheme, 2009
- 2008 Keating, B., Kerr, G., Dolnicar, S. & Kriz, A.
 “Attracting international tourists from rapidly emerging markets to regional Australia”
 \$12,000
 University of Wollongong, Research Partnership Grant Scheme, 2008
- 2007 Dolnicar, S. & Wright, J.
 Social Innovation Network.
 \$150,000
 University of Wollongong, Research Networks, 2007
- 2007 Dolnicar, S. & Hurlimann, A.
 “Water for Australia’s future – reducing fears and increasing acceptance of alternative water sources through public information”
 \$350,000
 ARC Discovery Grant
- 2007 Dolnicar, S. & Rossiter, J.R.
 “A cognitive model for identifying optimal measures of belief”
 \$219,000
 ARC Discovery Grant
- 2007 Dolnicar, S. & Leisch, F.
 “Response style heterogeneity in empirical marketing research”
 \$40,404
 ARC Linkage International Grant

- 2007 Dolnicar, S., Rossiter, J.R., Ciarrochi, J., Munro, A.B., Gunasekara, M.S. & Neveling, D.J.
 “Identifying, attracting and retaining successful foster parents.”
 \$480,000
 ARC Linkage Grant
- 2007 Dolnicar, S., Lyons, L.T. & Ville, S.
 “The role of community connectedness in retaining skilled migrant women in Australia”
 AUD \$76,880
 ARC Linkage Grant
- 2006 Xu, P., Drewes, J.E., Cath, T., Schaefer, A., Ruetten, J., Howe, C., & Dolnicar, S.
 “Critical Assessment of Implementing Desalination Technology”
 USD \$200,000
 American Water Works Association
- 2005 Dolnicar, S.
 “Towards a revised paradigm in sustainable tourism – Increasing industry adoption through demonstrating economical benefits”
 \$3,000
 University of Wollongong, Internationalisation Grant Scheme
- 2005 Dolnicar, S. & Jordaan, Y.
 “When consumers’ information privacy concerns become management’s concern”
 \$10,000
 University of Wollongong, Faculty Special Initiatives Scheme
- 2005 Bergkvist, L., Dolnicar, S. & Rossiter, J.
 “Seed funding for the marketing research innovation centre (mric)”
 \$12,824
 University of Wollongong, Faculty Special Initiatives Scheme
- 2005 Dolnicar, S., Long, P.
 “Establishing Tourism Research Links with University of Colorado at Boulder”
 \$3,000
 University of Wollongong, Internationalisation Committee Grant Scheme
- 2004 Russell, W., Bryant, T., Mitchell, G., Stoianoff, N. & Dolnicar, S.
 “More than Doubling the Benefit. Promoting Transdisciplinarity in Double Degrees”
 \$9,621
 University of Wollongong, Educational Strategy Development Fund
- 2004 Dolnicar, S.
 “Establishing Tourism Research Links with University of Colorado at Boulder”
 \$1,500
 University of Wollongong University, Internationalisation Committee Grant Scheme
- 2004 Dolnicar, S., Lawrence, D. & Badyari, S.
 “Investigating the existence and nature of fear segments in tourism”
 \$8,000
 World Expeditions and the University of Wollongong, URC New Partnership Grant Scheme
- 2004 Dolnicar, S. & Rossiter, J.R.
 “Is brand image instability a measurement artifact?”
 \$350,000
 ARC Discovery Grant

- 2004 Dolnicar, S., Crouch, G.I. & Mazanec, J.A.
 “Harnessing Eco-Friendly Markets to Protect our Natural Resources - Towards A Demand-Driven Paradigm of Sustainable Tourism”
 \$160,000
 ARC Discovery Grant
- 2004 Dolnicar, S. & Leisch, F.
 “Advanced issues in market segmentation research”
 \$22,460
 ARC Linkage International Grant
- 2004 Dolnicar, S.
 “Marketing recycled water”
 \$3,800
 University of Wollongong, Faculty Research Grant Scheme
- 2004 Dolnicar, S., Irvine, H., Lazarevski, K. & Randle, M.
 “The grass roots of local environmental volunteer groups: funding and accountability structures in a competitive institutional environment”
 \$4,400
 University of Wollongong, Faculty Research Grant Scheme
- 2003 Dolnicar, S.
 “Understanding respondents’ answer behaviour - determining the transformations from binary and ordinal to metric questionnaire answers”
 \$7,000
 University of Wollongong, Faculty Research Grant Scheme
- 2003 Dolnicar, S., Rossiter, J.R. & O’Shannessy, M.
 “Are brand images stable? An exploratory pre-study”
 \$4,916
 University of Wollongong, URC New Partnership Grant Scheme
- 2003 Dolnicar, S. & Formosa, P.
 “Attracting Bushcare volunteers - managing heterogeneity of volunteering motivations in a multicultural region by integrated market structure analysis”
 \$97,000
 ARC Linkage Grant
- 2003 Dolnicar, S.
 “Brand image measurement – investigating sources of heterogeneity and extending the PBMS framework to tracking market structure changes over time”
 \$10,000
 University of Wollongong, University Research Council Small Grant Scheme
- 2003 Crouch, G., Devinney, T., Dolnicar, S., Huybers, T., Louviere, J. & Oppewal, H.
 “Modelling and Exploring Tourism Consumer Choice: Strengthening the Knowledge Base for Improved Strategic Decision Making in the Australian Tourism Industry”
 \$45,000
 CRC for Sustainable Tourism
- 2002 Dolnicar, S.
 “Simplifying brand image survey questionnaires. Do the advantages of binary answer categories compensate for the loss of information?”
 \$6,000
 University of Wollongong, Faculty Research Grant Scheme

2002

Dolnicar, S.

“Row- or column-wise brand image measurement – is there a significant difference in results”

\$2,459

University of Wollongong, New Researcher Grant Scheme

Publications and presentations

Authors are ordered alphabetically on joint publications until 2006.

Publication category	Reference
Books	<p>Buchta, C., Dolnicar, S. & Reutterer, T. (2000) <i>A Nonparametric Approach to Perceptions-Based Market Segmentation: Applications</i>. Series: Interdisciplinary Studies in Economics and Management, Volume II. Springer, Berlin.</p> <p>Dolnicar, S. (1997) Urlaubserwartungen der Sommergäste in Österreich – Eine Psychographische Taxonomieerstellung Mittels Neuronaler Netzwerkverfahren (Vacation Expectations of Summer Tourists in Austria – a Psychographic Taxonomy Using Neural Network Techniques). Vienna: Service-Fachverlag.</p>
Refereed journal articles	<p>Knezevic Cvelbar, L., Grün, S. & Dolnicar, S. (accepted 20.6.2016) Which Hotel Guest Segments Reuse Towels? Selling Sustainable Tourism Services Through Target Marketing. <i>Journal of Sustainable Tourism</i>.</p> <p>Juvan, E., Ring, A., Leisch, F. & Dolnicar, S. (accepted 22.12.2015) Tourist Segments' Justifications for Behaving in an Environmentally Unsustainable Way. <i>Journal of Sustainable Tourism</i>.</p> <p>Dolnicar, S. & Grün, B. (accepted 5.10.2015) In a Galaxy Far, Far Away ... Market Yourself Differently. <i>Journal of Travel Research</i>.</p> <p>Randle, M., Okely, T. & Dolnicar, S. (accepted 8.10.2015) Communicating with Parents of Obese Children: Which Channels are Most Effective? <i>Health Expectations</i>.</p> <p>Randle, M., Miller, L., Stirling, J. & Dolnicar, S. (accepted 30.09.2015) Framing Advertisements to Elicit Positive Emotions and Attract Foster Carers: An Investigation of High Cognitive Elaboration Donations. <i>Journal of Advertising Research</i>.</p> <p>Grün, B & Dolnicar, S. (accepted 2.6.2015) Response-Style Corrected Market Segmentation for Ordinal Data. <i>Marketing Letters</i>, DOI 10.1007/s11002-015-9375-9.</p> <p>Hajibaba, H., Boztuğ, Y. & Dolnicar, S. (2016) Preventing Tourists from Canceling in Times of Crises. <i>Annals of Tourism Research</i>, 60: 48-62.</p> <p>Karlsson, L. & Dolnicar, S. (2016) Does Eco Certification Sell Tourism Services? Evidence from a Quasi-Experimental Observation Study in Iceland. <i>Journal of Sustainable Tourism</i>, 24(5): 694-714.</p> <p>Hurlimann, A. & Dolnicar, S. (2016) Public Acceptance and Perceptions of Alternative Water Sources: A Comparative Study in Nine Locations. <i>International Journal of Water Resources Development</i>, 32(4): 650-673.</p> <p>Karlsson, L. & Dolnicar, S. (2016) Someone's Been Sleeping in My Bed (Refereed Research Note). <i>Annals of Tourism Research</i>, 58: 159-162.</p> <p>Le, H., Jones, B., Williams, T. & Dolnicar, S. (2016) Communicating to Culture Audiences. <i>Marketing Intelligence & Planning</i>, 34(4): 462-485.</p>

- Solnet, D., Boztug, Y. & Dolnicar, S. (2016) An Untapped Gold Mine? Exploring the Potential of Market Basket Analysis to Grow Hotel Revenue. *International Journal of Hospitality Management*, 56: 119-125.
- Juvan, E. & Dolnicar, S. (2016) Measuring Environmentally Sustainable Tourist Behaviour. *Annals of Tourism Research*, 59: 30-44.
- Ring, A., Tkaczynski, A. & Dolnicar, S. (2016) Word-of-Mouth – Online, Offline, Visual or Verbal? *Journal of Travel Research*, 55(1): 481-492.
- Becken, S. & Dolnicar, S. (2016) Uptake of Resource Efficiency Measures by Small and Medium-Sized Accommodation and Food Service Providers. *Journal of Hospitality and Tourism Management*, 26: 45-49.
- Dolnicar, S., Grün, B. & Leisch, F. (2016) Increasing Sample Size Compensates for Data Problems in Segmentation Studies. *Journal of Business Research*, 69: 992-999.
- Cliff, K., Grün, B., Ville, S. & Dolnicar, S. (2015) A Conceptual Framework of Skilled Female Migrant Retention. *Economic Papers*, 34(3): 118-127.
- Boztug, Y., Babakhani, N., Laesser, Ch. & Dolnicar, S. (2015) The Hybrid Tourist. *Annals of Tourism Research*, 54: 190-203.
- Rossiter, J.R., Dolnicar, S. & Grün, B. (2015) Why Level-Free Forced Choice Binary Measures of Brand Benefit Beliefs Work Well. *International Journal of Market Research*, 57(2), 1-9.
- Hajibaba, H., Gretzel, U., Leisch, F. & Dolnicar, S. (2015) Crisis-Resistant Tourists. *Annals of Tourism Research*, 53: 46–60.
- Randle, M. & Dolnicar, S. (2015) The Characteristics of Potential Environmental Volunteers: Implications for Marketing Communications. *Australasian Journal of Environmental Management*, 22(3): 329-339.
- Dolnicar, S. & Chapple, A. (2015) The Readability of Articles in Tourism Journals (Refereed Research Note). *Annals of Tourism Research*, 52: 161-179.
- Dolnicar, S., Coltman, T. & Sharma, R. (2015) Do Satisfied Tourists Really Intend to Come Back? Three Concerns with Empirical Studies Linking Satisfaction to Behavioral Intentions. *Journal of Travel Research*, 54(2): 152-178.
- Vocino, A., Polonsky, M. & Dolnicar, S. (2015) Segmenting Australian Online Panellists Based on Volunteering Motivations. *Asia Pacific Journal of Marketing and Logistics*, 27(1): 4-22.
- Randle M, Miller L, Ciarrochi J & Dolnicar S. (2014) A Psychological Profile of Potential Youth Mentor Volunteers. *Journal of Community Psychology*, 42(3): 338-351.
- Dolnicar, S., Grün, B., Leisch, F. & Schmidt, K. (2014) Required Sample Sizes for Data-Driven Market Segmentation Analyses in Tourism. *Journal of Travel Research*, 53(3): 296-306.
- Juvan, E. & Dolnicar, S. (2014) The Attitude-Behaviour Gap in Sustainable Tourism. *Annals of Tourism Research*, 48: 76-95.
- Dolnicar, S. & Ring, A. (2014) Tourism Marketing Research - Past, Present and Future. *Annals of Tourism Research*, 47: 31-47.
- Dolnicar, S., Hurlimann, A. & Grün, B. (2014) Branding Water. *Water Research*, 57: 325-338.
- Dolnicar, S. & Grün, B. (2014) Including Don't know Answer Options in Brand Image Surveys Improves Data Quality. *International Journal of Market Research*, 56(1): 33-50.

- Juvan, E. & Dolnicar, S. (2014) Can Tourists Easily Choose a Low Carbon Footprint Vacation? *Journal of Sustainable Tourism*, 22(2): 175-194.
- Randle, M., Miller, L., Dolnicar, S. & Ciarrochi, J. (2014) The Science of Attracting Foster Carers. *Child and Family Social Work*, 19(1): 65-75.
- Dolnicar, S. & Leisch, F. (2013) Using Graphical Statistics to Better Understand Market Segmentation Solutions. *International Journal of Market Research*, 56(2): 97-120.
- Dolnicar, S., Grün, B. & Yanamandram, V. (2013) Dynamic, Interactive Survey Questions can Increase Survey Data Quality. *Journal of Travel and Tourism Marketing*, 30: 690-699.
- Randle M., Leisch F. & Dolnicar S. (2013) Competition or Collaboration? The Effect of Non-Profit Brand Image on Volunteer Recruitment Strategy. *Journal of Brand Management*, 20(8): 689-704.
- Dolnicar, S. (2013) Asking Good Survey Questions. *Journal of Travel Research*, 52(5): 551-574.
- Dolnicar, S. & Grün, B. (2013) "Translating" Between Survey Answer Formats. *Journal of Business Research*, 66: 1298-1306.
- Dolnicar, S., Lazarevski, K. & Yanamandram, V. (2013) Quality of Life and Tourism: A Conceptual Framework and Novel Segmentation Base. *Journal of Business Research*, 66(6): 724-729.
- Seabra, C., Dolnicar, S. Abrantes, J.L. & Kastenholz, E. (2013) Heterogeneity in Risk and Safety Perceptions of International Tourists. *Tourism Management*, 36: 502-510.
- Dolnicar, S. & Grün, B. (2013) Validly Measuring Destination Images in Survey Studies. *Journal of Travel Research*, 52(1): 3-13.
- Randle, M. & Dolnicar, S. (2012) Attracting Volunteers in Highly Multicultural Societies: A Marketing Challenge. *Journal of Non-profit and Public Sector Marketing*, 24(4): 351-369.
- Laesser, C. & Dolnicar, S. (2012) What Drives Potential Impuls Purchasing in Tourism? Learnings From a Study in a Matured Market. *Anatolia*, 23(2): 268-286.
- Randle, M., Miller, L., Dolnicar, S. & Ciarrochi, J. (2012) Heterogeneity Among Potential Foster Carers: An Investigation of Reasons for Not Foster Caring. *Australian Social Work*, 65(3): 382-397.
- Dolnicar, S., Rossiter, J.R. & Grün, B. (2012) "Pick-any" Measures Contaminate Brand Image Studies. *International Journal of Market Research*, 54(6): 821-834.
- Kemp B., Randle M., Hurlimann A. & Dolnicar S. (2012) Community Acceptance of Recycled Water – Can We Inoculate the Public Against Scare Campaigns? *Journal of Public Affairs*, 12(4): 337-346.
- Hurlimann, A. & Dolnicar, S. (2012) Newspaper Coverage of Water Issues in Australia. *Water Research*, 46: 6497-6507.
- Dolnicar, S. & Leisch, F. (2012) One Legacy of Mazanec: Binary Questions Are a Simple, Stable and Valid Measure of Evaluative Beliefs. *International Journal of Tourism, Culture, and Hospitality Research*, Special Issue in honour of the contributions of Josef Mazanec to tourism research, 6(4): 316-325.
- Kerr, G., Cliff, K. & Dolnicar, S. (2012) Harvesting the "business test trip" - Converting Business Travelers to Holidaymakers. *Journal of Travel & Tourism Marketing*, 29: 405-415.
- Dolnicar, S., Hurlimann, A. & Grün, B. (2012) Water Conservation Behaviour in Australia. *Journal of Environmental Management*, 105: 44-52.

- Ciarrochi, J., Randle, M., Miller, L. & Dolnicar, S. (2012) Hope for the Future: Identifying the Individual Difference Characteristics of People who are Interested in and Intend to Foster Care. *British Journal of Social Work*, 42(1): 7-25.
- Dolnicar, S., Yanamandram, V. & Cliff, K. (2012) The Contribution of Vacations to Quality of Life. *Annals of Tourism Research*, 39(1): 59-83.
- Dolnicar, S., Kaiser, S., Lazarevski, K. & Leisch, F. (2012) Biclustering - Overcoming Data Dimensionality Problems in Market Segmentation. *Journal of Travel Research*, 51(1): 41-49.
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