

NIKOLAOS SKLAVOUNOS

2016	<p>Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2016, "Trust in ISAs: The Role of Foreign Partners' Knowledge Transfer, Senior Management Commitment, Goal Congruity and Control ". The paper was presented at EBEEC 2015 Conference, Kavala, Greece, 8-10 May 2015 and after revision, it was selected for publication at <i>Elsevier Procedia Economics and Finance</i> (forthcoming issue).</p>
2015	<p>Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2015, "The Impact of Age, Interdependence and Perceived Risk of Opportunism on Inter-Partner Trust in International Strategic Alliances". The paper was presented at EBEEC 2014 Conference, Nis, Serbia, 9-10 May 2014 and after revision, it was published at <i>Elsevier Procedia Economics and Finance</i>, Vol.19, Year 2015.</p>
2014	<p>Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2014, "Trust, Knowledge Transfer and Control in IJVs: The Case of Four Greek Firms". The paper was presented at EBEEC 2013 Conference, Istanbul, Turkey, 9-12 May 2013 and after revision, it was published at <i>Elsevier Procedia Economics and Finance</i>, Vol.9, Year 2014.</p> <p>Sklavounos, N. and Hajidimitriou, Y., 2014, "Revisiting Trust at the Later Stages of International Joint Ventures: The Role of Longevity, Interdependence and Risk of Opportunism". The paper was published in <i>East West Journal of Economics and Business</i>, Vol.17, Issue 2, ISSN: 1108-2992.</p> <p>Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2014, "Determining the Relationship among Knowledge Transfer, Trust, Partner Compatibility and Prior Experience in South Eastern European IJVs". The paper was presented at the European International Business Academy (EIBA) 40th Annual Conference» (EIBA 2014, Uppsala, Sweden, 11-13 December 2014).</p>
2013	<p>Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2013, "Knowledge Transfer in Greek IJVs: The Role of Trust, Partner Compatibility and Prior Experience". The paper was presented at the European International Business Academy (EIBA) 39th Annual Conference» (EIBA 2013, Bremen, Germany, 12-14 December 2013).</p>
2012	<p>Sklavounos, N. and Hajidimitriou, Y., 2012, "The Contextual Factors that Affect the Expansion of Trust at the Later Stages of International Joint Ventures". The paper was presented at the International Conference on International Business (ICIB) 3rd Annual Conference (ICIB 2012, Thessaloniki, Greece, 17-19 May 2012).</p> <p>Hajidimitriou, Y., Sklavounos, N. and Rotsios, K., 2012, "The Impact of Trust on Knowledge Transfer in International Business Systems". The paper was presented at EBEEC 2012 Conference, Sofia, Bulgaria, 11-13 May 2012 and was published at the <i>Scientific Bulletin – Economic Sciences International journal</i> (University of Pitesti, Romania, Volume 11, Issue 2, Year 2012, ISSN: 1583-1809).</p>
2011	<p>Sklavounos, N. and Hajidimitriou, Y., 2011, "The Contextual Factors that Affect the Development of Trust at the Initial Stages of International Joint Ventures". The paper was presented at MIBES 2011 Conference, Serres, Greece, 16-18 September 2011 and was published at the <i>MTOL – MIBES TRANSACTIONS International journal</i>, Volume 5, Issue 2,</p>

	Year 2011, ISSN 1790-9899.
2008	Hajidimitriou, Y. and Sklavounos, N. , 2008, " The Trust Dimension in International Business Systems ". The paper was presented at MIBES 2008 Conference, Larissa, Greece, 4-5 July 2008 and was published at <i>MIBES E-Book</i> , Volume 1, Year 2008, ISBN 978-960-98411-2-2.
2007	Hajidimitriou, Y. and Sklavounos, N. , 2007, " The Creation of Trust in International Strategic Alliances ". The paper was presented at MIBES 2007 Conference, Larissa, Greece, 29-30 September 2007 and was included in MIBES 2007 Conference Proceedings, ISBN: 978-960-87764-7-0.
2006	Hajidimitriou, Y. and Sklavounos, N. , 2006, " The Importance of Trust for the Success of International Strategic Alliances ". The paper was presented at MIBES 2006 Conference, Larissa, Greece, 4-5 November 2006 and was included in MIBES 2006 Conference Proceedings, ISBN: 978-960-87764-3-2.
2005	Sklavounos N. , 2005, "The Importance of Trust for the Success of International Strategic Alliances" - MBA Thesis that is included in the catalogue of the Library of University of Macedonia, 156 Egnatia Avenue, 54006, Thessaloniki, Greece.
2003	Sklavounos N. and Poullos, M., 2003, "Case Study: G.Apostolou S.A.". In Hajidimitriou, Y. (Ed), <i>International Business</i> (in Greek), Anikoula Publications, Thessaloniki, 2003.