

Publications-Book Chapters

- 2017 Winner Best Wine Tourism Book in the USA - Best Practices in Global Wine Tourism, NY: Miranda Press, from Gourmand International Book Awards. Editors: Liz Thach & Steve Charters. Wrote chapter entitled: "Reclaiming a Lost Heritage at Gerovassiliou Winery (Ktima), Greece" in book.
- Soulios, C., Bizbiroulas, A. & **Rotsios K.** (2017). "Greek Olive Oil in the UK: Evidence from the perception of local importers on product characteristics". In: Karasavoglou A. and Polychronidou, P., editors, Agricultural Sector Issues in the European Periphery. Vernon Press, Vernon Series in Economics.
- Ritchie, C. and **Rotsios, K.** (2016), "Reclaiming a Lost Heritage at Gerovassiliou Winery (Ktima), Greece" In: Thach, L. and Charters M., editors, Best Practices in Global Wine Tourism : 15 Case Studies from Around the World. Miranda Press, USA.

Articles in peer reviewed journals

- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y., (2016) (forthcoming), "Knowledge Transfer and Trust among Partners: The Case of Greek IJVs". The paper was presented at EBEEC 2016 Conference, Split, Croatia, 6-8 May 2016 and after revision, it was accepted for publication at Springer Procedia.
- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., (2015b). "Trust in ISAs: The Role of Foreign Partners' Knowledge Transfer, Senior Management Commitment, Goal Congruity and Control", Elsevier Procedia Economics and Finance, Vol.33, pp 331-339.
- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., (2015a). "The Impact of Age, Interdependence and Perceived Risk of Opportunism on Inter-Partner Trust in International Strategic Alliances, Elsevier Procedia Economics and Finance, Vol.19, pp 175-183.
- Mullaimeri, K., Bizmpiroulas, A., Loznaliev, O., & **Rotsios, K.** (2015). "The internationalization of wine SMEs in the midst of the economic crisis: pilot case studies from Greece, Albania & FYROM". Sinergie Italian Journal of Management, 199-212.
- Gjekanovikj, A., Bizmpiroulas A., & **Rotsios K.** "Export Success Factors for Table Olives: The Perception of Greek Exporting Firms." Procedia Economics and Finance 33 (2015): 584-594.
- Bizmpiroulas, A. and **Rotsios, K.** (2015). "An analysis of the perception of Greek food and beverage exporters regarding their export competitive advantages and barriers." Fork to Farm: International Journal of Innovative Research and Practice 2, no. 1.
- Bizmpiroulas, A., **Rotsios, K.** & Kartsiotis, G. (2014). "Determinants of Export Success Factors: The Perception of Greek Food and Drink Export Companies". International Journal of Economics & Business Administration, v.2.2 pp.77-98.
- **Rotsios, K.P.**, Sklavounos, N.S. & Hajidimitriou, Y.A. (2014). "Trust, Knowledge Transfer and Control in IJVs: The Case of Four Greek Firms". Procedia Journal, Vol. 9, p.p. 231 – 241.
- Handrinos, M.C., **Rotsios, K. P.** & Folinas, D. (2014). "A paradigm shift for a successful launch of a locally-based start-up in the food supply

chain”. *Agricultural Engineering International: CIGR Journal, Special Issue*, May 2014, pp. 21-29.

- Bizmpiroulas, A. & Rotsios, K. (2014). *The Greek Food Product Exports: Challenges and Opportunities. An interview with Mr. Dimitrios Lakasas, From Fork to Farm*, vol. 1, n. 1
- Hajidimitriou, Y.A., Sklavounos, N.S. & **Rotsios, K.P.** (2012). “The Impact of Trust on Knowledge Transfer in International Business Systems”. *Scientific Bulletin – Economic Sciences*, Vol. 11, Issue 2, p.p. 39 – 49.
- Grigorencu, A., Papadopoulos, P., & **Rotsios, K.** (2014). “Does the outsourcing of logistics services keep its promise of increased efficiency? The case of Colgate – Greece”. *Handbook of Outsourcing Management for Supply Chain Operations and Logistics Services*, IGI-Global, 2012.

17. Conference Proceedings (peer reviewed)

- Sklavounos, N., **Rotsios, K.**, & Hajidimitriou Y. (2017). “The impact of transparent communication, partner complementarity and cultural sensitivity on inter-partner trust in ISAs” 9th International Conference on “The Economies of Balkan and Eastern Europe Countries in the changed world”, Piraeus-Athens, Greece, 28-30th of April, 2017.
- Kluss-Klekamp, K., Kichukova, T., Bizmpiroulas, A. & **Rotsios K.** (2017). “How does innovation assist Greek wine SMEs in N. Greece to more effectively reach consumers?” 9th International Conference on “The Economies of Balkan and Eastern Europe Countries in the changed world”, Piraeus-Athens, Greece, 28-30th of April, 2017.
- Kichukova, T., Sklavounos, N. & **Rotsios, K.** (2017). “Defining market opportunities through Greek consumers’ purchase intentions towards food and beverage products containing aloe vera”. 9th International Conference on “The Economies of Balkan and Eastern Europe Countries in the changed world”, Piraeus-Athens, Greece, 28-30th of April, 2017.
- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y. “Knowledge transfer and trust among partners: The case of Greek IJVs” 8th International Conference, *The Economies of Balkan and Eastern Europe Countries in the Changed World*, Split, Croatia, 2016.
- Soulios, C., Bizmpiroulas, A. and **Rotsios, K.** “Greek olive oil in the U.K.: Evidence of the perception of local importers on product characteristics” 8th International Conference, *The Economies of Balkan and Eastern Europe Countries in the Changed World*, Split, Croatia, 2016.
- Hazard, W., Magrath, C. Mohanty, A., Nogueira, T., Bulled, N., Hersh, R. **Rotsios, K.** “Wine tourism development in Northern Greece: Evidence from ktima Gerovassiliou” 8th International Conference, *The Economies of Balkan and Eastern Europe Countries in the Changed World*, Split, Croatia, 2016.
- Mullaýmeri, K., **Rotsios, K.**, Bizmpiroulas, A., & Loznalíeva, O. (2015). *The internationalization of wine SMEs in the midst of the economic crisis: pilot case studies from Greece, Albania and FYROM*, *Contemporary Trends and Perspectives in Wine and Agrifood Management*, Conference Proceedings, Lecce, Italy.

- Emmanouilidou M., Antonopoulou S., Bizbiroulas A., **Rotsios, K.**, & Vergos, E. (2014). Investigation of farmers' educational needs for the dynamic development of rural economy during period of economic crisis. The case study of Eastern Thessaloniki", 13th National Conference of Agricultural Economics Society "The role of agricultural sector in the current crisis", Agricultural University of Athens.
- **Rotsios, K.P.**, Sklavounos, N.S. & Hajidimitriou, Y.A. (2014)..Determining the relationship between knowledge transfer, trust, partner compatibility and prior experience in South-Eastern European IJVs, European International Business Academy (EIBA) Conference "The Future of Global Organizing", Conference Proceedings 2014, Upsala, Sweden.
- Handrinou, M.C., **Rotsios, K.** & Folinas, D. (2014). 'Using the SERVQUAL model to evaluate the quality of services for a farm school store: how reliability and responsibility can improve the provision of service'. 2nd International Conference on Contemporary Marketing Issues (ICCM), Athens, Greece.
- Bizbiroulas, A. & **Rotsios, K.** (2014). "An analysis of the perception of Greek food and drink exporters regarding their export competitive advantages and barriers", 1st International Conference on "Global Trends in the Agro-Food Sector", Kalamata, Greece, 11-13 of September, 2014.
- Bizbiroulas, A., **Rotsios, K.** & Kartsiotis, G. (2014). «Determinants of export success factors: The perception of Greek food and drink export companies" 6th International Conference on "The Economies of Balkan and Eastern Europe Countries", Nis, Serbia, 9-10 of May, 2014.
- **Rotsios, K.P.**, Sklavounos, N.S. & Hajidimitriou, Y.A. (2013) Knowledge Transfer in Greek IJVs: The Role of Trust, Partner Compatibility and Prior Experience, European International Business Academy (EIBA) Conference "Transnational firms, Markets and Institutions", Conference Proceedings, 2013, Bremen, Germany.
- Folinas, D., **Rotsios, K.**, Handrinou, M.C. & Moshonas, G. (2013). 'Evaluating innovation obstacles in the logistics services sector during economic downhill'. 8th NHIBE International Conference "New Horizons in Industry, Business and Education", T.E.I. of Crete, Chania, 29-30 August 2013, Greece, pp. 427-438.
- Cazacu, S., **Rotsios K.** & Moshonas, G. (2013). "Consumers' purchase intentions towards water buffalo milk products (WBMPs) in the greater are of Thessaloniki" 5th International Conference, The Economies of Balkan and Eastern Europe Countries in the changed world, Istanbul, Turkey, May 9-12, 2013.
- Handrinou, M.C., **Rotsios, K.**, Moshonas, G. & Folinas, D. (2012). 'A paradigm shift for a successful launch of a locally based start-up in the food supply chain'. 2nd International Conference on Supply Chains (ICSC), A.T.E.I. of Thessaloniki, Katerini 5-6 October 2012, Greece, pp. 1-12.
- Bello, A., Papadopoulou E., & **Rotsios, K.**, "Intrapreneurial efforts to rejuvenate a commercial brand name, motives and limitations: The case of the American farm school - Thessaloniki, Greece". 4th International

Conference The Economies of Balkan and Eastern Europe Countries in the changed World, Sofia, Bulgaria, 11 - 13 May 2012.

- Hajidimitriou, Y.A. & **Rotsios, K.P.** (2009). Effective Knowledge Transfer and Knowledge Acquisition in International Joint Ventures, Management of International Business and Economics Systems Conference (MIBES), Conference Proceedings, 2009, TEI Λάρισας.
- Hajidimitriou, Y., & **Rotsios K.** (2009). “Types and characteristics of effective knowledge transfer in International Joint Ventures” “6th International Conference “New Horizons in Industry, Business and Education” (NHIBE,), Conference Proceedings, Santorini, Greece.

18. Presentations at international conferences

- Spyropoulos, T., Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., 2017, “Case Study: Intelen Inc.”. The paper was presented at the International Conference for Entrepreneurship, Innovation and Regional Development (ICEIRD) 10th Annual Conference (ICEIRD 2017, Thessaloniki, Greece, 31 August – 1 September 2017
- Handrinos, M. C., **Rotsios, K.** and Folinas, D. (2017) ‘Factors that contributed towards the growth of Cooperative banks in Greece’. 2nd International Scientific Conference “Reconstruction of production in Greece: Economic crisis and development prospects”, T.E.I. of Central Macedonia, Serres, 5-6 May 2017, Greece.
- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y., 2016, "Internationalization and Knowledge Transfer: The Role of Partners Prior Collaboration, Expected Benefits and Shared Vision in IJVs ". Poster presentation at the European International Business Academy (EIBA) 42nd Annual Conference» (EIBA 2016, Vienna, Austria, 2-4 December 2016).
- Dubic M., **Rotsios, K.**, & Papadopoulos, P. (2012). “Factors that affect knowledge acquisition and absorptive capacity of enterprises operating in an international context”. European Entrepreneurship in the Globalizing Economy: Preparation of New Generation of Entrepreneurs and Business Leaders, Sozopol, Bulgaria, 3-6 June 2012.
- Hajidimitriou, Y.A. & **Rotsios, K.P.** (2010). Effective Knowledge Transfer in International Joint Ventures, The European International Business Academy (EIBA) Conference “IB’s Role in Building a Better and Stronger Global Economy”, Conference Proceedings, 2010, Porto, Portugal.