

KONSTANTINOS ROTSIOS
MSc, MBA, PhD

Citizenship: American, Hellenic

American Farm School
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Education

University of Macedonia, Thessaloniki, Greece

2016 - PhD in Business Administration

2007 - Master's in Business Administration (MBA)

University of Minnesota, Twin Cities Minnesota, U.S.A.

1995 - M.Sc. in Agricultural & Applied Economics

1994 - B.Sc. in Agricultural & Applied Economics

Technological and Educational Institute of Thessaloniki, Thessaloniki, Greece

1988 - B.Sc. in Agribusiness Management

Languages

- English – Fluent
- French – Working knowledge
- Greek – Native

Professional Experience

***Dimitris Perrotis College of the American Farm School
Thessaloniki, Greece***

2021-Present -Dean

2018-2021 -Dean of Undergraduate Programs & Dean of Accreditation
-Chair of the International Business Department

- Developed 2 new undergrad academic programs (Digital Marketing & Environmental Science)
- Achieved the validation of a third MSc graduate program (Sustainable Agriculture & Management)
- Led the academic team to achieve NECHE candidacy status for Accreditation
- Expanded collaborations with Greek and international organizations and universities, developed industry projects
- Hired faculty

2017-2018 -Academic Dean of Undergraduate Programs



-Chair of the International Business Department

- Managed the operations of the BSc and Foundation Programs
- Chaired the International Business Department
- Managed faculty affairs, designed faculty development workshops
- Directed the accreditation of the academic programs (Cardiff Metropolitan University and Greek State)
- Supervised the formation of steering committee for the preparation of the self-study for the NECHE Accreditation process
- Guided the College into working with young refugee students who had been awarded U.S. government scholarships to study at Perrotis College
- Represented the College to external parties; spoke on numerous occasions in the media, talk shows, presenting the College

2016-2017 -Associate Dean for Accreditation, Assessment and Business Development

- Assisted in developing 5 academic programs for the Perrotis Graduate Studies Dept. and in hiring of faculty
- Chaired the International Business Department
- Directed the accreditation of the academic programs (Cardiff Metropolitan University and Greek State)
- Co-chaired and led the task of the NECHE Accreditation process
- Developed and guided the business development of the College
- Represented the College to external parties
- Teaching

2014-2016 -Associate Dean for Administration and Business Development

- Assisted in developing academic programs and hiring of faculty
- Directed the accreditation of the academic programs (Cardiff Metropolitan University and Greek State)
- Achieved "Good Practices mention for Student Engagement" from the Quality Assurance Agency for Higher Education in the UK, with the Perrotis academic team
- Developed and guided the business development of the College
- Presented the College to external organizations
- Teaching
- Supervised research and student theses

2007-2014 -Assistant Dean for Administration and Finance

- Managed the Administrative Team
- Designed and implemented the budget
- Assisted in developing academic programs and hiring of faculty
- Assisted with the business development of the College and presented Perrotis College at recruiting events
- Teaching
- Supervised research and student projects
- Participated in committees addressing and mitigating student/academic issues

1997-2007 -Lecturer & Senior Lecturer

- Teaching
- Advised and oversaw research and student projects

- Coordinated the Summer International Internship Program (SIIP)

**Ministry of Education, Institute of Vocational Education, Greece
1999-2001 -Member of the National Committee**

- Developed a two-year post-secondary education program of “Marketing of Agricultural Products”

**EU and national programs and projects
1997-Present**

- Extensive experience (submission, scientific coordination and participation), in EU and nationally funded projects (Interreg III & IV), cross border and transnational (Interreg A & B and Leonardo Da Vinci), scientific coordination of programs implemented by the School of Professional Education of the American Farm School

**Department of Transportation, State of Minnesota
1994-1995 -Research contributor**

- Participated in research project titled “Transportation of Agricultural Products in the State of Minnesota”

**Department of Tourism, State of Minnesota
1994-1995 -Research contributor**

- Participated in research project titled “Development of Tourism and its Problems in the State of Minnesota”

**Henniger Hellas S.A.
1987 -Product Quality Controller/Student Internship**

Higher Education Diplomas, Conferences & Workshop Participation

- **Harvard University**, Accepted at the 2021 “*Institute for Management and Leadership in Education*” Program (The program was canceled)
- **Harvard Graduate School of Education-Professional Education programs (on line programs, due to the cancelation of the above program)**
 - *Ensuring Equitable Students Success*
 - *Aligning Strategic Priorities with Financial Resources in Higher Education*
 - *Organizational Change In Uncertain Times*

Attended the following e-sessions (available only to participants in Harvard's Management Development and Leadership in Education programs)

- *Leading for Equitable Student Success During Uncertainty*
- *Confronting Anti-Blackness, Disproportionality, Racism/Nativism in Higher Education*
- *Managing with Uncertainty*

Additionally, I attended the following sessions from **Harvard's initiative "Education Now"** (open to a wider audience).

- *HGSE Education Now: Student Voices Amid the Crisis*
- *HGSE Education Now: The Path Forward*

- **American Farm School, Perrotis College** Preventing Harassment & Discrimination Course, American Farm School and Perrotis College, September 2020

- **South-East European Research Centre (SEERC)**, Workshop on "Starting the Process, Guidelines on Governance Settings for Responsible Research and Innovation and Open Science)", June 2020

- **New England Commission of Higher Education (NECHE)**, Annual Meeting and Conference, Boston, MA, USA, December 11-13, 2019

- **New England Association of Schools and Colleges (NEASC)**, Commission of Institutions of Higher Education, (NEASC), 132nd Annual Meeting and Conference: 'Accreditation: Reflection to Transformation', Boston, MA, USA, December 13-15, 2017

- **New England Association of Schools and Colleges (NEASC)**, Self-Study Workshop, Southbridge, MA, USA, October 13-14, 2017

- **New England Association of Schools and Colleges (NEASC)**, Commission of Institutions of Higher Education, (NEASC), 131st Annual Meeting and Conference: 'Educational Effectiveness through Accreditation', Boston, MA, USA, December 9-11, 2016

- **New England Association of Schools and Colleges (NEASC)**, Self-Study Workshop, Southbridge, MA, USA, October 13-14, 2016

- **New England Association of Schools and Colleges (NEASC)**, 130th Annual Meeting and Conference: Accreditation: Innovation & Accountability, Boston, USA, December 9-11, 2015

- **New England Association of Schools and Colleges (NEASC)**, Commission of Institutions of Higher Education, Self-Study Workshop, Southbridge, USA, October 15-16, 2015

Additional Skills/Certificates

- **Certified Adult Education trainer** (National Center for Continuing and Vocational Education)

- Certificate on "**Training of Trainers of Vocational Education**" (seminar) organized by the National Center for Continuing and Vocational Education (EKEPIS)

- Certificate on "**Human Resources Management**", (seminar) Hellenic Management Association

- Certificate on "**Productivity and Human Relations Management**" (seminar) University of Macedonia
- Certificate on "**Public Relations and Communication Skills**" (seminar) University of Macedonia
- Certificate on "**Food Exports, Challenges and Strategies**" (seminar) Greek Exporters Association
- Certificate on "**E-commerce**" (seminar) University of Macedonia
- Certificate on "**Export Marketing-Analysis of International Markets**" (seminar) University of Macedonia
- Certificate on "**New Product Development for the Food Industry**" (online summer school seminar), EIT Food, University of Warsaw, Poland

Guest Speaker - Industry & Sectoral Events (indicative)

- "Innovation and Technology Competition", National Bank of Greece, Athens Greece
- "Current Educational Approaches for the Agro-food Sector's Development in Greece", National Bank of Greece, Athens, Greece
- "Fresh Food Market Supply Chain" sectoral conference, World Union of Wholesale Markets (WUWM), Belgrade, Serbia
- "Growth in the Agro-food Sector" series of events, National Bank of Greece
- "Exports of Quality Agricultural Products" event, Captain Vassilis and the Karelia Family Foundations, Kalamata, Greece
- "Women Entrepreneurs Move ON from Regional to International Forum", Greek Association of Women Entrepreneurs, Thessaloniki, Greece
- "Rural Development and the Role of Associations", University of St. Etienne, France
- "The European Seminar on Extension Education", Edger, Hungary

Publications - Book Chapters

- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y. (2019), The Impact of Communication Quality, Partner Complementarity and Foreign Partner's Cultural Sensitivity on Inter-Partner Trust in ISAs, pp. 287-296. In Sykianakis, N., Polychronidou, P. and Karasavoglou A. (Eds.), Economic and Financial Challenges for Eastern Europe, Springer International Publishing
- Sklavounos, N., **Rotsios, K.**, and Hajidimitriou, Y. (2018), Key Antecedents of Foreign

Partners' Trust in International Strategic Alliances, and the Impact of Trust on ISA Performance. In T. K. Das (Ed.), *Managing Trust in Strategic Alliances*, Charlotte, NC: Information Age Publishing

- Hazard W, Magrath C, Mohanty A, Nogueira T, Bulled N, Hersh R, and **Rotsios K.** (2018), *Wine Tourism Development in Northern Greece: Evidence from Ktima Gerovassiliou*. In *Economy, Finance and Business in Southeastern and Central Europe 2018* (pp. 569-578), Springer, Cham
- Soulios, C., Bizmpiroulas, A. and **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. The book has received the following awards:
 - Best Wine Tourism Book in the WORLD Award –Winner at Yantai, China, International Gourmand World Book Awards (2017)**
 - Winner, Best Wine Tourism Book in the USA (2017)**

Articles in Peer Reviewed Journals

- Dooley, K. E., Vergos, E., Zinoviadou, K., & **Rotsios, K.** (2022), "Three Mini-ethnographic Case Studies on COVID: Impacts on Greek Agricultural Sectors". *Journal of International Agricultural and Extension Education*, 29(1), 8-21
- Papapanagiotou, K., **Rotsios, K.**, & Sklavounos, N. (2021), "Innovating in Emerging Markets By Building Meaningful it Alliances". *Studies in Business and Economics*, 16(3), 160-172
- **Rotsios, K.**, Sklavounos, N., & Hajdimitriou, Y. (2021). IJV partner relations in emerging markets: the importance of Greek partner's prior IJV experience. *Journal of Strategy and Management*.
- **Rotsios, K.**, Sklavounos, N. and Hajdimitriou, Y. (2021a). Successful Knowledge Transfer in IJVs: The Role of Trust, Partner Compatibility and Expected Benefits. *European Journal of International Management*, Vol. 15, No. 4, pp. 595–614, <https://www.inderscience.com/info/inarticle.php?artid=114625>.
- S. Milijevic, Sklavounos, N., and **Rotsios, K.** (2020), "International Comparison of Consumers' Purchase Intentions Towards Novel Dairy Products: Evidence from Greece and Serbia", *Studies in Business and Economics*, Vol. 2 No. 3, December 2020 (forthcoming)
- Sklavounos, N., **Rotsios, K.** and Hajdimitriou, Y., (2020), "Managers' Perceptions on Trust

and Knowledge Transfer: Evidence from Greek ISAs in South East Europe", *Eastern Journal of European Studies*, 11(1)

- Malamidou, K., Spyropoulos, T., and **Rotsios, K.**, (2018), "Knowledge Management and Loyalty Programs: A Customer Perception Analysis, the Greek Retail Market" in *The Economies of the Balkan and the Eastern European Countries in the Changing World*, KnE Social Sciences, pages 1–17. DOI 10.18502/11
- Sklavounos, N., **Rotsios, K.**, & Hajidimitriou, Y. A. (2019), "The Impact of Communication Quality, Partner Complementarity and Foreign Partner's Cultural Sensitivity on Inter-partner Trust in ISAs". In *Economic and Financial Challenges for Eastern Europe* (pp. 287-295). Springer, Cham
- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y., (2018), "Knowledge Transfer and Trust among Partners: The Case of Greek IJVs". In Karasavoglou A., Goić, S., Polychronidou, P. and Delias, P. (Eds.), *Economy, Finance and Business in Southeastern and Central Europe*, Springer International Publishing, ISBN: 978-3-319-70376-3, pp. 637-653
- Kichukova, T., Sklavounos, N. and **Rotsios, K.** (2017), "Food And Beverage Products Containing Aloe Vera: Evidence From The Greek Market". *Journal of Business Paradigms*, Vol. 2, No. 2, pp. 62-87
- **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, May 6-8, 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
- Mullaymeri, K., Bizmpiroulas, A., Loznalieva, O., & **Rotsios, K.** (2015), "The Internationalization of Wine SMEs in the Midst of the Economic Crisis: Pilot Case Studies from Greece, Albania and FYROM". *Sinergie Italian Journal of Management*, pp.199-212
- Gjekanovikj, A., Bizmpiroulas A., and **Rotsios K.**, "Export Success Factors for Table Olives: The Perception of Greek Exporting Firms." *Procedia Economics and Finance* 33 (2015): pp.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.** and 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. & Hajdimitriou, Y.A. (2014), "Trust, Knowledge Transfer and Control in IJVs: The Case of Four Greek Firms". *Procedia Journal*, Vol. 9, pp. 231-241
- Handrinos, M.C., **Rotsios, K. P.** and 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. and **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
- Hajdimitriou, Y.A., Sklavounos, N.S. and **Rotsios, K.P.** (2012), "The Impact of Trust on Knowledge Transfer in International Business Systems". *Scientific Bulletin – Economic Sciences*, Vol. 11, Issue 2, pp. 39-49
- Grigorencu, A., Papadopoulos, P., and **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

Conference Proceedings (peer reviewed)

- Sklavounos, N., **Rotsios, K.** and Hajdimitriou, Y., (2019), "The Impact of Communication Quality, Partner Complementarity and Foreign Partner's Cultural Sensitivity on Inter-Partner Trust in ISAs". In Sykianakis, N., Polychronidou, P. and Karasavvoglou A. (Eds.), *Economic and Financial Challenges for Eastern Europe*, Springer International Publishing
- Sklavounos, N., **Rotsios, K.** and Hajdimitriou, Y., (2017), "Antecedent Factors of Trust Development and the Impact of Foreign Partner's Trust on ISA Performance: A Theoretical Perspective". The paper was presented at EIBA 2017 Conference, Milan, Italy, December 14-16, 2017 and will be included in the Conference Proceedings (forthcoming)
- Sklavounos, N., **Rotsios, K.**, and Hajdimitriou 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, April 28-30, 2017
- Kluss-Klekamp, K., Kichukova, T., Bizmpiroulas, A. and **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, April 28-30, 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, Greece, May 5-6, 2017

- Kichukova, T., Sklavounos, N. and **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, April 28-30, 2017
- **Rotsios, K.**, Sklavounos, N. and Hajjimitriou, 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. and **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)
- Mullaymeri, K., **Rotsios, K.**, Bizmpiroulas, A., and Loznaliev, 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., Bizmpiroulas A., **Rotsios, K.**, and 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. and Hajjimitriou, 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
- Handrinos, M.C., **Rotsios, K.** and 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
- Bizmpiroulas, A. and **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, September 11-13, 2014
- Bizmpiroulas, A., **Rotsios, K.** and 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, May 9-10, 2014

- **Rotsios, K.P.**, Sklavounos, N.S. and Hajdimitriou, 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.**, Handrinos, M.C. and 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, August 29-30, 2013, Greece, pp. 427-438
- Cazacu, S., **Rotsios K.** and Moshonas, G. (2013), "Consumers' Purchase Intentions Towards Water Buffalo Milk Products (WBMPs) in the Greater Area of Thessaloniki", 5th International Conference, The Economies of Balkan and Eastern Europe Countries in the Changed World, Istanbul, Turkey, May 9-12, 2013
- Handrinos, M.C., **Rotsios, K.**, Moshonas, G. and 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, October 5-6, 2012, Greece, pp. 1-12
- Bello, A., Papadopoulou E., and **Rotsios, K.**, "Entrepreneurial 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, May11-13, 2012
- Hajdimitriou, Y.A. and **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, T.E.I. of Larissa
- Hajdimitriou, Y., and **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

Presentations at International Conferences

- Papapanagiotou, K., **Rotsios, K.** and Sklavounos, N. (2021). Innovating in Emerging Markets by Building Meaningful IT Alliances. Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 13th Annual Conference (EBEEC 2021, Pafos, Cyprus, May 14-16, 2021) (held online).
- S. Milijevic, Sklavounos, N., and **Rotsios, K.** (2020), "International Comparison of Consumers' Purchase Intentions towards Novel Dairy Products: Evidence from Greece and Serbia". The paper was presented at the Economies of the Balkan and the

Eastern European Countries in the Changing World (EBEEC), 12th Annual Conference (EBEEC 2020), Opatija, Croatia, May 29 – 31, 2020 (held online).

- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y., (2019), "Prior IJV Experience and its Impact on Partner Compatibility, Knowledge Transfer and Trust: Evidence from Emerging Markets". The paper was presented at the European International Business Academy (EIBA) 45th Annual Conference (EIBA 2019, Leeds, United Kingdom, December 13-15, 2019).
- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., (2019), "The Crucial Role of Trust and Knowledge Acquisition for the Establishment of Greek ISAs in South East Europe". The paper was presented at the International Conference on Contemporary Marketing Issues (ICCM), 7th Annual Conference (ICCM 2019, Heraklion, Greece, July 10-12, 2019).
- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., (2019), "Effects of Partner Reputation, Communication Quality and Perceived Risk of Opportunism on Trust and Alliance Performance: Evidence from Greek ISAs". The paper was presented at the AIB 2019 Annual Meeting (AIB 2019, Copenhagen, Denmark, June 24-27, 2019).
- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., (2019), "Managers' Perceptions on Trust and Knowledge Transfer: Evidence from Greek ISAs in South East Europe". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the Changing World (EBEEC), 11th Annual Conference (EBEEC 2019, Bucharest, Romania, May 10-12, 2019).
- Vila, H., Sklavounos, N., Vergos, E., **Rotsios, K.** and Shabanaj, H., (2019), The Impact of Corporate Social Responsibility Initiatives on Rural Community Development: The Case of TITAN – Sharrcem in Kosovo. The paper was presented at the Economies of the Balkan and the Eastern European Countries in the Changing World (EBEEC), 11th Annual Conference (EBEEC 2019, Bucharest, Romania, May 10-12, 2019).
- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y., (2018), "Partners' Previous Experience in IJV Establishment and Management and Partner Relationships". The paper was presented at the 14th Biennial Conference of the Athenian Policy Forum (APF 2018, Piraeus, Greece, July 6-8, 2018).
- Sklavounos, N., **Rotsios, K.** and Hajidimitriou, Y., (2018), "The Impact of Communication Quality, Partner Complementarity and Foreign Partner's Cultural Sensitivity on Inter-Partner Trust in ISAs". The paper was presented at EBEEC 2017 Conference, Athens, Greece, April 28-30, 2017 and after revision, it was accepted for publication at Springer Proceedings in Business and Economics (forthcoming issue).
- **Rotsios, K.**, Sklavounos, N. and Hajidimitriou, Y., (2018), "Past Experience in IJVs and its Impact on Partner Relationships". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the Changing World (EBEEC), 10th Annual Conference (EBEEC 2018, Warsaw, Poland, May 11-13, 2018).

- Malamidou, K., Spyropoulos, T. and **Rotsios, K.** (2018), "Mobile Retail, Electronic Shopping and Email Marketing – A Customer Perception Analysis", at the 3rd International Scientific Conference, "Productive Reconstruction of Greece: Alternative Strategies, Technological Institute of W. Macedonia, December 7-9, 2018
- 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, August 31 - September 1, 2017).
- Handrinou, 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, Greece, May 5-6, 2017
- **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, December 2-4, 2016)
- Dubic M., **Rotsios, K.**, and 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, June 3-6, 2012
- Hajidimitriou, Y.A. and **Rotsios, K.** (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

Reviewer

- Reviewer for leading associations of scholars and specialists in the field of international business, (Academy of International Business (AIB) and European International Business Academy (EIBA))