

NIKOLAOS SKLAVOUNOS – PUBLICATIONS & PRESENTATIONS IN INTERNATIONAL CONFERENCES

Publications

2019

Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2019, "Successful Knowledge Transfer in IJVs: The Role of Trust, Partner Compatibility and Expected Benefits". *European Journal of International Management* (in press), DOI:10.1504/EJIM.2019.10017016, <https://www.inderscience.com/info/ingeneral/forthcoming.php?jcode=ejim>.

Couturier, J. and Sklavounos, N., 2019, "Performance Dialogue: A framework to enhance the effectiveness of performance measurement systems". *International Journal of Productivity and Performance Management*, Vol. 68, Issue 4, pages 699-720, <https://www.emeraldinsight.com/doi/full/10.1108/IJPPM-09-2017-0238>.

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". In Sykianakis, N., Polychronidou, P. and Karasavvoglou A. (Eds.), *Economic and Financial Challenges for Eastern Europe*, Springer International Publishing, ISBN 978-3-030-12169-3, pages 287-296, https://doi.org/10.1007/978-3-030-12169-3_18.

2018

Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2018, "Key Antecedents of Foreign Partner's Trust in International Strategic Alliances and the Impact of Trust on ISA Performance". In Das, T. K. (Ed.), *Managing Trust in Strategic Alliances*, pages 199-226, Charlotte, NC: Information Age Publishing.

Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2018, "Knowledge Transfer and Trust among Partners: The Case of Greek IJVs". In Karasavvoglou 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, pages 637-653, https://link.springer.com/chapter/10.1007/978-3-319-70377-0_44

2017

Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2017, "Antecedent Factors of Trust Development and the Impact of Foreign Partner's Trust on ISA Performance: A Theoretical Perspective". *European International Business Academy (EIBA) 43rd Annual Conference Proceedings*, ISBN: 978-88-6493-042-8, http://www.eiba2017.polimi.it/wp-content/uploads/2018/02/Proceedings_EIBA.pdf

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, Year 2017, pages 62-87, <http://journal.par.hr/index.php/archives/send/6-vol-2-no-2/28-food-and-beverage-products-containing-aloe-vera-evidence-from-the-greek-market>.

2015

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, Year 2015, pages 331-339, [https://doi.org/10.1016/S2212-5671\(15\)01717-7](https://doi.org/10.1016/S2212-5671(15)01717-7).

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, Year 2015, pages 175-183, [http://dx.doi.org/10.1016/S2212-5671\(15\)00019-2](http://dx.doi.org/10.1016/S2212-5671(15)00019-2).

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Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2014, "Trust, Knowledge Transfer and Control in IJVs: The Case of Four Greek Firms". *Elsevier Procedia Economics and Finance*, Vol. 9, Year 2014, pages 231-241, [http://dx.doi.org/10.1016/S2212-5671\(14\)00024-0](http://dx.doi.org/10.1016/S2212-5671(14)00024-0).

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". *East West Journal of Economics and Business*, Vol. 17, Issue 2, ISSN: 1108-2992, pages 119-132, <https://www.upicardie.fr/eastwest/index.php>.

2012

Hajidimitriou, Y., Sklavounos, N. and Rotsios, K., 2012, "The Impact of Trust on Knowledge Transfer in International Business Systems". *Scientific Bulletin Economic Sciences International journal* (University of Pitesti, Romania, Vol. 11, Issue 2, Year 2012, ISSN: 1583-1809, pages 39-49, http://economic.upit.ro/repec/pdf/2012_2_4.pdf).

2011

Sklavounos, N. and Hajidimitriou, Y., 2011, "The Contextual Factors that Affect the Development of Trust at the Initial Stages of International Joint Ventures". *MTOL MIBES TRANSACTIONS International journal*, Vol. 5, Issue 2, Year 2011, ISSN: 1790-9899, pages 125-135, http://mtol.teilar.gr/vol5_issue2_2011.html.

2008

Hajidimitriou, Y. and Sklavounos, N., 2008, "The Trust Dimension in International Business Systems". *MIBES E-Book*, Vol. 1, Year 2008, ISBN: 978-960-98411-2-2, pages 43-57, <http://mibes.teilar.gr/ebook/ebooks/Hajidimitriou-Sklavounos%2043-57.pdf>.

2007

Hajidimitriou, Y. and Sklavounos, N., 2007, "The Creation of Trust in International Strategic Alliances" (Poster). *MIBES 2007 Conference Proceedings*, ISBN: 978-960-87764-7-0, pages 675-689, <http://mibes.teilar.gr/proceedings/2007/poster/Hajidimitriou-Sklavounos.pdf>.

2006

Hajidimitriou, Y. and Sklavounos, N., 2006, "The Importance of Trust for the Success of International Strategic Alliances" (Poster). *MIBES 2006 Conference Proceedings*, ISBN: 978-960-87764-3-2, <http://mibes.teilar.gr/proceedings/2006/poster/Hajidimitriou-Sklavounos.pdf>.

Presentations in International Conferences

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 (ICCMi) 7th Annual Conference (ICCMi 2019, Heraklion, Greece, 10-12 July 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, 24-27 June 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, 10-12 May 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 – Sharcem 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, 10-12 May 2019).

2018

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, 6-8 July 2018).

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, 11-13 May 2018).

2017

Sklavounos, N., Rotsios, K. and Hajidimitriou, 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 the European International Business Academy (EIBA) 43rd Annual Conference» (EIBA 2017, Milan, Italy, 14-16 December 2017).

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).

Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2017, "The Impact of Communication Quality, Partner Complementarity and Foreign Partner's Cultural Sensitivity on Inter-Partner Trust in ISAs". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 9th Annual Conference (EBEEC 2017, Athens, Greece, 28-30 April 2017).

Kichukova, T., Sklavounos, N. and Rotsios, K., 2017, "Food and Beverage Products Containing Aloe Vera: Evidence from the Greek Market". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 9th Annual Conference (EBEEC 2017, Athens, Greece, 28-30 April 2017).

2016

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". The paper was presented at the European International Business Academy (EIBA) 42nd Annual Conference» (EIBA 2016, Vienna, Austria, 2-4 December 2016).

Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2016, "Knowledge Transfer and Trust among Partners: The Case of Greek IJVs". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 8th Annual Conference (EBEEC 2016, Split, Croatia, 6-8 May 2016).

2015

Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2015, "Trust in ISAs: The Role of Foreign Partners' Knowledge Transfer, Senior Management Commitment, Goal Congruity and Control". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 7th Annual Conference (EBEEC 2015, Kavala, Greece, 8-10 May 2015).

2014

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).

Sklavounos, N., Rotsios, K. and Hajidimitriou, Y., 2014, "The Impact of Age, Interdependence and Perceived Risk of Opportunism on Inter-Partner Trust in International Strategic Alliances". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 6th Annual Conference (EBEEC 2014, Nis, Serbia, 9-10 May 2014).

2013

Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2013b, "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).

Rotsios, K., Sklavounos, N. and Hajidimitriou, Y., 2013a, "Trust, Knowledge Transfer and Control in IJVs: The Case of Four Greek Firms". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 5th Annual Conference (EBEEC 2013, Istanbul, Turkey, 9-12 May 2013).

2012

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).

Hajidimitriou, Y., Sklavounos, N. and Rotsios, K., 2012, "The Impact of Trust on Knowledge Transfer in International Business Systems". The paper was presented at the Economies of the Balkan and the Eastern European Countries in the changing world (EBEEC) 4th Annual Conference (EBEEC 2012, Sofia, Bulgaria, 11-13 May 2012).

2011

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 the Management of Innovative Business, Education & Support systems (MIBES) 6th Annual Conference (MIBES 2011, Serres, Greece, 16-18 September 2011).

2008

Hajidimitriou, Y. and Sklavounos, N., 2008, "The Trust Dimension in International Business Systems". The paper was presented at the Management of Innovative Business, Education & Support systems (MIBES) 3rd Annual Conference (MIBES 2008, Larissa, Greece, 4-5 July 2008).

2007

Hajidimitriou, Y. and Sklavounos, N., 2007, "The Creation of Trust in International Strategic Alliances". The paper was presented at the Management of Innovative Business, Education & Support systems (MIBES) 2nd Annual Conference (MIBES 2007, Larissa, Greece, 29-30 September 2007).

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Hajidimitriou, Y. and Sklavounos, N., 2006, "The Importance of Trust for the Success of International Strategic Alliances". The paper was presented at the Management of Innovative Business, Education & Support systems (MIBES) 1st Annual Conference (MIBES 2006, Larissa, Greece, 4-5 November 2006).