PAVLOS DIMITRATOS

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University of Glasgow, Adam Smith Business School (ASBS), Gilbert Scott Building, West Quadrangle, Glasgow G12 8QQ, UK, - tel +44 (0) 141 330 2760

CURRENT EMPLOYMENT

UNIVERSITY OF GLASGOW, GLASGOW, UK

Professor of International Business

Director, Community for Internationalization and Enterprise Research (CIER), ASBS

HIGHER EDUCATION

MANCHESTER BUSINESS SCHOOL, UNIVERSITY OF MANCHESTER, UK

- Ph.D. in Business Administration May 2000.
- Title: 'Internationalisation Strategies, their Contexts, and Performances: An Examination of Small and Medium Sized Greek Manufacturing Firms'.
- Funding of PhD research from EU/Greek Ministry of Development grant.

W. E. SIMON GRADUATE SCHOOL OF BUSINESS ADMINISTRATION UNIVERSITY OF ROCHESTER, ROCHESTER, NY, USA

- Master of Business Administration (MBA), June 1994.
- Specialization in International Management, Finance & Marketing.
- Scholarship from NATO for funding of MBA studies.

ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS, ATHENS, GREECE

- 'Ptychion' (BBA), September 1990.
- Specialization in Marketing.
- Rank in top 3% of the graduating class.

DEREE COLLEGE, THE AMERICAN COLLEGE OF GREECE, ATHENS

- Bachelor of Science in Business Administration (BSc), September 1990.
- Specialization in General Business.
- Rank in top 15% of the graduating class.

PRIOR ACADEMIC EMPLOYMENT

Since 2011, Pavlos has been a Professor of International Business at the University of Glasgow. Prior to this, he was an Assistant Professor in the Department of Management Science and Technology at the Athens University of Economics and Business, Greece (2004-2011); a Senior Research Fellow (Visiting) in the Department of Management at the University of Glasgow (2006-2010); a Research Fellow and Lecturer in the Strathclyde International Business Unit at the University of Strathclyde, UK (2000-2004); and, an Adjunct Lecturer in the Deree College, the American College of Greece (1996-2000).

RESEARCH PUBLICATIONS

REFEREED JOURNAL PUBLICATIONS (26)

1. A Missing Operationalization: Entrepreneurial Competencies in Multinational Enterprise Subsidiaries: P. Dimitratos, I. Liouka & S. Young. ***Long Range Planning***: 46, **2013**, forthcoming, *Social Science Citation Index Impact Factor (SSCI IF) 2011: 2.197, ABS (Association of Business Schools) Journal Quality Guide 2010: 3*

2. An Empirical Investigation into International Entry Mode Decision-Making Effectiveness: J. Ji & P. Dimitratos. ***International Business Review***: 22, **2013**, forthcoming, *SSCI IF: 1.511, ABS: 3*

3. International Alliances with Competitors and Non-Competitors: The Disparate Impact on SME International Performance: G. Nakos, K. D. Brouthers & P. Dimitratos. ***Strategic Entrepreneurship Journal***: 7(4), **2013**, forthcoming, *SSCI IF: 2.053, ABS: 3*

4. International Entrepreneurial Culture - Toward A Comprehensive Opportunity-Based Operationalization of International Entrepreneurship: P. Dimitratos, I. Voudouris, E. Plakoyiannaki & G. Nakos. ***International Business Review***: 21(4), **2012**, 708-721, *SSCI IF: 1.511, ABS: 3*

5. Strategic Decision-Making Processes In Internationalization: Does National Culture of the Focal Firm Matter?: P. Dimitratos, A. Petrou, E. Plakoyiannaki & J. E. Johnson. ***Journal of World Business***: 46(2), **2011**, 194-204, *SSCI IF: 2.383, ABS: 3*

6. Predictors of Career Preferences of MNC Knowledge Professionals: D. Manolopoulos, P. Dimitratos & E. Sofikitis. ***Personnel Review***: 40(4), **2011**, 466-484, *SSCI IF: 0.696, ABS: 2*

7. Entrepreneurial Learning in the International New High-Technology Venture: I. Voudouris, P. Dimitratos & H. Salavou. ***International Small Business Journal***: 29(3), **2011**, 238-258, *SSCI IF: 1.492, ABS: 3*

8. An investigation into international assignment directions of R&D MNE employees: Evidence from Greece: D. Manolopoulos, P. Dimitratos & P. Sapouna. ***International Journal of Human Resource Management***: 22(5), **2011**, 1093–1108*, SSCI IF: 1.043, ABS: 3*

9. The Global Small Firm in International Entrepreneurship: P Dimitratos, P., Plakoyiannaki, E., Pitsoulaki, A. & Tüselmann, H. ***International Business Review***: 19(6), **2010**, 589-606, *SSCI IF: 1.511, ABS: 3*

10. Governance Mechanisms of SME International Partner Management: P. Dimitratos, S. Lioukas, K. Ibeh & C. Wheeler. ***British Journal of Management***: 21(3), **2010**, 754-771, *SSCI IF: 1.516, ABS: 4*

11. The Multinational Enterprise and Subsidiary Evolution: Scotland Since 1945: P. Dimitratos, I. Liouka, D. Ross & S. Young. ***Business History***: 51(3), **2009**, 401-425, *SSCI IF: 0.345, ABS: 4*

12. Technology Sourcing and Performance of Foreign Subsidiaries in Greece: The Impact of MNE and Local Contexts. D. Manolopoulos, P. Dimitratos, S. Young & S. Lioukas ***Management International Review***: 49(1), **2009**, 43-60. *SSCI IF: 0.754, ABS: 3*

13. Location, Entrepreneurial Output, Networking and Economic Development of Multinational Corporation Subsidiaries: Empirical Evidence from the UK. P. Dimitratos, I. Liouka & S. Young**.** ***Journal of World Business***: 44(2), **2009**, 180-191. *SSCI IF: 2.383, ABS: 3*

14. Born Globals: Propositions to Help Advance the Discipline: M. Kirpalani, M. Gabrielsson, P. Dimitratos, C. Solberg & A. Zuchella. ***International Business Review***: 17(4), **2008**, 385-401. *SSCI IF: 1.511, ABS: 3*

15. Images of Women in Online Advertisements of Global Products: Does Sexism Exist? E. Plakoyiannaki, K. Mathioudaki, P. Dimitratos & Y. Zotos. ***Journal of Business Ethics***: 83(1), **2008**, 101-112. *Is included in the Financial Times List; SSCI IF: 0.963, ABS: 3*

16. How Critical is Employee Orientation for Customer Relationship Management? Insights from a Case Study. E. Plakoyiannaki, N. Tzokas, P. Dimitratos & M. Saren. ***Journal of Management Studies***: 45(2), **2008**, 268-293. *Is included in the Financial Times List; SSCI IF: 4.255, ABS: 4*

17. UK Export Performance Research: Review and Implications. C. Wheeler, K. Ibeh & P. Dimitratos**.** ***International Small Business Journal***: 26(2), **2008**, 207-239. *SSCI IF: 1.492, ABS: 3*

18. Characteristics and influences of multinational subsidiary entrepreneurial culture: The case of the advertising sector, D. K. Boojihawon, P. Dimitratos and S. Young. ***International Business Review***: 16(5), **2007**, 549-572. *SSCI IF: 1.511, ABS: 3*

19. The Strategic Development of Foreign-Owned Subsidiaries and Direct Employment in Host Locations in the United Kingdom. F. McDonald, H. Tüselmann, S. Voronkova & P. Dimitratos. ***Environment and Planning C: Government and Policy***: 23(6), **2005**, 867-882. *SSCI IF: 1.116, ABS: 3*

20. Beyond Portfolio Entrepreneurship - Multiple Income Sources in Small Firms. S. Carter, S. Tagg & P. Dimitratos. ***Entrepreneurship and Regional Development***: 16(6), **2004**, 481-499. *SSCI IF: 0.943, ABS: 3*

21. The Relationship between Entrepreneurship and International Performance: The Importance of Domestic Environment. P. Dimitratos, S. Lioukas & S. Carter**.** ***International Business Review***: 13(1), **2004**, 19-41. *SSCI IF: 1.511, ABS: 3*

22. Micromultinationals: Some Preliminary Evidence on an Emergent 'Star' of the International Entrepreneurship Field. K. Ibeh, J. Johnson, P. Dimitratos & J. Slow. ***Journal of International Entrepreneurship***: 2(4), **2004**, 289-304. *ABS: 1*

23. Micromultinationals: New Types of Firms for the Global Competitive Landscape. P. Dimitratos, J. E. Johnson, J. Slow & S. Young. ***European Management Journal***: 21(2), **2003**, 164-174. *SSCI IF: 0.795, ABS: 2*

24. Theoretical Foundations of an International Entrepreneurial Culture. P. Dimitratos & E. Plakoyiannaki. ***Journal of International Entrepreneurship***: 1(2), **2003**, 187-215. *ABS: 1*

25. International Entrepreneurship Research: What Scope for International Business Theories? S. Young, P. Dimitratos & L.-P. Dana. ***Journal of International Entrepreneurship***: 1(1), **2003**, 31-42. *ABS: 1*

26. Firms' Location in the Home Country and Internationalisation: Some Evidence from Greek Smaller Firms. P. Dimitratos. ***Intereconomics***: 37(2), **2002**, 91-100. *ABS: 1*

JOURNAL PUBLICATIONS AS A GUEST EDITOR (4)

1. Future Directions for International Entrepreneurship Research. P. Dimitratos & M. V. Jones (*editorial*). ***International Business Review***: 14(2), 2005, 119-128. *SSCI IF: 1.511, ABS: 3*
2. Public Policy for International Entrepreneurial Small Firms: A Plea for Customised Support Measures. P. Dimitratos & M. V. Jones (*editorial*). ***Journal of International Entrepreneurship***: 1(4), 2003, 335-337. *ABS: 1*
3. Entrepreneurial Strategy: Being in the Right Place, at the Right Time? M. V. Jones & P. Dimitratos (*editorial*). ***Journal of International Entrepreneurship***: 1(3), 2003, 243-247. *ABS: 1*
4. Creativity, Process and Time: The Antithesis of 'Instant International': M. V. Jones & P. Dimitratos (*editorial*). ***Journal of International Entrepreneurship***: 1(2), 2003, 159-162. *ABS: 1*

EDITED BOOKS (6)

1. ***Internationalisation, Innovation and Entrepreneurship: New Ventures in Life Science***: M.V. Jones, C. Wheeler & P. Dimitratos (eds). Edward Elgar: Cheltenham, UK, 2011, ISBN 978-1-84980-819-4.

2. ***Resources, Efficiency & Globalization****:* P. Dimitratos & M. V. Jones (eds). Palgrave: Houndmills, UK, 2010, ISBN 978-0-230-23653-0.

3. ***Internationalization, Entrepreneurship & the Smaller Firm: Evidence from around the World****:* M. V. Jones, P. Dimitratos, M. Fletcher & S. Young (eds). Edgard Elgar: Cheltenham, UK, 2009, ISBN 978-1-84720-830-9.

4. ***Emerging Paradigms in International Entrepreneurship****.* M. V. Jones & P. Dimitratos (eds). Edward Elgar: Cheltenham, UK, 2004, ISBN 1-84376-136-X.

5. ***The Changing Pattern of Internationalisation: Firms, Markets and Regions****.* P. Dimitratos, S. Ennis, F. McDonald & H. J. Tüselmann (eds). Curvillier Verlag: Göttingen, Germany, 2003, ISBN 3-89873-652-0.

6. ***Researching New Frontiers***. *Conference Proceedings: 4th McGill Conference on International Entrepreneurship. Vol. 1, 2 & Supplement.* M. V. Jones & P. Dimitratos. Strathclyde International Business Unit, University of Strathclyde: Glasgow, UK, 2001, ISBN 0-906104-32-7.

BOOK (1)

1. The Greek Firm in the Era of Globalization: Opportunities & Challenges (in Greek). I. Sideris, Athens, 2006 (case study book), ISBN 960-08-0393-5.

BOOK CHAPTERS (24)

1. The Effects of Formalization, Hierarchical Decentralization and Lateral Communication: Strategic Decision-Making Processes on SME International Performance. P. Dimitratos, I. Thanos, A. Petrou & V. Papadakis. In 'Entrepreneurship in the Global Firm'. A. Verbeke, R. van Tulder & A.T. Tavares (Eds). Emerald: London, 2011, 51-75.

2. International Entrepreneurship in the Life Sciences. M.V. Jones, C. Wheeler. & P. Dimitratos. In 'Internationalisation, Innovation and Entrepreneurship: New Ventures on Life Sciences', M.V. Jones, C. Wheeler & P. Dimitratos (Eds). Edward Elgar: Cheltenham, UK, 2011, 1-19.

3. Assessing the Internationalization Capabilities of Life Science New Ventures. M.V. Jones, C. Wheeler, P. Dimitratos & G. Vlachos. In 'Internationalisation, Innovation and Entrepreneurship: New Ventures on Life Sciences', M.V. Jones, C. Wheeler & P. Dimitratos (Eds). Edward Elgar: Cheltenham, UK, 2011, 21-38.

4. Performance Trade-offs: Success, Revenue and Profitability. C. Wheeler, M.V. Jones, G. Vlachos & P. Dimitratos. In 'Internationalisation, Innovation and Entrepreneurship: New Ventures on Life Sciences', M.V. Jones, C. Wheeler & P. Dimitratos (Eds). Edward Elgar: Cheltenham, UK, 2011, 213-226.

5. A Model of Decision-Making Processes in Internationalized Life Science Firms. P. Dimitratos, M.V. Jones, C. Wheeler & G. Vlachos. In 'Internationalisation, Innovation and Entrepreneurship: New Ventures in Life Science'. M.V. Jones, C. Wheeler & P. Dimitratos (Eds). Edward Elgar: Cheltenham, UK, 2011, 255-267.

6. Towards a Research Agenda for International Entrepreneurship in the Life Sciences. M.V. Jones, C. Wheeler & P. Dimitratos. In 'Internationalisation, Innovation and Entrepreneurship: New Ventures in Life Science'. M.V. Jones, C. Wheeler & P. Dimitratos (Eds). Edward Elgar: Cheltenham, UK, 2011, 268-285.

7. Resources, Efficiency and Globalization: International Business in the Modern Era. P. Dimitratos, & M.V. Jones. In 'Resources, Efficiency & Globalization'. P. Dimitratos & M.V. Jones (Eds), Palgrave, Houndmills, UK, 2010, 1-9.

8. Career Orientations of the 21st Century Knowledge Professionals. D. Manolopoulos & P. Dimitratos. In 'Resources, Efficiency & Globalization'. P. Dimitratos & M.V. Jones (Eds), Palgrave, Houndmills, UK, 2010, 114-130.

9. SME Internationalization: Current Themes of Study and Modern Challenges. M. V. Jones, P. Dimitratos, M. Fletcher & S. Young. In 'Internationalization, Entrepreneurship & the Smaller Firm: Evidence from Around the World'. M. V. Jones, P. Dimitratos, M. Fletcher & S. Young (Eds), Edgard Elgar, 2009, 1-5.

10. Core Rigidities of Micromultinationals: The Scottish Experience. P. Dimitratos, J. E. Johnson, K. I. N. Ibeh & J. Slow. In 'Internationalization, Entrepreneurship & the Smaller Firm: Evidence from Around the World'. M. V. Jones, P. Dimitratos, M. Fletcher & S. Young (Eds). Edgard Elgar, 2009, 139-149.

11. Growth of Archetypon S.A.: Exploitation of Opportunities in Greek and European Marketplaces. I Voudouris & P. Dimitratos. In 'Handbook of Research on European Entrepreneurship:

Internationalisation of Small Businesses'. L. P. Dana, I. M. Welpe, M. Han & V. Ratten (Eds), Edward Elgar, Cheltenham, UK, 2008, 263-276.

12. So You Think You are Born-Global? A Study of Small, Young Firms in the Life Sciences Industry. M. V. Jones, G. Vlachos, C. Wheeler & P. Dimitratos. In 'Perspectives on Internationalization and International Management'. J. Larimo (Ed.), Vaasan Yliopiston Julkaisuja, 2008, 32-47.

13. Growth of a Greek International New Venture across Geographic Markets and Industries. P. Dimitratos, I. Voudouris & H. Salavou. In 'International Business in the Age of Anxiety'. R. Sinkovics & M. Yamin (Eds), Palgrave, Houndmills, UK, 2007, 195-207.

14. International Entrepreneurial Culture, International Opportunity Perception and Pattern of International Exploitation: Towards an Integrated Model. P. Dimitratos & M. V. Jones. In 'Managing Opportunity Development in Business Networks'. P. Ghauri, A. Hadhikani & J. Johanson (Eds), Palgrave, Houndmills, UK, 2005, 67-90.

15. International Entrepreneurship – International Entrepreneurial Culture (in Greek). P. Dimitratos & E. Plakogiannaki. In 'Entrepreneurship'. P. E. Petrakis, University of Athens: 2004, 95-105.

16. A Typology of International Business Strategies. P. Dimitratos. In 'The Process of Internationalisation: Strategic, Cultural and Policy Perspectives'. F. McDonald, M. Mayer & T. Buck (Eds), Palgrave, Houndmills, UK: 2004, 85-103.

17. Emerging Paradigms in International Entrepreneurship: A Synopsis. M. V. Jones & P. Dimitratos. In 'Emerging Paradigms in International Entrepreneurship'. M. V. Jones & P. Dimitratos (Eds), Edward Elgar, Cheltenham, UK: 2004, 3-18.

18. Internet Enabled International Entrepreneurship: A Conceptual Model. R. Mostafa, C. Wheeler & P. Dimitratos. In 'Emerging Paradigms in International Entrepreneurship'. M. V. Jones & P. Dimitratos (Eds), Edward Elgar, Cheltenham, UK: 2004, 155-172.

19. Portfolio Entrepreneurship: A Description and its Link to International Entrepreneurship. S. Carter, M. Ram & P. Dimitratos. In 'Emerging Paradigms in International Entrepreneurship'. M. V. Jones & P. Dimitratos (Eds), Edward Elgar, Cheltenham, UK: 2004, 89-99.

20. Greek Perspectives of International Entrepreneurship. P. Dimitratos & S. Lioukas. In 'Research on International Entrepreneurship'. L.-P. Dana (Ed.), Edward Elgar, Cheltenham, UK: 2004, 455-480.

21. Management of Internationalisation Ventures: Should International Partners be 'Agents' or 'Stewards? P. Dimitratos. In 'Internationalization: Firm Strategies and Management'. C. Wheeler, F. McDonald & I. Greaves (Eds), Palgrave, Houndmills, UK: 2003, 138-149.

22. International Economic and Environmental Changes. P. Dimitratos, F. McDonald & H. Tüselmann. In 'Marketing Changes'. S. Hart (Ed.), Thomson, London: 2003, 9-28.

23. Globalisation and the Smaller Firm: Reconcilable Notions? M. Berry, P. Dimitratos & M. McDermott. In 'International Business: Adjusting to New Challenges and Opportunities'. F. McDonald, H. Tüselmann & C. Wheeler (Eds), Palgrave, Houndmills, UK: 2002, 247-257.

24. Internationalization Strategies. S. Lioukas, V. Papadakis & P. Dimitratos (in Greek). In 'Business Policy and Strategy'. S. Lioukas & V. Papadakis, Athens University of Economics and Business: 1996, 88-99.

REFEREED CONFERENCE PAPER PROCEEDINGS (67)

1. *The Role of Networks in Non-Linear Internationalisation of Smaller Born-Global Firms from Emerging Market Economies*. Z. Shahid, S. Freeman, S. Rao & P Dimitratos. 40th Academy of International Business Conference (UK & Ireland Chapter), March 2013, Birmingham, UK

2. *Funding Sources for Decentralized R&D Activity: Evidence from MNE Subsidiaries in the European Periphery.* D. Manolopoulos, P. Dimitratos & I. Thanos. 38th Academy of International Business Conference, December 2012, Brighton, UK.
3. *The Importance of Strategic Alliances for Small Entrepreneurial Firms.* G. Nakos, K.D. Brouthers, P. Dimitratos. 38th European International Business Academy Conference, December 2012, Brighton, UK.
4. *International Entrepreneurial Orientation and Micromultinationals: The Moderating Effect of Being an International New Venture.* I. Deligianni, A. Petrou & P. Dimitratos. 38th European International Business Academy Conference, December 2012, Brighton, UK.
5. *The International Opportunity Exploitation of Transnational Entrepreneurial Firms: A Conceptual Framework.* C. Li & P. Dimitratos. 38th European International Business Academy Conference, December 2012, Brighton, UK.
6. *Global Staffing Practices for Knowledge Professionals: Key Drivers for the Selection of International Assignees.* D. Manolopoulos, P. Sapouna, P. Dimitratos & E. Sofikitis. 38th European International Business Academy Conference, December 2012, Brighton, UK.
7. *Entrepreneurial Orientation and International Performance.* G. Nakos, K.D. Brouthers, P. Dimitratos & L.E. Brouthers. Academy of International Business Conference. June 2012, Washington, DC, USA.
8. *Micromultinational or Not? The Effects of International Entrepreneurship, Networking and Learning.* P. Dimitratos, J.E. Amoros, S. Etchebarne & C. Felzensztein. 39th Academy of International Business Conference (UK & Ireland Chapter), March 2012, Liverpool, UK
9. *International Strategy of European SMEs*. B. Hagen, A. Zucchella, J. Larimo & P. Dimitratos. 37th European International Business Academy Conference, December 2011, Bucharest, Romania.
10. *Does Confucian Dynamism Complement the OLI Framework? A Study of Chinese Private Firms*. J. Ji & P. Dimitratos. 37th European International Business Academy Conference, December 2011, Bucharest, Romania.
11. *International Strategy of European SMEs*. B. Hagen, A. Zucchella, J. Larimo & P. Dimitratos. 37th European International Business Academy Conference, December 2011, Bucharest, Romania.
12. *Problem-solving Dissension and Entry Mode Decision Effectiveness: The Moderating Role of Decision Rationality'*. P. Dimitratos, & Y. Thanos. Academy of Management. Aug. 2011, San Antonio, Texas, USA.
13. *Value-Chain Networks and Entrepreneurial Output in Multinational Subsidiaries*. P. Dimitratos, U. Andersson & I. Liouka. Academy of International Business Conference. June 2011, Nagoya, Japan.
14. *The Dilemma of Single or Hybrid Career Path Choice among MNC Knowledge Professionals*. E. Sofikitis, D. Manolopoulos & P. Dimitratos. 38th Academy of International Business Conference (UK & Ireland Chapter). April 2011, Edinburgh.
15. *Entrepreneurial Competencies in Multinational Subsidiaries*. I. Liouka & P. Dimitratos. 3rd Reading International Business Conference, April 2011, Reading, UK.
16. *Does Confucian Dynamism Complement the OLI Framework? A Study of Chinese Private Firms*. J. Ji & P. Dimitratos. 36th European International Business Academy Conference, December 2010, Porto, Portugal.
17. *An Empirical Investigation of the Effects of Strategy Making Processes on the Performance of Internationalized SMEs*. P. Dimitratos, V. Papadakis, A. Petrou & Y. Thanos. 36th European International Business Academy Conference, December 2010, Porto, Portugal.
18. *International Entrepreneurial Orientation and Performance: The Moderating Role of Inter-firm Alliances*. G. Nakos, P. Dimitratos & K. Brouthers. 36th European International Business Academy Conference, December 2010, Porto, Portugal.
19. *Being an Expatriate: Influential Factors in MNC Subsidiaries*. P. Sapouna, D. Manolopoulos & P. Dimitratos. 36th European International Business Academy Conference, December 2010, Porto, Portugal.

20. *Career Choices of MNC Knowledge Professionals: Single or Hybrid Path?* E. Sofikitis, D. Manolopoulos & P. Dimitratos. 36th European International Business Academy Conference, December 2010, Porto, Portugal.

21. *Market Withdrawal, International Orientation and Marketing Resources: Effects on SME International Performance*. P. Dimitratos, P. Sapouna, J. Larimo, R. Lehmann & A. Zucchella. Academy of International Business Conference. June 2010, Rio de Janeiro, Brazil.

22. *Beyond International New Ventures: Evidence from International Entrepreneurial Small Firms*. P. Dimitratos, J. Johnson, E. Plakoyiannaki & S. Young. Academy of International Business Conference. June 2010, Rio de Janeiro, Brazil.

23. *Strategy Processes, Environmental Dynamism and Performance in Internationalized SMEs*. P. Dimitratos, V. Papadakis, A. Petrou & Y. Thanos. JIBS Development Workshop, Academy of International Business Conference. June 2010, Rio de Janeiro, Brazil.

24. *The Impact of Firm Characteristics, Industry Drivers and Environmental Influences on Export Intensity: An Analysis of MNE Subsidiaries*. P. Dimitratos, D. Manolopoulos & S. Young. 37th Academy of International Business Conference (UK & Ireland Chapter). April 2010, Dublin, Ireland.

25. *International assignment directions of R&D employees in multinational enterprise subsidiaries.* D. Manolopoulos, P. Dimitratos & P. Sapouna. 35th European International Business Academy Conference. December 2009, Valencia, Spain.

26. *International Entrepreneurial Orientation and Performance of Small & Medium Sized Enterprises: The Moderating Role of Networks.* G. Nakos, P. Dimitratos, A. Whitting & T. Karavokiris. Academy of International Business Conference (Southeast USA Chapter). October 2009, Jacksonville Beach, Florida, USA.

27. *International Performance for Small and Medium Sized Companies: The Importance of a Differentiation Strategy.* G. Nakos, P. Dimitratos, R. Moussetis & T. Karavokiris. Academy of International Business Conference (Southeast USA Chapter). October 2009, Jacksonville Beach, Florida, USA.

28. *Strategy Process Effects on Internationalization Speed and Performance.* S. Prashantham, P. Dimitratos, A. Petrou & J. Johnson. Academy of Management. Aug. 2009, Chicago, USA.

29. *Career Preferences of Knowledge Professionals in the Multinational Company.* D. Manolopoulos, P. Dimitratos & V. Sinanoglou. 36th Academy of International Business Conference (UK & Ireland Chapter). April 2009, Glasgow, UK.

30. *Subsidiary Entrepreneurial Competencies: Which Are They and What Is Their Direct Effect on Subsidiary Performance?* I. Liouka, P. Dimitratos & S. Young. 36th Academy of International Business Conference (UK & Ireland Chapter). April 2009, Glasgow, UK.

31. *Market Withdrawal, International Marketing and International Orientation: Effects on SME International Performance.* P. Dimitratos, Y. Sapouna, J. Larimo, R. Lehmann & A. Zuchella & V. Sinanoglou. 36th Academy of International Business Conference (UK & Ireland Chapter). April 2009, Glasgow, UK.

32. *Employee Scientific Movements within Multinational Corporations*. D. Manolopoulos & P. Dimitratos. 34th European International Business Academy Conference. December 2008, Tallinn, Estonia.

33. *Entrepreneurship-Related Variables and Performance in Multinational Subsidiaries*. P. Dimitratos & D. Manolopoulos. 35th Academy of International Business Conference (UK & Ireland Chapter). March 2008, Portsmouth, UK.

34. *The Movement of R&D Employees within MNEs: An Empirical Investigation from the Subsidiary Perspective* D. Manolopoulos & P. Dimitratos. 33rd European International Business Academy Conference. December 2007, Catania, Italy.

35. *The Impact of Technology Sourcing on Subsidiaries' Performance: A Survey Analysis from Greece*. D. Manolopoulos, P. Dimitratos & S. Young. 34th Academy of International Business Conference (UK Chapter). April 2007, London, UK.

36. *Subsidiary Entrepreneurship: Context & Performance Implications*. I. Liouka, P. Dimitratos & S. Young. 32nd European International Business Academy Conference. December 2006, Fribourg, Switzerland.

37. *Does Foreign Mode Matter? A Pyramid of Effective International Partner Management Mechanisms in Small Entrepreneurial Firms*. P. Dimitratos, S. Lioukas, K. Ibeh & C. Wheeler. McGill Conference. September 2006, McGill University, Montreal, Canada.

38. *International Performance of Smaller Firms and its Determinants: A Greek Empirical Study*. P. Dimitratos. JIBS Development Workshop, Academy of International Business Conference. June 2006, Beijing, China.

39. *Growth of a Greek International New Venture across Geographic Markets and Industries*. P. Dimitratos, I. Voudouris & H. Salavou. 33rd Academy of International Business Conference (UK Chapter). April 2006, Manchester, UK.

40. *Opportunity Identification in Multinational Subsidiaries: An Empirical Study*. I. Liouka, P. Dimitratos, S. Young & E. Plakoyiannaki. 31st European International Business Academy Conference. December 2005, Oslo, Norway.

41. *Learning of International New Ventures: A Case Study Analysis*. P. Dimitratos, 31st European International Business Academy Conference. December 2005, Oslo, Norway.

42. *Reframing International Entrepreneurship: Insights from a Three-Country Study*. P. Dimitratos, N. Hood, J. Johnson & J. Slow. 32th Academy of International Business Conference (UK Chapter). April 2005, Bath, UK.

43. *Managing International Operations of Smaller Firms: Evidence from Successfully Internationalized Greek Firms*. P Dimitratos, S. Lioukas & H. Tüselmann. 30th European International Business Academy Conference. December 2004, Ljubljana, Slovenia.

44. *Toward a Broader Measurement of International Entrepreneurship*. P. Dimitratos, G. Nakos, S. Ennis & E. Plakoyiannaki. Babson Kauffman Entrepreneurship Research Conference 2004. June 2004, Glasgow, UK.

45. *Firm Characteristics, Domestic Environment, and Internationalization of Entrepreneurial Firms: An Empirical Study*. J. Levie & P. Dimitratos. 1st GEM Research Conference, April 2004, Berlin, Germany.

46. *International Performance of Smaller Firms and its Determinants: An Empirical Study*. P. Dimitratos & S. Lioukas. 29th European International Business Academy Conference. December 2003, Copenhagen, Denmark.

47. *An Empirical Study on Core Rigidities and Core Competencies of Micromultinationals*. P. Dimitratos, K. I. N. Ibeh, J. Johnson, J. Slow & S. Young. 29th European International Business Academy Conference. December 2003, Copenhagen, Denmark.

48. *Micromultinationals: Some Preliminary Evidence on an Emergent 'Star' of the International Entrepreneurship Field*. K. I. N. Ibeh, J. Johnson, P. Dimitratos, J. Slow & S. Young. McGill Conference, September 2003, Ulster, UK.

49. *Market-, Network- and Subsidiary-Based Entrepreneurship, and International Performance: Implementation of a Single Model*. P. Dimitratos. McGill Conference, September 2003, Ulster, UK.

50. *Is Customer Relationship Management Linked to Entrepreneurial Orientation? Evidence from a UK Service Firm*. E. Plakoyiannaki & P. Dimitratos. British Academy of Management Conference, September 2003, Harrogate, UK.

51. *What Factors Differentiate between Multiple and Single Foreign Market Servicing Modes?* P. Dimitratos, K. Ibeh & C. Wheeler. 32nd European Marketing Academy Conference. May 2003, University of Strathclyde, Glasgow, UK.

52. *Entrepreneurship and International Performance: The Moderating Effects of Organizational Assets and International Strategies*. P. Dimitratos. Babson Kauffman Entrepreneurship Research Conference 2003. June 2003, Babson College, Babson, MA, USA.

53. *A Typology of International Business Strategies*. P. Dimitratos. 30th Academy of International Business Conference (UK Chapter). April 2003, DeMontfort University, Leicester.

54. *Micromultinationals: Their Features and Success Characteristics*. P. Dimitratos, J. Johnson, J. Slow & S. Young. 28th European International Business Academy Conference. December 2002, Athens, Greece.

55. *'Advantage of Proximity to Foreign Markets', 'Liability of Peripherality' and Internationalization: Evidence from Greece*. P. Dimitratos & S. Lioukas. 28th European International Business Academy Conference. December 2002, Athens, Greece.

56. *Pluriactivity in Small Firms*. S. Carter, S. Tagg & P. Dimitratos. RENT XVI Conference. November 2002, Universitat Autònoma de Barcelona, Barcelona.

57. *Entrepreneurial Style and International Performance: The Intervening Effects of International and Domestic Environmental Contexts*. P. Dimitratos, S. Lioukas & S. Carter. 3rd Biennial McGill Conference. September 2002, McGill University, Montreal, Canada.

58. *Effective Management of Internationalisation Ventures*. P. Dimitratos. 29th Academy of International Business Conference (UK Chapter). April 2002, University of Central Lancashire, Preston, UK. 151-174.

59. *Internationalization Strategies, Contexts and Performances: Evidence from Smaller Firms in Fragmented Industries*. P. Dimitratos. 27th European International Business Academy Conference. December 2001, Paris, France.

60. *The Dimensions of an International Entrepreneurial Culture: On the Theoretical Underpinnings of International Entrepreneurship*. P. Dimitratos & E. Plakoyiannaki. 4th McGill Conference. September 2001, University of Strathclyde, Glasgow, UK. Volume 1, 354-383.

61. *A Classification of Business Internationalisation Strategies*. P. Dimitratos. 4th McGill Conference. September 2001, University of Strathclyde, Glasgow, UK. Volume 1, 331-353.

62. *Effective International Management: Some Empirical Evidence*. P. Dimitratos. British Academy of Management 2001 Conference. September 2001, Cardiff, UK.

63. *Globalisation and the Smaller Firm: Reconcilable Notions?* M. Berry, P. Dimitratos & M. McDermott. 28th Academy of International Business Conference (UK Chapter). April 2001, Manchester Metropolitan University, Manchester, UK. Volume I, 1-26.

64. *Destination Country, Business Geographic Location and Firms Internationalisation Ventures: Evidence from Greece*'. P. Dimitratos & S. Lioukas. 26th European International Business Academy Conference. December 2000, Maastricht, Netherlands

65. *Strategic Choices by Exporting Firms in Foreign Markets: A Review and Classification*. P. Dimitratos. 25th Academy of International Business Conference (UK Chapter). April 1998, City University, London, UK. Volume I, 180-188.

66. *Firms' Competitive Dynamics and Internationalisation - Evidence From the Greek Plastics Industry*. P. Dimitratos, Y. Caloghirou & T. Pepanides. 23rd European International Business Academy Conference. December 1997, University of Hohenheim, Stuttgart, Germany.

67. *SMEs' Global Cooperative Strategies: A Critical Review*. P. Dimitratos & R. Oakey. 23rd International Small Business Congress. November 1996, EOMMEX, Athens. Greece, 127-133.

PUBLICATIONS WITH EDITORIAL REVIEW (3)

1. Confucian Dynamism and the OLI Framework: Strategic Decision-Making in Chinese Firms. J. Ji & P. Dimitratos. ***EIBAzine - European International Business Academy Newsletter***: 8(May), 2011, 3-5.
2. Conceptualizations to Advance Born Global Definition: A Research Note: M. Kirpalani, M. Gabrielsson, P. Dimitratos, C. Solberg & A. Zuchella. ***Global Business Review***: 9(1), 2008, 45-50.
3. Growth Potential and Entrepreneurial Orientation Profiles of SMEs in Greece. H. Salavou, P. Dimitratos & I. Voudouris. ***Small Business/ Piccola Impresa***: 19(2), 2006, 79-91.

MORE THAN 640 CITATIONS EXIST TO THE AFOREMENTIONED PUBLICATIONS (SOURCE SCHOLARGOOGLE); 132 ACCORDING TO ISI WEB

RESEARCH ACTIVITIES

COORDINATION OF/ PARTICIPATION IN RESEARCH PROJECTS

1. *Innovation for Competitive Enterprises (ICE)*. Funding by FP7-funded ICE Programme (Coordinator & Principal Researcher), 2012-13
2. *Entrepreneurship in Multinational Subsidiaries*. With S. Young (University of Glasgow) & S. Zahra (University of Minnesota): funding by the the Economic and Social Research Council and the Athens University of Economics & Business (PEVE1) (Coordinator & Principal Researcher), 2004-2006 & 2010
3. *Global and Micromultinational Small and Medium Sized Firms in Cyprus, UK, USA, Greece & Chile*. With S. Young (University of Glasgow) & J. Johnson (St Mary's University, USA): funding by Scottish Enterprise, St Mary's University, Athens University of Economics and Business & Christian Felzensztein (Conicyt Research Council, Chile) (Coordinator & Principal Researcher), 2008-2012
4. *International Entrepreneurial Culture.* With G. Nakos (Georgia State University, USA) & S. M. Elbanna (United Arab Emirates University): funding by the Athens University of Economics & Business, Georgia State University & United Arab Emirates University (Coordinator & Principal Researcher), 2008-2011
5. *Expansion of Greek Firms into Developed or Less Developed Countries.* With S. Lioukas (Athens University of Economics & Business): funding by EU & Athens University of Economics and Business (Coordinator & Principal Researcher), 2007-2009
6. *Internationalization Process of Small Firms in Life Science Industries*. With M. V. Jones, G. Vlachos (University of Glasgow) & C. Wheeler (University of Portsmouth): funding by Universities of Strathclyde and Glasgow (Synergy Fund) & British Academy (Collaborating Researcher), 2005-2008
7. *Marketing Strategies of Born Globals in Finland, Greece, Spain, and Italy.* With J. Larimo (University of Pavia), A. Rialp (University of Barcelona) & A. Zuchella (University of Pavia): funding by Universities of Vaasa, Athens University of Economics and Business, University of Barcelona & University of Pavia (Collaborating Researcher), 2007-2010

RESEARCH DISTINCTIONS & ACTIVITIES

- Cited as one of the leading researchers in international entrepreneurship in the article 'Transnationalizing Entrepreneurship: A Critical Agenda for Economic Geography', author Yeung H.W.-C., *Progress in Human Geography*, 33(2), 2009, 210-235. (*Social Science Citation Index Impact Factor 2011: 3.547)*
- Best Paper Award for 'Micromultinational or Not? The Effects of International Entrepreneurship, Networking and Learning' (with Amoros, E., Etchebarne, S., Felzensztein, C.), 27th Conference on Business Administration and Economics (ENEFA), November 2011, Pucon, Chile.
- Best Paper Award on Emerging Markets for 'Does Confucian Dynamism Complement the OLI Framework? A Study of Chinese Private Firms' (with Ji J.), 36th European International Business Academy Conference, December 2010, Porto, Portugal.
- Keynote Speaker in the 'Changing Role of Inward Investment and Regional Development: The Branch Plant Economy Re-Visited' workshop, with Stephen Young *A Global Perspective on the Evolving Subsidiary Landscape in Scotland*, Glasgow, December 2012.
- Invited 'distinguished speaker' on international entrepreneurship: 6th McGill Conference, University of Ulster, September 2003;
  and: EURAM 2005 Conference, TUM Business School, Munich, May 2005.
- Representative of Greece to the European International Business Academy Board, 2008-onwards.
- Secretary of the Academy of International Business (UK&Ireland Chapter) Executive Board, 2011-onwards
- Special Track Chair on 'International Business Research Methods' in the Academy of International Business conference, Istanbul, July 2013
- Review and Research Resource Editor in the Journal of International Entrepreneurship (2002-onwards).

- Regular reviewer since 2001 for the: *British Journal of Management*, *Entrepreneurship and Regional Development*, *Entrepreneurship Theory and Practice*, *European Management Journal*, *Family Business Review*, *International Business Review*, *International Journal of Entrepreneurship and Innovation*, *International Journal of the Economics of Business, International Journal of Management Reviews*, *International Journal of Production Economics, International Small Business Journal, Journal of Economic Psychology, Journal of Business Research*, *Journal of Business Venturing*, *Journal of International Business Studies*, *Journal of International Entrepreneurship*, *Journal of Marketing Management*, *Journal of Management Studies*, *Journal of Small Business Management*, *Journal of World Business*, *Long Range Planning*, *Management International Review*, *Organization Studies*, *Progress in Human Geography*, *Thunderbird International Business Review, Regional Studies*; and, academic conferences (*European International Business Academy* conferences, *Academy of International Business* conferences, *European Marketing Academy* conferences, *Academy of Management* conferences).
- Regular reviewer of research grants applications for the *ESRC*, *EU*, *Swiss National Science Foundation*, *Social Sciences and Humanities Research Council (Canada)*, *Greek Ministry of Development*, *Qatar National Research Fund*.
- Doctoral colloquium panel member in the Academy of International Business, (UK&Ireland Chapter) Executive Board, 2005-onwards
- Conference co-chair (with M. V. Jones), 4th McGill Conference on International Entrepreneurship, Strathclyde International Business Unit, University of Strathclyde, September 2001.
- Member of the Laboratory of Business Strategy and Entrepreneurship, Athens University of Economics and Business, 2004-onwards.
- PhD External Examiner, Nov. 2012, 'The Effects of Institutional Distance on Foreign-Owned Subsidiary Development: The Case of the Northwest of England', *Sven Dahms*, Manchester Metropolitan University, UK

  PhD External Examiner, June 2012, 'International New Ventures as a Multifaceted Phenomenon – Towards a Contingency Approach in International Entrepreneurship', *Johanna Hallbäck*, University of Vaasa, Finland

  PhD External Pre-Examiner, Feb. 2011, 'Internationalization Pathways of Family SMEs', *Tanja Kontinen*, University of Jyvaskyla, Finland

  PhD Internal Examiner, Feb. 2012, 'Internationalization of Family SMEs in Malta', *Nathaniel Massa*, University of Glasgow, UK

  PhD Internal Examiner, Sept. 2009, 'Entrepreneurial Growth Trajectories of Greek SMEs', *Ioanna Deligianni*, Athens University of Economics and Business, Greece

  PhD Internal Examiner, July 2008, 'Strategic Entrepreneurship of Greek Firms', *Lida Kyrgidou*, Athens University of Economics and Business, Greece
- Vice-President of the Organization of the European SMEs' Business Advisors (since September 2007)
- Compiled and prepared a journal quality list for international business journals, University of Strathclyde, 2002

RESEARCH-RELATED PRESENTATIONS

- Regular Presenter in *Community for Internationalisation and Enterprise Research Seminars*, March 2011-onwards.
- Coordinator and presenter on *Critical Perspectives on the International New Venture Literature*, Special Panel, 38th European International Business Academy, December 2012.
- *The International Entrepreneurship Theme: Reflections & Suggestions for Moving Forward*. Presentation at Tongji University, Shanghai, China, October 2012.
- *Born Globals – Greek and International Case Studies*. Presentation at the Athens University of Economics and Business, January 2012.
- *Rationality – A Missing Link between International Entrepreneurship and Performance*. Manchester Business School Research Workshops, November 2011.

- *Multinational Subsidiary Entrepreneurship*. Dissemination of results of the ESRC project to academics, policy-makers and managers. University of Glasgow, UK, September 2006.
- *SME Growth*. Open Workshop to SME Managers. Municipality of Keratsini, Athens, Greece. May 2006.
- *International Entrepreneurship - Firms Exploiting Opportunities Abroad Differently*. EURAM 2005 Conference, May 2005, TUM Business School, Munich, Germany
- *Theoretical Developments in International Business: Preliminary Insights*: Strathclyde International Business Workshop. June 2003, University of Glasgow, Glasgow, UK.
- *PhD - Catch It If You Can*: With E. Plakoyiannaki. Research Doctoral Workshop. March 2003, University of Glasgow, Glasgow, UK.
- *The Effect of Clustering in the Internationalisation of Greek Firms*: 1st Conference on High Technology Small Firms Clusters. April 2002, Manchester Business School, Manchester, UK.
- *Activities in Developed or Less Developed Countries - Evidence from Greece*: Research Seminars Series. April 2001, University of Strathclyde, Glasgow, UK.
- *Globalisation and the Small Firm*: With M. Berry & M. McDermott. Workshop on Global Small and Medium Sized Firms. March 2001, University of Strathclyde, Glasgow, UK.
- *The Effect of Internationalisation Strategies and Contexts on Performance*: Research Seminars Series. March 2001, University of Newcastle, Newcastle, UK.
- *Internationalisation Strategies of Firms - The Case of Greek Small and Medium-Sized Enterprises*: Doctoral Workshop - 23rd European International Business Academy Conference. December 1997, University of Hohenheim, Stuttgart, Germany.
- *International Business Management*: Conference Workshop. May 1997, Department of Chemical Engineering, National Technical University of Athens, Athens, Greece.
- *Internationalisation Strategies and their Contexts in Greece*: 1st Manchester Federal School of Management Conference. April 1997, Manchester Business School, Manchester, UK.

TEACHING EXPERIENCE

UNDERGRADUATE LEVEL

Has coordinated and taught:

- *International Business*. Athens University of Economics and Business, Greek & Erasmus students
- *Entrepreneurship*. Athens University of Economics and Business
- *Advanced Marketing IV (Strategic Marketing Management)*. University of Strathclyde
- *International Business*. Deree College, The American College of Greece
- *International Marketing*. Deree College, The American College of Greece
- *Principles of Marketing*. Deree College, The American College of Greece
- *Management*. Greek Open University, distance learning programme, 2009

Has served as external examiner, undergraduate programme in business and management, University of Hull (Scarborough campus), 2011-onwards

POSTGRADUATE LEVEL

Has coordinated and taught:

- *Global Business Environment*. University of Glasgow
- *Managing the Multinational Enterprise and Subsidiaries*. University of Glasgow
- *International Entrepreneurship and Innovation*. University of Glasgow
- *Export Marketing*. University of Glasgow
- *International Entry Mode and Structure*. University of Glasgow
- *International Business and Management*. University of Glasgow
- *International Entrepreneurship*. University of Strathclyde
- *International Strategic Marketing*. University of Strathclyde

- *International Business*. Athens University of Economics and Business (in four programmes)
- *Doing Business in China*. Athens University of Economics and Business, MBA-International programme, coordination of course and study trip, 2009
- *Doing Business in India*. Athens University of Economics and Business, MBA-International programme, coordination of course and study-trip, 2010

SUPERVISOR EXPERIENCE

Has served as a supervisor to 33 successfully completed research students:

- 9 at the *PhD level* (Universities of Glasgow & Strathclyde, Athens University of Economics and Business) – 3 of them I was the primary supervisor and have successfully completed their PhD study (*Ioanna Liouka* & *Junzhe Ji*: University of Glasgow & *Panagiota Sapouna*: Athens University of Economics and Business), 6 of them I was the second supervisor and have successfully completed their PhD study (Universities of Glasgow & Strathclyde)

  5 students are currently pursuing their PhD study with me as their 1st supervisor (University of Glasgow & Athens University of Economics and Business)

- 12 at the *postgraduate level* - 2 of them at the MSc level (University of Strathclyde) & 10 of them at the MBA level (Athens University of Economics and Business), all of them completed

- 12 at the *undergraduate level* - 6 of them at the honours level (University of Strathclyde) & 6 of them in the Athens University of Economics and Business (independent research study)

Has served as supervisor for numerous groups of students to company specific projects at the MBA (Athens University of Economics and Business) and MSc (University of Glasgow) levels

UNIVERSITY ADMINISTRATION EXPERIENCE

- Co-Director, Community for Internationalization and Enterprise Research, Management, Adam Smith Business School, University of Glasgow, 2011-onwards
- Founder and Organizer of Research Seminars, Community for Internationalization and Enterprise Research, University of Glasgow, 2011-onwards
- Representative of Management, Adam Smith Business School in the Ethics Committee, University of Glasgow, 2011-onwards
- PhD Funding Scholarship Coordinator, Management, Business School, University of Glasgow, 2011-2012
- Representative of Glasgow University/ Management in the ESRC Doctoral Training Pathway, 2011-2012
- Business School & College Reviewer, College of Social Sciences, Ethics Committee, University of Glasgow, 2011-onwards
- Mentor to two junior colleagues at the Lecturer level, University of Glasgow, 2011-onwards
- Undergraduate student adviser, University of Glasgow, 2012-onwards
- Member of the Electorate for a Lectureship in 'Management', University of Thessaly, Greece, 2012
- Erasmus Programme Coordinator, Department of Management Science and Technology, Athens University of Economics and Business, 2005-2011
- Internship Coordinator, Department of Management Science and Technology, Athens University of Economics and Business, 2006-2010
- Deputy Conference Chair, Student Conference, Department of Management Science and Technology, Athens University of Economics and Business, 2006 & 2007
- Deputy Member, International MBA Program Board, 2005-2010
- Deputy Member of the University Senate, Department of Management Science and Technology, Athens University of Economics and Business, 2006

CONSULTING EXPERIENCE

- *Analysis of International Business/ Entrepreneurship Literature & Global Survey Data*: coordinated and participated in related consultancy project for Scottish Development International (January-May 2013).

- •*International Entrepreneurship on-line course for PhD students*: developed course outline and material, for the IE-Scholar Network, Canada (September-December 2012).
- *International Business education*: developed and delivered seminars to Spanish postgraduate students related to internationalisation, FP7 Framework (March-April 2012).
- *EU Multinationals' Investment in Latin America and the Caribbean (in CEPAL/ United Nations Annual Publication)*: advised UNCTAD on effective EU multinational strategies in this Latin American region during 2001-2011 (September 2011-Feb 2012) and write the respective chapter in this publication.
- *Development of the European Business Advisor Training and Exchange* for the *EU*: With S. Lioukas: advised EU advisors that deal with small firms countries, Interreg (May 2005-December 2007).
- *'Micromultinationals* for the *Scottish Enterprise*: advised on public support policy measures that Scottish Enterprise can implement to support growth of Scottish micromultinationals (April-June 2002 & February-April 2003).
- *Export and Internationalization Strategies of Greek SMEs*: advised the Greek Ministry of Development related to exporting and internationalised strategies of small firms (May 1997-December 1999).

LANGUAGES

- *Greek (fluent)*
- *English (fluent)*
- *German (working knowledge)*
- *French (basic knowledge)*

March 2013