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Dr. Yannis Hajidimitriou is Professor in International Business at the Department of Business Administration, University of Macedonia, Thessaloniki, Greece, Deputy Chairman of the Department and Director of the Master's Program in International Business. Professor Hajidimitriou served as Chairman of the Department of Business Administration (Nov. 2015 – Aug. 2019) and Rector of the University of Macedonia (Sept. 2010 – Aug. 2014). He has also served as Chairman and as Deputy Chairman of the MBA Program, as Chairman of the Department of Marketing and Operations Management, and as Deputy Chairman of the Department of Business Administration. He has also served as Adjunct Professor at the Department of Business Administration of the Hellenic Open University (Oct. 2001 – Aug. 2006). Professor Hajidimitriou holds a B.A. degree in Economics from Athens Graduate School of Economics and Business Sciences (today Athens University of Economics and Business), and an M.A. and a Ph.D. in Economics from the State University of New York (SUNY) at Stony Brook, USA. His research interests focus on exporting of family SMEs, international partner selection in exporting family SMEs, internationalization of family SMEs, trust in international strategic alliances, knowledge transfer in international joint ventures, critical success factors in exports and strategies of international expansion. His research articles appear in many research journals, scientific volumes and in the proceedings of many international conferences. Professor Hajidimitriou served as Visiting Lecturer in International Business at the Sheffield University Management School, U.K. (1995 – 97), Assistant Professor at the University of Kansas in Lawrence, USA (1984 – 86) and Adjunct Professor in the MBA programs of Fairleigh Dickinson University and Seton Hall University in New Jersey (1989 – 91), USA. Professor Hajidimitriou also worked for the American Telephone and Telegraph (AT&T), USA, in the Market Analysis and Forecasting Department (1986 – 92). Professor Hajidimitriou has organized, coordinated and taught a large number of seminars for managers in International Business, International and Export Marketing, and Economics for Managers. Since 2000 Professor Hajidimitriou is an honorary member of the Board of Directors of the Greek Exporters Association (SEVE – ΣΕΒΕ), since 2006 he is a member of the Administrative Committee of the Business & Exhibition Research and Development Institute (TIF – ΔΕΘ) in Thessaloniki and since December 2018 he is a member of the Board of Directors of the Alexander Innovation Zone.

Publications

1. Refereed Journals

1. Kampouri, K. and Hajidimitriou, Y. (In Press), International Partnership Failures in the Context of Family Small and Medium Enterprises Internationalisation, *European Journal of Family Business*, <https://revistas.uma.es/index.php/ejfb/article/view/15154>.
2. Kampouri, K. and Hajidimitriou, Y. (In Press), COVID and challenges in the context of family firms internationalisation: A review and emerging research pathways, *Critical Perspectives on International Business*, <https://www.emerald.com/insight/content/doi/10.1108/cpoib-11-2021-0091/full/html>.
3. Sklavounos, N.S., Rotsios, K. and Hajidimitriou, Y. (In Press) Trust and ISA performance in emerging markets in South East Europe, *Transnational Corporations Review*, <https://doi.org/10.1080/19186444.2022.2086402>.
4. Rotsios, K., Sklavounos, N. and Hajidimitriou, Y. (2022) *IJV partner relations in emerging markets: The importance of Greek partner's prior IJV experience*, *Journal of Strategy and Management*, Vol. 15, No. 4, pp. 555-570, <https://doi.org/10.1108/JSMA-04-2021-0100>.
5. Adamoglou, X. and Hajidimitriou, Y.A. (In Press) *The Impact of Institutional Transformations on MNEs Entrepreneurship in Emerging Economies*, *SPOUDAI Journal of Economics and Business*, <https://spoudai.unipi.gr/index.php/spoudai/announcement/view/35>.
6. Rotsios, K., Sklavounos, N. and Hajidimitriou, Y.A. (2021) *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://doi.org/10.1504/EJIM.2021.114625>.
7. Adamoglou, X. and Hajidimitriou, Y.A. (2020) *A Managerial Coevolution Perspective Under the Lens of an Emerging Economy: Evidence from Turkey*, *WSEAS Transactions on Business and Economics*, Vol. 17, 2020, pp. 532-541, <https://doi.org/10.37394/23207.2020.17.52>.
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9. Sklavounos, N.S. 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(2), pp. 119–132, <https://www.u-picardie.fr/eastwest/index.php>.
10. Azaria C.A., Houdeloudi E. and Hajidimitriou Y.A. (2014) *Success Factors of Internet use for Exporting by Greek Companies during the Period of the Financial Crisis*, *MIBES Transactions International Journal*, vol. 8, pp. 13 – 30, http://mtol.teilar.gr/vol8_2014.html.
11. Hajidimitriou, 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 International Journal*, vol. 11(2), pp. 39 – 49, ISSN: 1583-1809,

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12. Chatzipanagioti, M., Iakovou, E., Vlachos, D. and Hajidimitriou, Y.A. (2011) *Trade Facilitation and Supply Chain Network Design*, Operations and Supply Chain Management An International Journal, vol. 4, no. 2/3, pp. 99–107, <https://DOI:10.31387/oscm0100063>.
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18. Hajidimitriou, Y.A. and Mourdoukoutas, P. (1999) *Window of Opportunity in Asia: Economic Turmoil Offers a Second Chance to EU Companies*, European Business Review, vol. 99(2), pp. 68 – 79, <https://doi.org/10.1108/09555349910256818>.

2. Chapters in Refereed Volumes

1. Adamoglou, X., Kounnou, V., Hajidimitriou, Y., Kyrkilis, D. (2022) MNEs Institutional Entrepreneurship: The Effect on Corruption. An Analysis of Emerging Economies. In: Sklias, P., Polychronidou, P., Karasavvoglou, A., Pistikou, V., Apostolopoulos, N. (eds) *Business Development and Economic Governance in Southeastern Europe*. Springer Proceedings in Business and Economics. Springer, Cham, pp. 109 – 132, https://doi.org/10.1007/978-3-031-05351-1_6.
2. Kampouri, K., Hajidimitriou, Y. and Mouratidou, E. (2022) *Innovation Tendencies in Internationalised Family Firms during Periods of Crisis: A Conceptual Framework*. In Vrontis, D., Thrassou, A., Weber, Y., Shams, S.M.R., Tsoukatos, E., Efthymiou, L. (eds), *Business Under Crisis: Avenues for Innovation, Entrepreneurship and Sustainability*, Volume III. Palgrave Studies in Cross-disciplinary Business Research, In Association with EuroMed Academy of Business, pp. 257-279, Palgrave Macmillan, Cham. https://doi.org/10.1007/978-3-030-76583-5_11.
3. Sklavounos, N., Rotsios, K. and Hajidimitriou, Y.A. (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*,

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 6. Sklavounos, N.S., Rotsios, K.P. and Hajidimitriou, Y.A. (2015) *The impact of age, interdependence and perceived risk of opportunism on inter-partner trust in international strategic alliances*. In Elsevier Procedia Economics and Finance, vol. 19, pp. 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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 14. Hajidimitriou, Y.A. & Georgiou, A.C. (1998) *The Application of the Quantitative Methods of Optimization with Multiple Objectives to the Selection of Location Site in the Balkans*. Volume in honor of Prof. V. Sarsentis, University of Peireas, pp. 485 – 499 (in Greek).

3. International Conference Proceedings (Refereed)

1. Kampouri, K., Plakoyiannaki, E. and Hajidimitriou, Y. (2021) *Socio-Emotional Wealth Goals of Family Small and Medium Enterprises In International Partner Selection*, 47th Annual Conference of the European International Business Academy (EIBA), 10 – 12 December, 2021, Madrid, Spain, <https://eiba2021.eiba.org/programme/programme-overview/>.
2. Mouratidou, E., Kampouri, K. and Hajidimitriou, Y. (2021) *COVID-19 and International Trade: A Systematic Literature Review and Future Research Directions*, 47th Annual Conference of the European International Business Academy (EIBA), 10 – 12 December, 2021, Madrid, Spain, <https://eiba2021.eiba.org/programme/programme-overview/>.
3. Adamoglou, X., Kounnou, V., Hajidimitriou, Y. and Kyrkilis, D. (2021) *MNEs Institutional Entrepreneurship: The Effect on Corruption. An Analysis of Emerging Economies*, 47th Annual Conference of the European International Business Academy (EIBA), 10 – 12 December, 2021, Madrid, Spain, <https://eiba2021.eiba.org/programme/programme-overview/>.
4. Mouratidou, E., Kampouri, K. and Hajidimitriou, Y. (2021) *Exporting During the COVID-19 Pandemic: A Systematic Literature Review*, 9th International Conference on Contemporary Marketing Issues (ICCMi), Conference Proceedings, pp. 109 – 116, Virtual Conference, Sept. 3 – 5, 2021, chrome-extension://efaidnbmninnkcbajpcjpcglcfeindmkaj/viewer.html?pdfurl=https%3A%2F%2Ficcmi2021.org%2Fwp-content%2Fuploads%2FICCMi_2021_Conference_Proceedings.pdf%23page%3D109&clen=5284678&chunk=true.
5. Adamoglou, X., Kounnou, V., Hajidimitriou, Y. and Kyrkilis, D. (2021) *MNEs institutional entrepreneurship: The effect on corruption. An analysis of emerging economies*, 13th International Conference Economies of the Balkan and Eastern European Countries (EBEEC), May 14–16, 2021, Neapolis University, Cyprus, <http://ebeec.teiimt.gr/index.php/past-conferences/ebeec-2021>.
6. Kampouri, K., Plakoyiannaki, E. and Hajidimitriou, Y.A. (2020) *Failures in international business relationship development processes in the context of family SMEs internationalisation*, 46th Annual Conference of the European International Business Academy (EIBA), 10–12 December, Virtual Conference, <https://www.eiba.online/the-program>.
7. Kyanides, Y., Krikonis, K. Hajidimitriou, Y.A. (2020) *The Influences of Market Orientation and Internationalization on Brand Innovation and Brand Equity in Greek Food and Beverage Companies*, 46th Annual Conference of the European International Business Academy (EIBA), 10th – 12th December, Virtual Conference, <https://www.eiba.online/the-program>.
8. Sklavounos, N., Rotsios, K. and Hajidimitriou, Y.A. (2020) *Antecedents of Trust and its Effect on Alliance Performance in Emerging Markets*, 46th Annual Conference of the European International Business Academy (EIBA), 10th – 12th December, Virtual Conference, <https://www.eiba.online/the-program>.
9. Kampouri, K., Plakoyiannaki, E. and Hajidimitriou, Y.A. (2020) *Failures in International Partnerships: The Role of SEW in Family Firms*, 13th Annual Conference of the EuroMed Academy of Business, 9th–10th September, Virtual Conference, Conference Proceedings, pp. 601–613, <https://emrbi.org/wp-content/uploads/2020/10/EuroMed-13-19.10.20.pdf>.

10. Kampouri, K., Plakoyiannaki, E. and Hajidimitriou, Y.A. (2020) *Emotions in International Decisions: A Systematic Review and Synthesis*, 13th Annual Conference of the EuroMed Academy of Business, 9th–10th September, Virtual Conference, Conference Proceedings, pp. 1356–1359, <https://emrbi.org/wp-content/uploads/2020/10/EuroMed-13-19.10.20.pdf>.
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12. Rotsios, K., Sklavounos, N. and Hajidimitriou, Y.A. (2019) *Prior IJV Experience and its Impact on Partner Compatibility, Knowledge Transfer and Trust: Evidence from Emerging Markets*, 45th European International Business Academy (EIBA) Annual Conference Proceedings, 13th – 15th December, University of Leeds, U.K., <https://eiba2019.eiba.org/programme/prelim-session-prog/>
13. Adamoglou, X. and Hajidimitriou, Y.A. (2019) *MNEs, Institutions and Economic Growth: The Case of Turkey*, 7th International Conference on Contemporary Marketing Issues (ICCMi), Conference Proceedings, pp. 251 – 264, 10 – 12 July, Heraklion, Greece, <http://iccmi2019.org/file/ICCMi-2019-Conference-Proceedings.pdf>.
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15. Sklavounos, N., Rotsios, K. and Hajidimitriou, Y.A. (2017) *Antecedent factors of trust development and the impact of foreign partner’s trust on ISA performance: A theoretical perspective*, 43rd European International Business Academy (EIBA) Annual Conference Proceedings, Milan, Italy, http://www.eiba2017.polimi.it/wp-content/uploads/2018/02/Proceedings_EIBA.pdf.
16. Hajidimitriou, Y.A., Kyanides, Y. and Tsirogiannidis, A. (2017) *The Internationalization of Greek Start-Ups in the Modern Business Environment: Strategies, Motives and Obstacles*, Proceedings of the 5th International Conference on Contemporary Marketing Issues (ICCMi), June 21 – 23, Thessaloniki, Greece.
17. Tsiotsou, R.H. and Hajidimitriou, Y.A. (2017) *Key Factors for Successful Export Performance of Small and Medium – Sized Greek Firms in the Turmoil*, Proceedings of the AMA Global Marketing SIG “Global Marketing in an Era of Change”, April 6 – 8, Havana, Cuba, https://www.researchgate.net/publication/316220527_KEY_FACTORS_FOR_SUCCESSFUL_EXPORT_PERFORMANCE_OF_SMALL_AND_MEDIUM-SIZED_GREEK_FIRMS_IN_THE_TURMOIL.
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19. Rotsios, K.P., Sklavounos, N.S. and Hajidimitriou, Y.A. (2014) *Determining the relationship between knowledge transfer, trust, partner compatibility and prior experience in South-Eastern European IJVs*, 40th European International Business Academy (EIBA) Conference “*The Future of Global Organizing*”, Conference Proceedings, December 11 – 13, Uppsala, Sweden.
20. Rotsios, K.P., Sklavounos, N.S. and 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, December 12 – 14, Bremen, Germany.
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24. Hajidimitriou, 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 TEI Larisas, Greece.
25. Hajidimitriou, Y.A. and Rotsios, K.P. (2009) *Types and Characteristics of Knowledge and Effective Knowledge Transfer in International Joint Ventures*, 6th International Conference on New Horizons in Industry, Business and Education (NHIBE), Conference Proceedings, Heraklion, Greece.
26. Hajidimitriou, Y.A. and Sklavounos, N. (2008) *The Trust Dimension in International Business Systems*, Management of International Business and Economics Systems Conference (MIBES), Conference e-Book, vol. 1, TEI Larisas, Greece.
27. Hajidimitriou, Y.A. and Sklavounos, N. (2007) *The Creation of Trust in International Strategic Alliances*, Management of International Business and Economics Systems Conference (MIBES), Conference Proceedings, TEI Larisas, Greece.
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29. Hajidimitriou, Y.A. and Azaria, A. (2006) *Fundamental Problems and the Exporting Initiation Process of SMEs: An Investigation of Existing Research Studies*, 10th International Conference of the Economic Society of Thessaloniki “*The Challenges of a Wider European Union*”, Conference Proceedings, Thessaloniki, Greece.
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Systems Conference (MIBES), Conference Proceedings, TEI Larisas, Greece.

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35. Georgiou, A.C., Hajidimitriou, Y.A. and Porgianos, D.E. (2002) *The Selection of Foreign Market Entry Strategies for European Firms*, in Proc. 28th European International Business Academy Conference (EIBA), Conference Proceedings, Athens University of Economics and Business, Athens, Greece.
36. Hajidimitriou, Y.A. and Georgiou, A.C. (2001) *International Location Planning for a Franchising Firm in the Balkan Region*, in Proc. 1st International Conference on “Recent Economic Developments and Problems in the Transition Economies”, Association of South Eastern Europe Economic Universities (ASECU), pp. 483 – 492, University of Macedonia, Thessaloniki, Greece.
37. Hajidimitriou, Y.A. and Koufidou, S. (2000) *The Importance of Cultural Factors for the Success of International Strategic Alliances*, in Proc. International Conference on “Managing Cultural Diversity: Implications for the EU Integration Environment”, Centre for Organizational and Human Resource Analysis, pp. 38 – 48, University of Ljubljana, Croatia.
38. Hajidimitriou, Y.A. and Georgiou, A.C. (1999) *Partner Selection in International Joint Ventures: A Multi-Objective Approach*, in Proc. 5th International Conference of the Decision Sciences Institute “Integrating Technology and Human Decisions: Global Bridges into the 21st Century”, vol. 2, pp. 1450–52, Athens, Greece.
39. Hajidimitriou, Y.A. and Georgiou, A.C. (1998) *Investigation of International Location Planning Techniques for the Balkan Region*, in Proc. 4th Balkan Conference on Operational Research, Hellenic Operational Research Society, pp. 996 – 1018, Aristotle University of Thessaloniki, Thessaloniki, Greece.
40. Hajidimitriou, Y.A. (1993) *Multinationals and the European Monetary Unification*, in Proc. 3rd International Congress, Economic Society of Thessaloniki, Thessaloniki, Greece.

Reviewer for:

1. European Business Review
2. Journal of Product and Brand Management

3. European Journal of Operational Research
4. Annals of Operations Research
5. Management of International Business and Economics Systems (MIBES) Journal
6. International Journal of Economic Sciences and Applied Research

Business Experience

American Telephone & Telegraph (AT&T), Market Analysis and Forecasting, Bedminster, NJ, USA

Staff Manager, 800 Services Forecasting and Co-ordination Jan. '90 – Aug. '92

Supervised the development of econometric demand models for the 800 services. Microeconomic analysis of market demand for 800 services to support AT&T's strategic planning, pricing decisions and budgeting process. Provided Finance department and Product Managers with monthly volume and revenue forecasts. Analyzed actual data to explain deviations between the budgeted and actual revenue and volume data. Co-ordinated forecast effort by contacting internal and external suppliers and clients to assure quality of inputs from suppliers and achieve output quality and specifications acceptable to client organizations. Advised Product Managers on the impacts of promotions and price changes on product demand, revenue and market share. Presented all forecasts and supporting analyses to Finance and Product Management Directors. Member of the task force for the revision of the department's management evaluation method. Member of the task force for the introduction of Total Quality Management in the department. Supervised the development of software to transfer forecast data to ORACLE database and to distribute them to client organizations. Supervised three technical managers (Ph.D., MBA and a software and database specialist) and advised them on career planning.

Staff Manager, Forecasting and Regulatory Support Oct. '88 – Dec. '89

Supervised the development of econometric demand models and forecasts for all AT&T telecommunication services for fourteen states. Provided technical documentation on all research and analyses, presented technical findings and model evaluations to upper management, filed said analyses with the telecommunications state regulatory commission when requested and was the AT&T expert witness in state regulatory proceedings. Reconciled all state and service level forecasts for volumes and revenues with other AT&T field organizations. Supervised two technical managers (both with Ph.D. degree) and advised them on career planning.

Staff Supervisor – Forecasting and Regulatory Support July '86 – Sept. '88

Developed econometric demand models and forecasts for all AT&T services for seven states. Prepared economic and econometric analyses that were filed with the state regulatory commission in support of AT&T's requests for the introduction of new services or for price changes. Provided technical support in economic issues to other AT&T organizations, carried out extensive programming in order to mechanize the forecast process, and developed and maintained several databases.