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## ***Cristian Chelariu***

Assistant Professor - Marketing

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### **INTELLECTUAL CONTRIBUTIONS:**

#### **Refereed Articles**

- Chelariu, C., Brashear, T.G., Osmonbekov, T., & Zait, A. (in press). Entrepreneurial Propensity in a Transition Economy: Exploring micro-level and meso-level cultural antecedents. *Journal of Business & Industrial Marketing*.
- Chelariu, C., Bello, D.C., & Gilliland, D. (2006). Institutional Antecedents and Performance Consequences of Influence Strategies in Export Channels to Transition Economies. *Journal of Business Research*, 59 (5), 525-534.
- Zwick, D. & Chelariu, C. (2006). Mobilizing the Hijab: Islamic Identity Negotiation in the Context of a Matchmaking Website. *Journal of Consumer Behaviour: An International Research Review*, 5 (4), 380-395.
- Dadzie, K., Chelariu, C., & Winston, E. (2005). Customer Service in the Internet-Enabled Logistics Supply Chain. *Journal of Business Logistics*, 26 (1), 53-78.
- Bello, D. C., Chelariu, C., & Zhang, L. (2003). Antecedents and Performance Consequences of Relationalism in Export Channels. *Journal of Business Research*, 56 (1), 1-16.
- Brashear, T. G., Lepkowska-White, E., & Chelariu, C. (2003). An Empirical Test of Antecedents and Consequences of Salesperson Job Satisfaction Among Polish Retail Salespeople. *Journal of Business Research*, 56 (12), 971-978.
- Chelariu, C., Ouattarra, A., & Dadzie, K. (2002). Market Orientation in Ivory Coast: Measurement Validity and Organizational Antecedents in a sub-Saharan African Economy. *Journal of Business & Industrial Marketing*, 17 (6), 456-471.
- Chelariu, C., Johnston, W., & Young, L. (2002). Learning to Improvise, Improvising to Learn: A process of responding to complex environments. *Journal of Business Research*, 55 (2), 141-147.

#### **Refereed Proceedings**

##### **Full Paper**

- Stump, R. & Chelariu, C. (2006). Role Stress among Retailing Salespeople in a Late Transition Economy: An Investigation of the Moderating Role of Self-Efficacy. *Administrative Science Academic Conference, Alberta*.
- Chelariu, C. & Yapi, N. (2003). National Culture and Market Orientation in Ivory Coast. *International Academy of African Business and Development Conference, Westminster University, London*.
- Chelariu, C., Bello, D.C., & Gilliland, D. (2003). Influence Strategies in Export Channels to Transitional Economies: Institutional Antecedents and Performance Consequences. *Summer AMA Marketing Educators Conference*.

- Chelariu, C. & Dadzie, K. (2003). Assessing the Influence of National Culture on Market Orientation: Findings from Ghana. *AMA Marketing Educators Conference*.
- Chelariu, C., Bello, D., & Gilliland, D. (2002). Governance of Export Channels to Transitional Economies: Impact of Market Characteristics on Business Performance. *Annual Meeting of the Society for Marketing Advances*.
- Chelariu, C., Bello, D., & Gilliland, D. (2002). Governance of Export Channels to Transitional Economies: Impact of Market Characteristics on Business Performance. *the 31st European Marketing Academic Conference, Braga, Portugal*.
- Chelariu, C., Bell, D., & Gilliland, D. (2002). Governance of Export Channels to Transitional Economies: Impact of Market Characteristics on Business Performance. *the 3rd Annual International Business Research Forum on Institutions and International Business at Temple University*.
- Sangtani, V., Chelariu, C., & Bello, D. (2001). Exchange Technology and Governance: A typology of business-to-business e-marketplaces. *the Society for Marketing Advances Conference, New Orleans, LA*.
- Brashear, T. G., Chelariu, C., & White, E.L. (2001). Perceptions of Retailing and Marketing Practices in a Transitional Economy. *the 8th International Conference on Recent Advances in Retailing and Services Science, Vancouver*.
- Brashea, T. G., Chelariu, C., Boles, J.S., & Zait, A. (2001). A Look at Management Practices and the Effects on Salesperson Efficacy and Entrepreneurial Spirit: Findings from Romania and Poland. *the 8th International Conference on Recent Advances in Retailing and Services Science, Vancouver, Canada*.
- Chelariu, C. & Dadzie, K. (2001). Engendering a market orientation in emerging African Economies: Some exploratory analysis of measurement validity and internal organizational determinants in Cote d'Ivoire. *CBIM/ISBM Conference, Atlanta*.
- Chelariu, C. & Johnston, W. . (2000). Organizational learning in buying centers: an improvisation perspective. *Winter AMA Marketing Educators Conference*.
- Hershberger, E. . & Chelariu, C. . (2000). On-line Behavior: An Assessment of Flow. *Society for Marketing Advances Conference, Orlando*.
- Osmonbekov, T., Chelariu, C. ., Brashear, T. ., & Zait, A. . (2000). The Impact of Culture on Entrepreneurial Orientation: the Role of Locus of Control. *Society for Marketing Advances Conference, Orlando*.
- Brashear, T. ., White, E. ., Chelariu, C. ., & Brooks, C. . (2000). An Empirical Test of Retail Salespeople in a Transitional Economy. *AMA Winter Marketing Educators Conference*.
- Chelariu, C., Brashear, T. ., Boles, J. ., & Brooks, C. (2000). The Emergence of Customer Orientation in a Transitional Economy: The Role of Ownership. *AMA Marketing Educators Conference*.
- Abdoulaye, O., Chelariu, C., & Dadzie, K. (2000). The Determinants of Market Orientation and Economic Transition in Cote d'Ivoire. *Seventh International Conference on Marketing and Development, Accra, Ghana*.
- Thomas, B., Cross, M., & Chelariu, C. (1999). Antecedents and Consequences of Sales Orientation - Customer Orientation of Salespeople. *Society for Marketing Advances Conference, Atlanta*.
- Chelariu, C. & Bello, D. (1999). A Political Economy Framework for the Governance of Export Channels in Transitional Economies. *Society for Marketing Advancement Conference, Atlanta*.
- Brashear, T. ., White, E. ., Cristian Chelariu, C., & Brooks, C. . (1999). Satisfaction, Commitment and Turnover in Retail Sales: the Case of Poland. *European Institute of Retailing and Service Studies Conference, Puerto Rico*.
- Brashear, . ., Brooks, C. ., & Chelariu, C. (1999). Influences and Consequences of Interpersonal Trust in a Salesforce Context. *AMA Marketing Educators Conference*.

- Chelariu, C. (1999). Tales from the Wild East: On Purchasing in Transition Economies. *CBIM/ISBM Conference, Atlanta.*
- Bello , ., Chelariu, C., & Zhang, . (1998). The Antecedents and Performance Consequences of Relationalism in Export Channels. *1998 Research Conference on Contemporary Knowledge of Relationship Marketing, Emory University, Atlanta.*
- Chelariu, C., Boles , J., & Brashear, T. (1998). Sales Orientation - Customer Orientation of Retail Salespeople in an Emergent Economy. *Society for Marketing Advances (former Southern Marketing Association) Conference, New Orleans.*

### **Abstract Only**

- Stump, R., Chelariu, C., & Mehta, R. (2007). A Study of Work-Family Conflict, Family-Work Conflict and the Contingent Effect of Self-Efficacy of Retail Salespeople in a Transitional Economy. *Academy of Marketing Science, International Conference.*
- Meng, Z., Bello, D., & Chelariu, C. (2006). A Latent Interaction Approach: Assessing the Effectiveness of Influence Strategies in the Export Channel. *INFORMS Marketing Science Conference.*
- Chelariu, C. & Stump, R. (2005). A Need-Satisfaction View of Antecedents to Organizational Commitment in Early vs. Late Transition Economies: The Moderating Roles of Salesperson Competitiveness and Context . *Summer AMA Marketing Educators Conference.*
- Stump, R., Joshi, A.W., Kim, S.K., & Chelariu, C. (2004). A Typology of Self-Enforcement versus Court-Enforcement Use in Business-to-Business Exchange Relationships. *Winter AMA Marketing Educators Conference.*

### **Presentation of Refereed Papers**

#### **International**

- Bello , . & Chelariu, C. (2000, February). *A Comprehensive Framework for Governance of Export Channels in Transitional Economies.* Presented at AMA Winter Marketing Educators Conference, blank, United States of America.

### **Presentation of Non-Refereed Papers**

#### **International**

- Chelariu, C. (2005, January). *Legitimacy Building in Export Channels to Transitional Economies: A Habermasian Perspective.* Invited presentation at SSB IB Brown Bag Research Seminar, blank, Unknown.
- Osmonbekov, T. , Chelariu, C., Brashear, T., & Zait , A. (2003, June). *Transformations and Interventions: Critical Perspectives on Economy and Culture in Post-Socialist Societies.* Invited presentation at Bishkek International Sociology Conference, Bishkek, Kyrgyzstan.