

Chelariu, Cristian (Full Professor)

Refereed Journal Articles

Journal Article, Academic Journal

- Benoit, I. D., Brashear, T. G., Jeffrey, F., Chelariu, C., Shawn, B. (2019). Social Norms in the Salesforce: Justice and Relationalism. *Journal of Business & Industrial Marketing*, 34(1), 49-61. doi.org/10.1108/JBIM-01-2018-0054
- Rajabi, R., Brashear, T., Chelariu, C. (2018). Entrepreneurial motivation as a key salesperson competence: trait antecedents and performance consequences. *Journal of Business & Industrial Marketing*, 33(4), 405-416.
- Gregory, B., Osmonbekov, T., Chelariu, C., Johnston, W. J. (2016). The Impact of Social and Contractual Enforcement on Reseller Performance: The Mediating Role of Coordination and Inequity. *Journal of Business & Industrial Marketing*.
- Chelariu, C., Asare, A. K., Brashear, T. G. (2014). "A ROSE, by any other name"...: Relationship Typology and Performance Measurement in Supply Chains. *Journal of Business and Industrial Marketing*, 29(4), 332-343.
- Chelariu, C., Osmonbekov, T. (2014). Communication Technology in International Business-to-Business Relationships. *Journal of Business and Industrial Marketing*, 29(1), 24-33.
- Chelariu, C., Bello, D. C., Gilliland, D. (2014). Legitimacy Building Strategies in Conditions of Discretionary Legal Enforcement: A Logic of Social Action Approach. *Industrial Marketing Manangement*, 43(5), 850-861.
- Gong, W., Stump, R., Chelariu, C. (2010). National Culture and National Adoption and Use of Mobile Telephony. *International Journal of Electronic Business*, 8(4-5), 433-455.
- Chelariu, C., Stump, R. (2010). A Study of Work-Family Conflict, Family-Work Conflict, Job Stress, and Turnover Intentions Relative to the Contingent Effect of Self-Efficacy of Retail Salespeople in a Transition Economy. *European Journal of Marketing*, 44(5-6).
- Chelariu, C., Sangtani, V. (2009). Relational Governance in B2B Electronic Marketplaces. *Journal Of Business & Industrial Marketing*, 24(2), 108-118.
- Chelariu, C., Brashear, T. G., Osmonbekov, T., Zait, A. (2008). Entrepreneurial Propensity in a Transition Economy: Exploring micro-level and meso-level cultural antecedents. *Journal Of Business & Industrial Marketing*, 23(6), 405-415.
- 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.

- 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.
- 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.
- Chelariu, C., Johnston, W., Young, L. (2002). Learning to Improve, Improving to Learn: A process of responding to complex environments. *Journal Of Business Research*, 55(2), 141-147.
- Chelariu, C., Ouattara, 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.

Conference Proceedings

Conference Proceeding

- Chelariu, C., Gopinath, C., Ko Jr, N. N. (2013). *Crisis in the supply chain: Lessons from a Toyota dealer's response*. Academy of International Business.
- Stump, R., Gong, W., Chelariu, C. (2009). *National Culture and National Diffusion Rates of Mobile Telephony*. World Marketing Congress, Oslo..
- Chelariu, C. (2008). *Voluntary Offset Operations: An Overlooked Source of B2G Competitiveness and a Tool for International Development*. CBIM/ISBM Academic Workshop.
- 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.
- 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.
- Adam, P., Chelariu, C. (2006). *Determinants of Payment Method in Export Operations to Emergent Economies*. Thirteenth Annual CBIM Academic Workshop, Atlanta.
- 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.
- 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. I. (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.
- Chelariu, C., Bello, D. (2002). *Taming the Market: On the Governance of Export Channels to Eastern Europe*. CBIM/ISBM Conference, Atlanta, GA.
- 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.
- Chelariu, C., Zait, A. (2001). *Some Key Issues in Consumer Behavior: Overview of Studies, Variables, and Methods, Challenges of the Economic Science and Education*. D.Tsenov Academy of Economics, Svishtov, Bulgaria.
- 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.
- 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.
- 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. J. (2000). *Organizational learning in buying centers: an improvisation perspective*. Winter AMA Marketing Educators Conference.
- Hershberger, E. K., 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. G., White, E. L., Chelariu, C., Brooks, C. (2000). *An Empirical Test of Retail Salespeople in a Transitional Economy*. AMA Winter Marketing Educators Conference.
- Chelariu, C., Brashear, T. G., Boles, J. S., 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, Seventh International Conference on Marketing and.
- Chelariu, C., Bello, D. (1999). *A Political Economy Framework for the Governance of Export Channels in Transitional Economies*. Society for Marketing Advancement Conference, Atlanta.
- Thomas, B., Cross, M., Chelariu, C. (1999). *Antecedents and Consequences of Sales Orientation - Customer Orientation of Salespeople*. Society for Marketing Advances Conference, Atlanta, Society for Marketing Advances Conference, Atlant.
- Brashear, T. G., White, E. L., Cristian Chelariu, C. C., Brooks, C. M. (1999). *Satisfaction, Commitment and Turnover in Retail Sales: the Case of Poland*. European Institute of Retailing and Service Studies Conference, Puerto Rico.
- Brashear, T. G., Brooks, C. M., 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, D., Chelariu, C., Zhang, L. (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.
- Chelariu, C. (1995). *Migration from Romania in the Eastern European Context*. The European Studies Conference, Omaha, Nebraska..

Presentations

- Chelariu, Cristian (Presenter & Author), CBIM 2016 Conference, "The Permaculture Movement: edge effects or fracture points?," Bilbao, Spain. (July 2016).
- Rajabi, Reza (Presenter & Author), Brashear, Thomas (Author Only), Chelariu, Cristian (Author Only), American Marketing Association Educators Conference, "Entrepreneurial Motivation as a Key Salesperson Competence: Trait Antecedents and Performance Consequences," Chicago, IL, USA. (August 2015).
- Asare, Anthony (Presenter & Author), Chelariu, Cristian (Presenter & Author), American Marketing Association Educators Conference, "Value Appropriation in Dynamic Environments: An Analysis of Digital Marketing Channels," Chicago IL, USA. (August 2015).

- Chelariu, Cristian (Presenter & Author), Ozalp, Yesim (Author Only), CBIM Conference, "Network Identity, Solidarity and Performance: The Moderating Role of Demand Munificence and Regulatory Scarcity in Export Operations to Emerging Markets," Changsha, Hunan, China. (June 2015).
- Hung, Kuo-Ting, Chelariu, Cristian, PMAB Members meeting, "The key factors that influence buyers... and the key factors that influence sellers in their relationships: Do they match or miss each other in the dark?," Purchasing Management Association of Boston, Arlington, MA. (March 2012).
- Chelariu, Cristian (Presenter & Author), Wheeler, David (Presenter & Author), 19th Annual Conference of the American Society of Business and Behavioral Sciences, "A Technological Interface Perspective on Inter-Firms Communication in Export Operations to Central and Eastern European Economies," ASBBS, Las Vegas, Nevada, February 23 - February 26, 2012. (February 23, 2012).
- Chelariu, Cristian (Presenter & Author), Faculty Research Seminar, "Determinants of Payment Methods in Export Operations to Emerging Economies: A Private Ordering Approach," Sawyer Business School, Suffolk University. (October 2011).
- Gopinath, C., Chelariu, Cristian, Ko, Nai Nan, Academy of International Business, "Crisis in the supply chain: Lessons from Toyota dealer's response," Nagoya, Japan. (June 2011).
- Chelariu, Cristian, Global Marketing Summit, "Network Identity, Trust, and Performance," TEDA Business School, Tiajin - Binhai, China. (April 25, 2009).
- Chelariu, Cristian, Faculty Research Meeting, "A Need-Satisfaction View of Antecedents to Organizational Commitment in Early vs. Late Transition Economies," Sawyer Business School, Suffolk University., Boston. (September 25, 2008).
- Chelariu, Cristian, "Legitimacy Building in Export Channels to Transitional Economies: A Habermasian Perspective," SSB IB Brown Bag Research Seminar, blank. (January 2005).
- Osmonbekov, Talaipek, Chelariu, Cristian, Brashear, Thomas, Zait, Adriana, "Transformations and Interventions: Critical Perspectives on Economy and Culture in Post-Socialist Societies," Bishkek International Sociology Conference, Bishkek, Kyrgyzstan. (June 2003).
- Bello, Daniel, Chelariu, Cristian, "A Comprehensive Framework for Governance of Export Channels in Transitional Economies," AMA Winter Marketing Educators Conference, blank, United States of America. (February 2000).