Chelariu, Cristian (Full Professor)

Refereed Journal Articles

Journal Article, Academic Journal


**Conference Proceedings**

**Conference Proceeding**


**Presentations**


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).


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).


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