

Chelariu, Cristian (Full Professor)

Refereed Journal Articles

Journal Article, Academic Journal

- Osmonbekov, T., Chelariu, C., Whiting, A. (2023). Digitization of Interorganizational Relationships: Direct Effects of Benefit Magnitude and Indirect Effects of Benefit Asymmetry on Reseller Profit. *Journal of Business and Industrial Marketing*, Osmonbekov, Talai; Chelariu, Cristian; Whiting, Anita. *Journal of Business & Industrial Marketing*. 2023, , .(Vol. 38 Issue 9), p1794-1805. 12p.
- Chelariu, C. (2021). Disparități în dezvoltarea durabilă în cadrul UE-27 din perspectiva cercetării-dezvoltării-inovării. *Amfiteatru Economic*, 15(23), 672-687.
https://www.amfiteatruconomic.ro/RevistaDetalii_RO.aspx?Cod=1212
- 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 Management*, 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.
- Chelariu, C., 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.
- Chelariu, C., 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., 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 Improvise, Improvising to Learn: A process of responding to complex environments. *Journal Of Business Research*, 55(2), 141-147.
- 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.

Conference Proceedings

Conference Proceeding

- Chelariu, C. (2023). *FAST FASHION VS. VINTAGE FASHION – AN EXPLORATORY ANALYSIS OF ROMANIAN YOUTH SUSTAINABILITY PERCEPTIONS*. Chisinau. <https://fieb.utm.md/wp-content/uploads/sites/9/2023/12/Conference-Proceedings-CSD-2-3.11.2023.pdf>
- 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 Development.
- 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, Online Invited Academic Presentation TUM, "Sustainable Entrepreneurship," Technical University of Moldova, online. (June 24, 2021).
- Chelariu, Cristian, The 4th International Conference on Economics and Social Sciences "Resilience and economic intelligence through digitalization and big data analytics" Bucharest, "Identifying Sustainable Development Discrepancies in the EU-27 Based on the Innovation Factor," University of Economic Studies, Romania, Bucharest. (June 10, 2021).
- Chelariu, Cristian, Online Lecture, "Chatting with engineers... about Marketing models," Technical Institute Iasi Romania, online. (November 2020).
- Chelariu, Cristian, Online Invited Presentation - Bucharest, Romania, "Permaculture - building sustainable solutions," Facultatea de Economie Agrara si a Mediului - Bucharest, Romania, Online. (October 22, 2020).
- Chelariu, Cristian, Sustainable Entrepreneurship Summer School, "Sustainable Entrepreneurship: Theoretical Research and Practical Implications," Technical University - Iasi, Romania, online. (September 17, 2020).
- Chelariu, Cristian, Online Presentation, "Permaculture - How can we build sustainable systems," A.I. Cuza University Iasi, Romania, Institute for Corporation Governance and Sustainability. (June 3, 2020).
- 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).