



PUBLICATIONS AND CONFERENCES

PhD candidate Vlad-Andrei Alexandru

Books published at national publishing houses acknowledged by CNCIS / CNCS

- Vătămănescu, E.- M., Alexandru, V.-A., & Vătămănescu, E. (2012). *Modele de aplicații din domeniile managementului, marketingului și administrării afacerilor [Models of applications in the field of management, marketing and business administration]*. Bucharest: Renaissance, 257 pages (ISBN: 978-606-637-106-3).

Articles published in journals indexed in Web of Science (Clarivate Analytics)

- Vătămănescu, E.-M., Alexandru, V.-A., Dincă, V.M., & Nistoreanu, B.G. (2018). A Social Systems Approach to Self-assessed Health and Its Determinants in the Digital Era. *Systems Research and Behavioral Science*, 35(4), 357–368. Retrieved from <https://onlinelibrary.wiley.com/doi/abs/10.1002/sres.2545> (IF: 0.860, AIS: 0.262).
- Vătămănescu, E.-M., Alexandru, V.-A., Cristea, G., Radu, L., & Chirica, O. (2018). A Demand-Side Perspective of Bioeconomy: The Influence of Online Intellectual Capital on Consumption. *Amfiteatru Economic*, 20(49), 536-552. DOI: 10.24818/EA/2018/49/536 (IF: 0.664, AIS: 0.062).
- Andrei, A.G., Gazzola, P., Zbucnea, A., & Alexandru, V.-A. (2017). Modeling socially responsible consumption and the need for uniqueness: a PLS-SEM approach. *Kybernetes*, 46(8), 1325-1340. Retrieved from <https://doi.org/10.1108/K-03-2017-0103> (IF: 0.98, AI: 0.13).
- Vătămănescu, E.-M., Gorgos, E.-A., Andrei, A.-G., & Alexandru, V.-A. (2016). The Technological Advent and Dynamics of the Network Society. The "Middle-Aged Approach". *Brain. Broad Research in Artificial Intelligence and Neuroscience*, 7(3), 16-30. Retrieved from <https://www.edusoft.ro/brain/index.php/brain/article/view/621/681> (ESCI).

Articles published in scientific publications indexed in international databases

- Vătămănescu E.-M., Gorgos, E.-A., & Alexandru, V.-A. (2018). Preliminary Insights into SMEs Opportunities and Vulnerabilities in the European Context. A Qualitative Approach. *Management Dynamics in the Knowledge Economy*, 6(3), 385-404. DOI 10.25019/MDKE/6.3.03. Retrieved from <http://www.managementdynamics.ro/index.php/journal/article/view/274/226>.
- Vătămănescu, E.-M., Pînzaru, F., Andrei, A.-G., & Alexandru, V.-A. (2014). Going international versus going global. The case of the European steel pipe SMEs. *Review of International Comparative Management*, 15(3), 360-379. Retrieved from <http://www.rmci.ase.ro/no15vol3/09.pdf>.
- Vătămănescu, E.-M., & Alexandru, V.-A. (2014). Economic and risk analyses for SMEs internationalization projects: A preliminary insight on business consulting rationale. *Journal of Management Dynamics in the Knowledge Economy*, 2(1), 57–70. Retrieved from <http://www.managementdynamics.ro/index.php/journal/article/view/44/36> (ISSN: 2286-2668).



- Vătămănescu, E.-M., Pînzaru, F., Andrei, A.-G., & Alexandru, V.-A. (2014). An Insight into Romanian Business Consulting Organizations from an Ethical Standpoint. *Journal of Management Dynamics in the Knowledge Economy*, 2(3), 440-452. Retrieved from <http://www.managementdynamics.ro/index.php/journal/article/view/68/55>.

Chapters in books / Conference papers

- Alexandru, V.-A., Andrei, A.G., Bolisani, E., Cegarra Navarro, J.G., Martinez-Martinez, A., Paiola, M., Scarso, E., Vătămănescu, E.-M., & Zieba, M. (2018). Knowledge Management Approaches of Small and Medium-Sized KIBS Firms: a Descriptive Analysis of Four Countries. In van der Meer, H., Enthoven, G., & Schiuma, G. (Eds.), *Proceedings of the 13th International Forum on Knowledge Asset Dynamics (IFKAD 2018), Societal Impact of Knowledge and Design* (pp. 1758-1773). Delft: IFKAD (ISBN: ISBN 978-88-96687-11-6, ISSN 2280-787X).
- Vătămănescu E.-M., & Alexandru, V.-A. (2018). Beyond Innovation: The Crazy New World of Industrial Mash-ups. In Vătămănescu, E.-M., & Pînzaru, F. (Eds.), *Knowledge Management in the Sharing Economy - Cross-Sectoral Insights into the Future of Competitive Advantage* (pp. 271-285). Cham: Springer International Publishing (eBook ISBN: 978-3-319-66890-1; Hardcover ISBN: 978-3-319-66889-5; Series ISSN: 2199-8663; DOI:10.1007/978-3-319-66890-1).
- Vătămănescu, E.-M., & Alexandru, V.-A. (2017). Market-Oriented Sustainability. An Exploratory Study on a 'Two-Tailed Relationship'. In Pînzaru, F., Zbucnea, A., Brătianu, C., Vătămănescu, E.-M., & Mitan, A. (Eds.), *Strategica. Shift. Major Challenges of Today's Economy* (pp.373-383). Bucharest: Tritonic (ISBN: 978-606-749-269-9) (ISI Proceedings).
- Vătămănescu, E.-M., Alexandru, V.-A., & Nistoreanu, B.G. (2017). Leveraging Business Relationships as SMEs Internationalization Drivers. In Pamfilie, R., Dinu, V., Tăchiciu, L., Pleșea, D., & Vasiliu, C. (Eds.), *BASIQ International Conference: New Trends in Sustainable Business and Consumption 2017* (pp. 733-741). Bucharest: ASE Publishing House (ISSN 2457-483X, ISSN-L 2457-483X) (ISI Proceedings).
- Vătămănescu E.-M., Alexandru, V.-A., & Treapăt, L.-M. (2016). A five Dimension Framework for International Business Relationships the B2B Approach. In K.S. Soliman (Ed.), *Proceedings of the 28th International Business Information Management Association Conference. Vision 2020: Innovation Management, Development Sustainability, and Competitive Economic Growth* (pp. 385-395). Norristown: International Business Information Management Association (ISBN: 978-0-9860419-8-3) (ISI Proceedings).
- Alexandru, V.-A. (2016). Global value chains from a multidimensional perspective. A preliminary insight. In Brătianu, C., Zbucnea, A., Pînzaru, F., Leon, R.D., & Vătămănescu, E.-M. (Eds.), *Strategica. Opportunities and Risks in the Contemporary Business Environment* (pp. 324-331). Bucharest: Tritonic (ISBN: 978-606-749-181-4) (ISI Proceedings).
- Vătămănescu E.-M., Alexandru, V.-A., & Andrei A.G. (2015). The relational leader. A preliminary framework for corporate intercultural accommodation. In Brătianu, C., Zbucnea, A., Pînzaru, F., Vătămănescu, E.-M., & Leon, R.D. (Eds.) (2015). *Strategica. Local versus Global* (pp. 303-312). Bucharest: Tritonic (ISSN: 2392-702X, ISBN: 978-606-749-054-1) (ISI Proceedings).
- Vătămănescu, E.-M., Alexandru, V.-A., & Gorgos, E.-A. (2014). The Five Cs Model of Business Internationalization (CMBI) – a preliminary theoretical insight into today's business internationalization challenges. In Brătianu, C., Zbucnea, A., Pînzaru, F., & Vătămănescu, E.-M. (Eds.), *Strategica. Management, Finance, and Ethics* (pp. 537-558). Bucharest: Tritonic (ISBN: 978-606-8571-52-2) (ISI Proceedings).



Presentations at international conferences

- October 2018 - *Theoretical Insights into SMEs' Opportunities and Vulnerabilities in International Settings* at **Strategica 2018. Challenging the Status Quo in Management and Economics**, organized by SNSPA, National Bank of Romania and SAMRO, Bucharest, Romania, 11-12 October 2018.
- July 2018 - *Knowledge Management approaches of small and medium-sized KIBS firms: a descriptive analysis of four countries* at the **13th edition of the International Forum on Knowledge Asset Dynamics: Societal Impact of Knowledge and Design (IFKAD 2018)**, organized by Delft University of Technology, Delft, Netherlands, 4-6 July 2018.
- January 2018 - *Individual characteristics and environmental factors as predictors of SMEs employees' self-assessed health* at the **5th Business Systems Laboratory International Symposium "Cocreating Responsible Futures in the Digital Age: Exploring new paths towards economic, social and environmental Sustainability"**, organized by Business Systems Laboratory and University „Ferdinando II” of Naples, Italy, 22-24 January 2018.
- September 2017 - *Market-Oriented Sustainability. An Exploratory Study on a 'Two-Tailed Relationship'* at **Strategica. Shift. Major Challenges of Today's Economy**, organized by Faculty of Management (S.N.S.P.A.) and the National Bank of Romania, Bucharest, 28-30 September 2017.
- September 2017 - *Mapping intellectual capital through the lens of SMEs competitiveness* at **Business Systems Laboratory International WORKSHOP "Marketing and Innovation Strategies for Small and Medium-sized Enterprises (SMEs)"**, organized by Universitas Mercatorum, Rome, Italy, 11-12 September 2017.
- May-June 2017 - *Leveraging Business Relationships as SMEs Internationalization Drivers* at **"BASIQ International Conference: New Trends in Sustainable Business and Consumption 2017"**, organized by The Association for Innovation and Quality in Sustainable Business (BASIQ), Graz, Austria, 31 May - 3 June 2017.
- May 2017 - *Linking relational capital, sustainability and marketing advances in SMEs* at **"Entrepreneurs. Entrepreneurship - Challenges and Opportunities in the 21st Century"**, organized by S.N.S.P.A., Bucharest, Romania, 18-20 May 2017.
- November 2016 - *New Horizons for Business Research, Education and Practice: Integrating Interdisciplinary Tools and Cognitive Science Advancements* at the international conference **"SMART 2016 - Scientific Methods in Academic Research and Teaching"**, organized by Politehnica University of Timișoara and EDUSOFT Academy, Timișoara, 17-20 November 2016.
- October 2016 - *Global value chains from a multidimensional perspective. A preliminary insight* at the international conference **"Strategica. Opportunities and Risks in the Contemporary Business Environment"**, organized by Faculty of Management (S.N.S.P.A.) and the National Bank of Romania, Bucharest, 20-21 October 2016.
- June 2016 - *Seeking sustainability at the international level: an investigation of B2B relationships* presented at **"The 9th International Conference for Entrepreneurship, Innovation and Regional Development Responsible Entrepreneurship. Vision, Development and Ethics"**, organized by the National University of Political Studies and Public Administration (SNSPA), Bucharest, Romania and the University of Sheffield International Faculty, CITY College, Thessaloniki, Greece, in Bucharest, Romania, 23-24 June 2016.
- October 2015 - *The relational leader. A preliminary framework for corporate intercultural accommodation*, presented at **"Strategica. Local versus Global"**, organized by the Faculty of Management (S.N.S.P.A.) and the National Bank of Romania, Bucharest, 29-31 October 2015.
- October 2014 - *The Five Cs Model of Business Internationalization (CMBI) - a preliminary theoretical insight into today's business internationalization challenges*, presented at



“**STRATEGICA**”, organized by S.N.S.P.A. and the National Bank of Romania, Bucharest, 2-3 October 2014.

- September 2014 – *Going International - SMEs Internationalization Projects through the Lens of Globalization*, presented at “**The International Conference Global Economics and Governance**”, organized by S.N.S.P.A., Bucharest, 10-12 September 2014.