

Prof. Mantzaris Ioannis

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Teaching and research interests

Prof. Mantzaris Ioannis is currently teaching modules on Management and Business Administration, Marketing, Human Resources Management and Research Methods at both undergraduate and postgraduate levels.

His main research interests are in the area of strategic management and competitiveness of small and medium sized companies, marketing and economic and managerial theory.

Curriculum Vitae

Education

- PhD in Economics and Social Sciences (Dr.rer.pol.)
University of Stuttgart, Germany [1986]
- BSc in Economics
University of Macedonia, Greece [1980]

Academic and administrative experience

- **Professor** in Management and Business Administration, Technological Education Institute (TEI) of Central Macedonia, School of Economics and Management, Dept. of Accounting and Finance [2002- to date]
- **Dean** of the School of Economics and Management, Technological Education Institute (TEI) of Central Macedonia [2006- 2010]

- **Head** of the Department of Accounting and Finance, School of Economics and Management, Technological Education Institute (TEI) of Central Macedonia [2005-06 and 2010-14]
- **Course Director** of MSc in Financial Accounting and Management, Department of Accounting and Finance, School of Economics and Management, Technological Education Institute (TEI) of Central Macedonia [2010-2011]
- Lecturer in Management, Technological Education Institute (TEI) of Western Macedonia, School of Agricultural Technology [2001-2002]

Professional experience

- CEO in the Association of Agricultural Cooperatives of Edessa – Skydra, Greece [1988-1990].
- Director of Exports of the Agricultural Cooperative of Arseni, Perf. Pella, Greece [1992-1994].
- Insurance advisor, 'Agricultural Life' (ΑΓΡΟΤΙΚΗΣ ΖΩΗΣ) [1987-1992].
- Manager of exports in PRO-GREECE Ltd. [1990-1992].

Professional memberships and qualifications

- Member of the Greek Chamber of Economy since 1988.
- Licenced Financial and Tax Accountant of companies of A'- category, Greek Chamber of Economy.
- Certificate of the National Accreditation & Certification System for non-formal education, initial and continuing vocational training and adult education, Cert. no. EA 15108.
- Certified teacher by the Manpower Employment Organisation (LAEK) Code no. 32331.

Research and publications

A. Peer reviewed journals

- Mantzaris, I. (2000) 'The modern theory of international trade: a brief review, *Social science tribune*, 28, June, pp. 69-87 [In Greek].
- Mantzaris, I. (2001) 'Modern theories of labour market: arena of confrontations or mutual compromises? *Inspection of labour relations*, 24(10), pp. 4-21 [In Greek].
- Mantzaris, I. (2001) 'Environmental Economics: a discipline of modern social needs, *Environment and Law, Nomiki Bibliothiki*, 5(16), pp. 158-177 [In Greek].
- Mantzaris, I. (2001) 'Structural deviations from purchasing power parity' *International Journal of Economic Sciences and Applied Research, TEI of Piraeus*, VI (1), pp. 249-265 [In Greek].
- Mantzaris, I. (2001) 'The contribution of international trade on global food security', *Environment and Law, Nomiki Bibliothiki*, 5(18), pp. 494-519 [In Greek].
- Mantzaris, I. (2001) 'Controlling: essential optimisation tool of the business objectives', *Dioikitiki Enimerosi*, 21, pp. 91-103 [In Greek].

- Mantzaris, I. (2002) 'Programming Methods of strategic analysis of the status quo of enterprises', *Dioikitiki Enimerosi*, 23, pp. 60-75 [In Greek].
- Mantzaris, I. & Mantzari, E. (2002) 'Natural Monopolies, diachronic social costs and intensive economic activity', *Environment and Law, Nomiki Bibliothiki*, 6 (22): 699-717 [In Greek].
- Mantzaris, I. & Mantzari, E. (2002) 'Potentialities and Limits of national bounties', *Inspection of labour relations*, 28 (10), pp. 66-79 [In Greek].
- Mantzaris, I. (2002) 'Economic theory of politics: a new approach of political reality', *New Sociology*, Papazisis publications, 35, Fall, pp. 148-162 [In Greek].
- Mantzaris, I. (2003) 'The communication strategy of enterprises: Problems and peculiarities', *Dioikitiki Enimerosi*, 25(1): 108-123 [In Greek].
- Mantzaris, I. & Mantzari, E. (2005) 'A post-Keynsian approach of Ecologic and Economic Policy,' *Environment and Law, Nomiki Bibliothiki*, 31(1), pp. 82-91 [In Greek].
- Mantzaris, I. (2005) 'The impact of corruption in the public sector in relation to the level of corruption: A micro-economic approach' *Social science tribune*, 43, June, pp. 5-29 [In Greek].
- Mantzaris, I. & Mantzari, E. (2007) 'Organisational culture under the Knowledge Management point of view: Opportunity or Risk?', *Dioikitiki Enimerosi*, 41, pp. 17-24 [In Greek].
- Mantzaris, I. & Mantzari, E. (2007), 'Quality, quality assurance and statistical quality control', *Dioikitiki Enimerosi*, 43, pp. 102-109 [In Greek].
- Mantzaris, I. & Exarhos, G. (2007) 'The prospects of tourism development in the prefecture of Pella', *Tourism Issues, Action for the Development of Tourism and Tourist Education*, 2, June, pp. 74-94 [In Greek].
- Mantzari, E. & Mantzaris, I. (2007) 'The Effects of the Adoption of International Accounting Standards by developing Countries: A critical Discussion' *Applied research review, TEI of Piraeus (Επιστημονική Επετηρίδα Εφαρμοσμένης Έρευνας), (EEEE)*, 12 (2), pp. 89-102.
- Mantzari, E. & Mantzaris, I. (2008) 'Virtual enterprise: a future type of enterprise?' *Dioikitiki Enimerosi*, 45, pp. 75-80 [In Greek]
- Mantzaris, I. & Mantzari, E. (2008), 'Individual decisions on commitment (marriage) under uncertainty conditions: A micro-economic approach', *Social science tribune*, 53, Fall, pp. 123-144 [In Greek].
- Mantzaris, I. & Mantzari, E. (2009), 'The effects of a possible integration of Turkey's agricultural market in the Common Market Organisation (CMO)', *Applied research review, TEI of Piraeus (Επιστημονική Επετηρίδα Εφαρμοσμένης Έρευνας), (EEEE)*, 13 (1), pp. 167-192 [In Greek].
- Mantzari, E. & Mantzaris, I. (2009) 'Is auditors' independency a public's myth? A critical Evaluation', *International Journal of Economic Sciences and Applied Research, TEI of Piraeus*, XIII (1), pp. 125-138.
- Magoulios, G. & Mantzaris, I. (2009) 'The development model of the Greek agriculture: the case of Pella region', *Social science tribune*, 56 Fall, pp. 181-209 [In Greek].
- Mantzari, E. & Mantzaris, I. (2009), 'Managerial Controlling: status quo and its prospects', *Dioikitiki Enimerosi*, 48, pp. 96-112 [In Greek].
- Mantzari, E. & Mantzaris, I. (2009) 'Critically evaluate the use of economic/shareholder value added measures in corporate financial reporting', *International Journal of Management Research and Technology, Serial Publications, New Delhi, India*, 3 (2), pp. 361-370.

- Mantzari, E. & Mantzaris, I. (2009) 'Conditions for the growth of innovative enterprises: The role of politics', *Tourism Issues, Action for the Development of Tourism and Tourist Education*, 10, pp. 83-97 [In Greek].
- Kontsas, S., Mantzaris, I. & Zissopoulos, D. (2009) 'An Economic and Environmental Measurement Model on the Greek Passenger Vehicle Market', *International Research Journal, Business Perspectives, Innovative Marketing*, 5(2), pp. 56-63.
- Mantzaris, I. (2010) 'Managerial decisions for 'make or buy' as business competitiveness criterion', *Tourism Issues, Action for the Development of Tourism and Tourist Education*, 11, pp. 59-72 [In Greek].
- Mantzaris, I. (2010) 'Operational knowledge management: Obstacle or a condition for the rational use of knowledge?', *Tourism Issues, Action for the Development of Tourism and Tourist Education*, 12, pp. 74-86 [In Greek].
- Mantzari, E. & Mantzaris, I. (2010) 'Evaluating corporate Performance with the use of economic value Added', *IJEB International Conference of Economic and Business Issues, Journal of Business Management*, 2(1), pp. 107-117.
- Pazarskis, M., Alexandrakis, A. and Mantzaris, I. (2010) 'Corporate Mergers and Acquisitions: Classification of motives based on the Theory of the Firm', *PRIME-International Journal*, 3(1), pp. 67-82 [In Greek].
- Mantzaris, I. (2011) 'Quality and Total Quality Management in tourist enterprises: A theoretical approach', *Tourism Issues, Action for the Development of Tourism and Tourist Education*, 15, pp. 32-57 [In Greek].
- Alexandrakis A., Mantzaris J. & Pazarskis M. (2012): M&As in the Greek Industrial Products and Services Sector: Are Really Profitable Investment or Not? MIBES & ESDO Larissa [On-line], Accessible at: <http://mibes.teilar.gr/proceedings/2012/oral/Alexandrakis-Mantzaris-Pazarskis.pdf>.
- Alexandrakis, A., Mantzaris, I. & Pazarskis, M. (2013) 'The Impact of Mergers on Company Performance: Evidence from the Greek Industrial Goods and Services Sector', *South European Review of Business Finance and Accounting*.
- Magoulios, G., Papagiannakis, A., Mantzaris, I. (2014) 'The Business Cooperation in the Serres-Bulgaria Region and Consequences of Bulgaria's Accession to the EU', *Journal of Business and Economics*, 5(5), pp. 657-674, Accessible at: <http://www.academicstar.us/UploadFile/Picture/2014-6/201461453621210.pdf>.

B. Conferences

- 'The competitiveness of Greek canning peach industry and the role of the canning peach union of Greece', *International conference of the economic society of Thessaloniki*, Thessaloniki, Greece, October 2002. [Conference proceedings, pp. 289-307].
- 'The impact of the eastward expansion of the EU on the agricultural sector', 2nd International conference of TEI of Epirus, Preveza, Greece, June 2004 with Mantzari, E. [Conference proceedings, pp. 526-546].
- 'Peripheral politics of the EU and growth inequalities within an expanding Europe-Challenges and Opportunities', 9th *International conference of the economic society of Thessaloniki*, University of Macedonia, Thessaloniki, Greece, September 2006 with Mantzari, E. [Conference proceedings, pp. 631-666].

- 'The Human Capital as lever of economic growth: an analysis of future international drifts' paper presented at the 3rd International Conference on Education and Economic Growth, Technological University of Epirus, Greece, May 2006 with Mantzari, E. [Conference proceedings, pp. 415-439].
- 'Trade between Greece and the Balkan countries: Problems and Prospects', International conference of TEI of Kavala, Greece, November 2006 with Mantzari, E.
- 'The Usefulness of International Financial Reporting Standards (IFRs) for a Greek medium-sized entity: An internal users' perspective', 2nd International Conference on Accounting and Finance, University of Macedonia, August 2008 with Mantzari, E and Liew, P.
- 'The Usefulness of International Financial Reporting Standards (IFRs) for a Greek medium-sized entity: An internal users' perspective', 4th Annual Workshop of Accounting in Europe, Department of Business Administration School of Economics and Management Lund University, Sweden, September 2008 with Mantzari, E and Liew, P.
- 'An investigation of the impact of International Financial Reporting Standards (IFRSs) on the usefulness of financial reports from internal users' perspective: the case of a Greek medium-sized entity', 2nd International Conference, Global Financial Markets and Economic Development, Department of International Business and Finance, Faculty of Economic, Kazimierz Pulaski Technical University of Radom, Poland, June 2009 with Mantzari, E.
- 'An Economic Approach of the Monetary Policy under the Concept of Eurozone: The case of Romania as a new member', International Conference, Kavala Institute of Technology, 2nd International Conference, The Economies of Balkan and Eastern Europe Countries in the Changed world, Department of Accountancy, Kavala Institute of Technology, Greece, May 2010 with Kontsas, S.
- 'The Greek canning peach industry: Problems and Prospects', 11th International Conference, Economic Society of Thessaloniki, Thessaloniki, Greece, November 2010 [Conference proceedings, pp. 323-337].
- 'Product Differentiation as a criterion of competitiveness of the Yellow Cling Peaches Industry: the case of the Russian market', Management of International Business & Economic Systems Conference, TEI of Larissa - TEI of Serres, Greece, September 2011 [Conference proceedings in Management & Economics (PRIME) International Journal, 4(1), pp. 62-80].
- 'Implementation performance of a matrix organization structure: The Case of Greek firms', International Conference - TEI of Epirus, University of Lodz, Greek Open University, Preveza, Greece, October 2011 with Xyz, A. and Sdrolias, L.
- 'Quality through competition or competition through quality: a theoretical approach in the case of the food business', MIBES & ESDO, Larissa, Greece, May 2012 [Conference proceedings, pp. 222-240].
- 'Product quality as a competitive advantage in food sector: the case of the peach compote in Greece', 12th International Conference Economic Society of Thessaloniki, University of Macedonia, Thessaloniki, Greece, October 2012.
- 'Crowd- Funding: Developing a strategy', 12th International Conference, Economic Society of Thessaloniki, University of Macedonia, Thessaloniki, Greece, October 2012 with Gazepis, A.
- 'M&As in the Greek Industrial Products and Services Sector: Are Really Profitable Investment or Not? MIBES & ESDO, Larissa, Greece, May 2012 [Conference proceedings, pp. 35-45] with Alexandrakis, A. and Pazarskis, M.

Books

- Mantzaris, Ioannis: Die Strukturentwicklung der griechischen Landwirtschaft nach dem Beitritt in die EG: Probleme und Perspektiven, Dissertation, M+M Wissenschaftsverlag, ISBN: 3-88358-060-0, Krefeld 1986, pp. 321.
- Mantzaris, I., Lazos, V. Mantzari, E. 'Collective bargaining in the agricultural sector from an economic theory of politics approach: the case of the inter-professional organisation (IO) of the yellow peach industry, ISBN: 960-92475-1-2, Thessaloniki, 2004, pp. 94.
http://lib.teicm.gr/syggrafiko_ergo/books.php?id=17,
http://lib.teicm.gr/syggrafiko_ergo/covers/contents34.pdf.
- Mantzaris, I. 'Management and Business Administration' ISBN: 97-960-92475-4-2, Copy city Publications, Thessaloniki 2011, pp. 661.
http://lib.teicm.gr/syggrafiko_ergo/books.php?id=17,
http://lib.teicm.gr/syggrafiko_ergo/covers/contents85.pdf.
- Mantzaris, I. 'Modern Management for enterprises and organisations', ISBN: 978-960-92475-5-9, Copy city Publications, Thessaloniki 2011, pp. 829.
http://lib.teicm.gr/syggrafiko_ergo/books.php?id=17,
http://lib.teicm.gr/syggrafiko_ergo/covers/contents83.pdf.
- Mantzaris, I. 'Modern Marketing of goods and services', ISBN: 978-960-92475-3-5, Copy city Publications, Thessaloniki 2011, pp. 782.
http://lib.teicm.gr/syggrafiko_ergo/books.php?id=17,
http://lib.teicm.gr/syggrafiko_ergo/covers/contents79.pdf.
- Mantzaris, I. and Alexandrakis, A. 'Microeconomics: Theory and Practical exercises', ISBN: 978-960-92153-1-2, Copy city Publications, Thessaloniki 2012, pp. 624.
http://lib.teicm.gr/syggrafiko_ergo/books.php?id=17,
http://lib.teicm.gr/syggrafiko_ergo/covers/contents84.pdf.
- Mantzaris, I. 'Scientific Research: Writing – Formatting – Presentation of research work', ISBN: 978-960-92475-6-6, Copy city Publications, Thessaloniki 2012, pp. 571.
http://lib.teicm.gr/syggrafiko_ergo/books.php?id=17,
http://lib.teicm.gr/syggrafiko_ergo/covers/contents29.pdf.

Recognition of academic work (Citations)

The work of Prof. Mantzaris Ioannis is cited by over 90 indexed research papers (please see Greek version of the CV)