

Ivan M. Manev

Sep-24

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EDUCATION

Boston College, **Doctor of Philosophy** in Management/Organization Studies, 1997.

University of Minnesota, Duluth, **Master of Business Administration**, 1992.

Higher Institute of Economics, Sofia, Bulgaria, **Diploma (M.A.)** in International Economics, 1987. Graduated with high distinction.

TEACHING EXPERIENCE

University of Maine, Maine Business School

John M. Murphy Chair in Business, September 2023—.

Professor of Management, since 2011.

Nicolas M. Salgo Professor of Business Administration, 2006-2021.

Associate Professor of Management, 2003-2011. Tenure awarded in 2003.

Assistant Professor of Management, 1997-2003.

Courses taught: Organizational Behavior, undergraduate

Management of Contemporary Organizations, MBA

Strategic Management, undergraduate

Leadership, undergraduate

Introduction to International Business, undergraduate

International Management, undergraduate, MBA, and executive education

Boston College, Wallace E. Carroll School of Management

Lecturer. Taught Organizational Behavior, undergraduate, 1993-1996.

RESEARCH

Over 3,500 citations in the scholarly literature according to *Google Scholar*; h-index 17; i10-index 19. <https://scholar.google.com/citations?user=JSvuukAAAAAJ&hl=en>.

REFEREED JOURNAL ARTICLES

Elenkov, D. S., **Manev, I. M.**, & Kuntz, J. C. (2022). Harnessing subcultural identity to optimize workplace rewards: Evidence from Russia. *Journal of Business Research*, 153 (December), 319-328. doi.org/10.1016/j.jbusres.2022.08.040

- Martin-Rios, C., Erhardt, N. L., & **Manev, I. M.** (2022). Interfirm collaboration for knowledge resources interaction among small innovative firms. *Journal of Business Research*, 153 (December), 206-215. doi.org/10.1016/j.jbusres.2022.08.024
- Miaoulis Jr., G., **Manev, I. M.**, Rauch, M. & Kimball, K. J. (2021). Cross-cultural analysis of purchasers' intention to wear a counterfeit luxury product in varying social situations. *Luxury Research Journal*, 2 (1/2), 70-85. doi:[10.1504/LRJ.2021.116287](https://doi.org/10.1504/LRJ.2021.116287)
- Manev, I. M.**, Manolova, T. S., Harkins, J. A., & Gyoshev, B. S. (2015). Are pure or hybrid strategies right for entrepreneurial ventures in transition economies? *International Small Business Journal*, 33(8): 951-973. doi.org/10.1177/0266242614550322
- Manolova, T. S., **Manev, I. M.**, & Gyoshev, B. S. (2014). Friends with money: Owner's financial network and new venture internationalization in a transition economy. *International Small Business Journal*, 32(8): 944-966. doi.org/10.1177/0266242613482482
- Erhardt, N., & **Manev, I. M.** (2014). Aunando colaboración con una gestión más eficaz: Comentario del artículo de Heckscher y Martin-Rios (Linking collaboration with improved administration: A commentary on Heckscher and Martin-Rios' article). *Revista Internacional de Sociología*, 72(1): 230-233. doi.org/10.3989/ris.2014.i1.558
- Manev, I. M.**, Manolova, T. S., Gyoshev, B. S., & Harkins, J. A. (2012). Social capital and strategy effectiveness: An empirical study of entrepreneurial ventures in a transition economy. *Modern Competition*, 35(6): 57-70. moderncompetition.ru/e/articles/index.php?article_id_4=1353
- Canabal, A., Harkins, J., & **Manev, I. M.** (2012). What do you want and how much do you want it? A study of entrepreneurial goals and motivation intensity. *Journal of International Management Studies*, 12(1): 70-84.
- Manev, I. M.** & Manolova, T. S. (2010). Entrepreneurship in transitional economies: Review and integration of two decades of research. *Journal of Developmental Entrepreneurship*, 15(1): 69-99. doi.org/10.1142/S1084946710001427
- Manolova, T. S., **Manev, I. M.**, & Gyoshev, B. S. (2010). In good company? The role of personal and inter-firm networks for new venture internationalization in a transition economy. *Journal of World Business*, 45(3): 257-265. doi.org/10.1016/j.jwb.2009.09.004
- Elenkov, D. S., & **Manev, I. M.** (2009). Senior expatriate leadership's effects on innovation and the role of cultural intelligence. *Journal of World Business*, 44(4): 357-369. doi.org/10.1016/j.jwb.2008.11.001
- Manolova, T. S., Carter, N. M., **Manev, I. M.**, & Gyoshev, B. S. (2007). The differential effect of men and women entrepreneurs' human capital and networking on growth expectancies in Bulgaria. *Entrepreneurship: Theory and Practice*, 31(3): 407-426. doi.org/10.1111/j.1540-6520.2007.00180.x
- Manolova, T. S., Gyoshev, B. S., & **Manev, I. M.** (2007). The role of interpersonal trust for entrepreneurial exchange in a transition economy. *International Journal of Emerging Markets*, 2(2): 107-122. doi.org/10.1108/17468800710739207
- Manolova, T. S., **Manev, I. M.**, Carter, N. M., & Gyoshev, B. S. (2006). Breaking the family and friends' circle: Predictors of external financing usage among men and women

entrepreneurs in a transition economy. *Venture Capital*, 8(2): 109-132.
doi.org/10.1080/13691060500434072

- Manev, I. M.**, Yan, A., & Manolova, T. S. (2005). Toward a model of governance and legality of firms in transforming economies: Empirical evidence from China. *Thunderbird International Business Review*, 47(3): 313-334. doi.org/10.1002/tie.20054
- Elenkov, D. S., & **Manev, I. M.** (2005). Top management leadership and influence on innovation: The role of socio-cultural context. *Journal of Management*, 31(3): 381-402. doi.org/10.1177/0149206304272151.
 Reprinted in Andrews, T. G., & Mead, R., Eds. (2009). *Cross-Cultural Management*, Routledge Critical Perspectives on Business and Management Series. London: Routledge-Taylor & Francis Publishers.
- Manev, I. M.**, Gyoshev, B. S., & Manolova, T. S. (2005). The role of human and social capital and entrepreneurial orientation for small business performance in a transitional economy. *International Journal of Entrepreneurship and Innovation Management*, 5(3/4): 298-318. doi.org/10.1504/IJEIM.2005.006531
- Smith-Doerr, L., **Manev, I. M.**, & Rizova, P. (2004). The meaning of success: Network position and the social construction of project success and failure in an R&D lab. *Journal of Engineering and Technology Management*, 21(1-2): 51-81. doi.org/10.1016/j.jengtecman.2003.12.004
- Manev, I. M.** (2003). The managerial network in a multinational enterprise and the resource profiles of subsidiaries. *Journal of International Management*, 9(2): 133-151. [doi.org/10.1016/S1075-4253\(03\)00009-7](https://doi.org/10.1016/S1075-4253(03)00009-7)
- Manev, I. M.**, & Stevenson, W. B. (2001). Nationality, cultural distance, and expatriate status: Effects on the managerial network in a multinational enterprise. *Journal of International Business Studies*, 32(2): 285-303. doi.org/10.1057/palgrave.jibs.8490953
- Manev, I. M.**, Yan, A. & Manolova, T. S. (2001). The evolution of the organizational landscape in transforming economies: A four-country comparison. *Global Focus: The International Journal of Business, Economics, and Social Policy*, 13(1): 65-78.
- Manev, I. M.**, & Stevenson, W. B. (2001). Balancing ties: Boundary spanning and influence in the organization's extended network of communication. *Journal of Business Communication*, 38(2): 183-205. doi.org/10.1177/002194360103800203
- Stevenson, W. B., Davidson, B., **Manev, I.**, & Walsh, K. (1997). The small world of a university: A classroom exercise in the study of networks. *Connections: The Official Journal of the International Network for Social Network Analysis*, 20(2): 23-33. [www.analytictech.com/connections/v20\(2\)/smallworld.htm](http://www.analytictech.com/connections/v20(2)/smallworld.htm)

RESEARCH IN PROGRESS

Personal and organizational responsibility in the delivery of healthcare services: Breaking the code of silence (with G. Miaoulis). We are in the process of rewriting and editing the paper and planning a submission in the fall. Target journal: *International Journal of Healthcare Management* (IF 2.1).

The role of social networks and migration on rural entrepreneurship (with T. Yalamov). We are working on conceptualizing the paper and finalizing the data collection. Target journal: *Small Business Economics* (IF 6.4).

Spillover effects of foreign direct investment (with S. Gyoshev and A. Atanassov). We are currently collecting data from secondary sources.

BOOKS, BOOK CHAPTERS, BOOK REVIEWS

Elenkov, D. S., & **Manev, I. M.** (2007). Toward integrated theory of cultural intelligence and visionary-transformational leadership in relation to innovation. *Annuaire de l'Université de Sofia "St. Kliment Ohridski" Faculté des Sciences Economiques et de Gestion*, Tome 6: 203-211.

Manolova, T. S., & **Manev, I. M.** (2004). Internationalization and the performance of the small firm: A review of the empirical literature between 1996 and 2001. In Jones, M. V., & Dimitratos, P. (Eds.), *Emerging Paradigms in International Entrepreneurship*, pp. 37-63. Cheltenham, UK: Edward Elgar Press.

Manev, I. M. (2001). *The Managerial Network in a Multinational Enterprise*. Lewiston, NY: The Edwin Mellen Press.

Manev, I. M., Manolova, T. S., & Yan, A. (2000). On the legal dimension of organizations in transforming economies. In Kanterelis, D. (Ed.), *Global Business and Economics Review—Anthology 2000*, pp. 341-351. Worcester, MA: Business and Economics Society.

Manev, I. M. (1999). Book review of *The Differentiated Network: Organizing Multinational Corporations for Value Creation*, by N. Nohria & S. Ghoshal (San Francisco: Jossey Bass, 1997). *Journal of Transnational Management Development*, 4(2): 98-100.

BEST PAPERS PROCEEDINGS (* refereed, † presenter)

* **Manev, I. M.**, Harkins, J. A., & Gyoshev, B. S. (2014). Race to the frontier: Strategic direction, strategic intensity and the competitive performance of entrepreneurial firms in transition economies. *Frontiers of Entrepreneurship Research, Vol. 34, Issue 11, Article 4*; <http://digitalknowledge.babson.edu/fer/vol34/iss11>.

* Manolova, T. S., **Manev, I. M.**, Carter, N. M., & Gyoshev, B. S. (2005). Breaking the family and friends' circle: Predictors of external financing usage among men and women entrepreneurs in a transition economy. *Best Paper Proceedings of the Academy of International Business Northeast USA Chapter Conference*, Cleveland. **Best Conference Paper Award.**

* † Elenkov, D. S., & **Manev, I. M.** (2005). Social-culture intelligence, top-level leadership and innovation influence: An international study. *Best Papers Proceedings of the Academy of Management*, Honolulu, International Management Division.

* † **Manev, I. M.**, Yan, A. & Manolova, T. S. (1999). The evolution of the organizational landscape in transforming economies: A four-country comparison. *Best Papers Proceedings of the Academy of International Business Northeast Regional Meeting*, Philadelphia.

OTHER CONFERENCE PROCEEDINGS (* refereed, † presenter)

- * Canabal, A., Harkins, J., & **Manev, I. M.** (2011). Entrepreneurial motivation and performance: A look at motivation content and intensity. *Proceedings of the Southern Management Association Annual Conference*, Savannah, GA, November 2011.
- * Canabal, A., & **Manev, I. M.** (2010). The effect of venture internalization on performance in different environments. *Proceedings of the Southern Management Association Annual Conference*, St. Pete Beach, FL. **Best Paper Award** for the Entrepreneurship track.
- † **Manev, I. M.**, Gyoshev, B. S., & Manolova, T. S. (2002). Human capital, social capital, entrepreneurial orientation, and business performance in a transitional economy: Evidence from Bulgaria. *Proceedings of the Fifth McGill Conference on International Entrepreneurship*, v. 2, Montreal.
- * Elenkov, D. S., & **Manev, I. M.** (2002). Executive leadership and influence on innovation: An international comparative management study. *Proceedings of the Academy of International Business—Southeast Annual Meeting*, Atlanta. **Nominated for the Conference Best Paper Award.**
- * Elenkov, D. S., & **Manev, I. M.** (2001). Do leadership behaviors affect top management influence on innovations? The moderating role of cultural context. *Proceedings of the Academy of International Business—Southeast Annual Meeting*, New Orleans.
- Manolova, T. S., & **Manev, I. M.** (2001). Internationalization and the performance of the small firm: A review of the empirical literature between 1996 and 2000. *Proceedings of the Fourth McGill Conference on International Entrepreneurship: Researching New Frontiers*, S1-24, Glasgow, Scotland.
- *† **Manev, I. M.** (1997). Understanding the emergent social structure of a multinational organization. *Proceedings of the Eastern Academy of Management Annual Meeting*, 136-139, New Brunswick, NJ.
- *† **Manev, I. M.** (1996). Who fights with whom: The network of disagreement at work. *Proceedings of the Annual Meeting of the Institute of Behavioral and Applied Management*, 259-264, Portland, ME. **Best Graduate Student Paper Award.**
- † **Manev, I. M.**, & Stevenson, W. B. (1995). Boundary spanning and influence: Lessons for managers in organizations. *Proceedings of the International Social Network Conference*, 3:139-148, University of Greenwich, London.

OTHER CONFERENCE PRESENTATIONS (* refereed, † presenter)

- *† Elenkov, D. S., & **Manev, I. M.** (2020). Cultural values and preferred workplace rewards: Culture's consequences for a large country revisited. Presented online at the Academy of International Business Annual Meeting, July 2020.
- * Elenkov, D. S., & **Manev, I. M.** (2018). *Subcultural identity and its effects on differences in social values and preferred workplace rewards*. International Association of Applied Business Research Annual Conference, Las Vegas, October 2018.
- *† **Manev, I. M.**, Manolova, T. S., Gyoshev, B. S., & Harkins, J. A. (2012). *Social capital and strategy effectiveness: An empirical study of entrepreneurial ventures in a transition*

- economy*. Presented at the Second International Conference on Entrepreneurship in Transitional Times, Moscow, November 2012.
- * Canabal, A., Harkins, J., & **Manev, I. M.** (2012). *What do you want and how much do you want it?* Presented at the International Academy for Business and Economics conference, Key West, FL, March 2012.
 - *† **Manev, I. M.**, Manolova, T. S., & Gyoshev, B. S. (2010). *Are pure or hybrid strategies right for entrepreneurial ventures in transition economies?* Presented at the Strategic Management Society Annual Conference, Rome, September 2010. **Nominated for the Best Conference Paper Award.**
 - * **Manev, I. M.**, Manolova, T. S., & Gyoshev, B. S. (2010). *Show me the money, show me the markets: The role of financial networks for new venture internationalization in a transition economy.* Presented at the Academy of International Business Annual Conference, Rio de Janeiro, June 2010.
 - * Manolova, T. S., **Manev, I. M.**, & Gyoshev, B. S. (2010). *Friends with money? Entrepreneurial personal and financial networks and the internationalization of growing ventures in a transition economy.* Presented at the Babson Entrepreneurship Research Conference, Lausanne, Switzerland, June 2010.
 - *† **Manev, I. M.**, Gyoshev, B. S. & Manolova, T. S. (2009). *When does social capital add value to entrepreneurial ventures? Empirical evidence from a transition economy.* Presented at the 25th European Group for Organization Studies (EGOS) Colloquium in Barcelona, July 2009.
 - *† Elenkov, D. S., & **Manev, I. M.** (2008). *Expatriate leadership and innovation: The moderating role of cultural intelligence.* Presented at the Academy of International Business Annual conference, Milan, July 2008.
 - * Manolova, T. S., **Manev, I. M.**, & Gyoshev, B. S. (2008). *In good company? The role of personal and inter-firm networks for new venture internationalization in a transition economy.* Presented at the Academy of International Business Annual conference, Milan, July 2008.
 - *† **Manev, I. M.**, & Manolova, T. S. (2008). *Entrepreneurship in transitional economies: Review and integration of nearly two decades of research.* Presented at the 28th Babson Entrepreneurship Conference, Chapel Hill, NC.
 - *† Elenkov, D. S., & **Manev, I. M.** (2006). *The moderating role of cultural intelligence for the impact of visionary-transformational leadership on innovation.* Presented at the Strategic Management Society Annual Conference in Vienna, October-November 2006.
 - * Elenkov, D. S., & **Manev, I. M.** (2006). *Toward integrated theory of cultural intelligence and visionary-transformational leadership in relation to innovation.* Keynote address presented at the Ninth Annual Conference on Economic Transformations in Transition, High-Income, and Developing Countries, Golden Sands, Bulgaria, September 2006.
 - * † Manolova, T. S., Gyoshev, B. S., & **Manev, I. M.** (2005). *The role of trust for entrepreneurial exchange in a transitional economy.* Presented at the Academy of Management Meetings in Honolulu, Entrepreneurship Division.

- * † Elenkov, D. S., & **Manev, I. M.** (2004). *Does socio-cultural context affect the relationship of leadership to innovation influence? A search for new answers in the international domain.* Presented at the Academy of International Business Annual Conference in Stockholm.
 - * Jones, C., & **Manev, I. M.** (2003). *The social construction of expertise: Reputation building strategies of architects.* Presented at the Managing Symbol-intensive Organizations workshop, Bocconi University, Milan.
 - * † **Manev, I. M.**, Gyoshev, B. S., & Manolova, T. S. (2003). *Human and social capital, entrepreneurial orientation, and performance in a transitional economy.* Presented at the Academy of Management Annual Meeting in Seattle, Entrepreneurship Division.
 - * Smith-Doerr, L., **Manev, I. M.**, & Rizova, P. (2003). *The meaning of success: Network position and the social construction of R&D project outcomes.* Presented at the American Sociological Association Annual Meeting in Atlanta.
 - * † **Manev, I. M.**, Yan, A., & Manolova, T. S. (2003). *A governance-legality framework of firms in transforming economies: Evidence from China.* Presented at the Academy of International Business Annual Meeting in Monterey, CA.
 - * † Elenkov, D. S., & **Manev, I. M.** (2003). *Top managers' influence on innovations: The role of leadership in different socio-cultural contexts.* Presented at the Academy of International Business Annual Meeting in Monterey, CA.
 - * † **Manev, I. M.**, Yan, A., & Manolova, T. S. (2002). *A model of governance and legality of firms in transforming economies: Empirical evidence from China.* Presented at the Academy of Management Annual Meetings in Denver, Organization and Management Theory Division.
 - * Jones, C., **Manev, I.**, & Foster, P. (2002). *Legitimation through differentiation? How architects socially construct their reputations.* Presented at the Academy of Management Annual Meetings in Denver, Organization and Management Theory Division.
 - * † **Manev, I. M.**, & Gyoshev, B. (2001). *Privatization of small and medium sized enterprises: Five cases from Bulgaria.* Paper presented at the Academy of Management Meeting in Washington, Organizational Change and Development Division.
 - * † **Manev, I. M.**, & Stevenson, W. B. (2000). *The effect of nationality, cultural distance, and status on the managerial network in a multinational enterprise.* Presented at the Academy of International Business Annual Conference in Phoenix.
 - * † **Manev, I. M.**, Manolova, T. S., & Yan, A. (2000). *On the legal dimension of organizations in transforming economies.* Presented at the Business and Economics Society International Conference, Los Angeles.
- Gibson, V., & **Manev, I. M.** (2000). *Knowledge management and technology transfer in small and medium-sized enterprises: A framework for research.* Presented at the conference on "Small and medium-sized enterprises in a global economy," Wollongong, Australia.
- * † **Manev, I. M.** (1999). *The managerial network and subsidiary strategies: The case of a multinational enterprise.* Presented at the Strategic Management Society Conference, Berlin. **Nominated for the Best Conference Paper Prize.**

- * † **Manev, I. M.** (1998). *Predictors of the emergent social structure in a multinational enterprise*. Presented at the Academy of Management Annual Meetings, San Diego, International Management Division.
- † **Manev, I. M.**, & Manolova, T. S. (1998). *Sailing the stormy seas: Lessons for organizational change from the post-communist transformation in Central and Eastern Europe*. Presented at the Academy of Management Meetings in San Diego.
- * † **Manev, I. M.** (1997). *Structure leads to strategy? A network analysis of across-unit communication and unit strategies in a multinational organization*. Presented at the Academy of International Business Annual Meeting in Monterrey, Mexico.
- * † **Manev, I. M.**, Manolova, T. S., & Yan, A. (1997). *The governance, legality, and interdependence of firms in transition economies: The Bulgarian experience*. Presented at the Academy of International Business Annual Meeting in Monterrey, Mexico.
- * Jones, C., Fladmoe-Lindquist, K., & **Manev, I. M.** (1997). *Interfirm partnering in professional services: Comparing transaction cost, resource-based, and network explanations for firm competitive advantage*. Presented at the Academy of Management Meetings in Boston, Business Policy and Strategy Division.
- * † **Manev, I. M.**, & Stevenson, W. B. (1996). *Balancing ties: Internal and external ties in the organization's extended network of communication*. Presented at the Academy of Management Annual Meeting in Cincinnati.
- * Stevenson, W. B., & **Manev, I. M.** (1996). *Homophilous ties and influence of men and women in organizations*. Paper presented at the 16th International Sunbelt Networks Conference, Charleston, SC.
- † **Manev, I. M.** (1996). *Privatization in Bulgaria and Romania: Institutional Framework*. Paper presented at the Balkan Studies Conference, Boston.
- * † **Manev, I. M.** (1995). *Towards understanding the multinational organization as a network of interpersonal ties*. Paper presented at the International Social Network Conference, London.

INVITED PRESENTATIONS

- † **Manev, I. M.** *The road to good publications*. Presented to junior scholars and PhD students at Plovdiv University, Bulgaria, March 2022. Video at <https://www.youtube.com/watch?v=4IVjSXrmRj4> (in Bulgarian)
- † **Manev, I. M.** *Regional cultural identity and its effects on preferred workplace rewards: A theoretical exploration*. Presented at the Marist College School of Management, December 2018.
- † **Manev, I. M.** *Active student engagement: A major challenge for business education in the 21st century*. Keynote address at the conference of the Institute of Strategic and International Studies, Miami, January 2014.
- † **Manev, I. M.** *Encouraging entrepreneurship: The Maine experience*. Presented at the Komi Republican Academy of Public Service and Administration, Syktyvkar, Russia, November 2012. Delivered in Russian.

- † Elenkov, D. S., & **Manev, I. M.** *Expatriates' leadership, cultural intelligence, and innovation*. Presented at the Sawyer School of Management, Suffolk University, February 2008.
- † **Manev, I. M.** *Exploring business opportunities in Central and Eastern Europe*. Presented at a seminar organized by the Maine International Trade Center, Portland, ME, October 2007; and at a Youngstown State University business breakfast, March 2006.
- † Elenkov, D. S., & **Manev, I. M.** *Leadership and innovation: The role of cultural moderators*. Presented at Youngstown State University, March 2006.
- † **Manev, I. M.** *Pricing strategies in exporting*. Presented at a seminar organized by the Maine International Trade Center, Lewiston, ME, February 2004.
- Jones, C., & **Manev, I. M.** *Signaling differentiation or legitimacy? How architects socially construct their reputations for expertise*. Presented at the Kennedy School of Government, Harvard University, the Harvard Business School Organizational Behavior Seminar Series (2001) and the Fuqua School of Business Management Seminar, Duke University (2001).
- Manev, I. M.**, Yan, A., & Manolova, T. S. *Toward a model of governance and legality of firms in transforming economies: Empirical evidence from China*. Presented at the Boston University Organizational Behavior Seminar, April 2002.
- † **Manev, I. M.** *The managerial network and subsidiary strategies in a multinational enterprise*. Presented at the Carlson School of Management, University of Minnesota, January 1999.

SELECTED ADDITIONAL PUBLICATIONS AND RESEARCH

- Manev, I.** (2023). The importance of entrepreneurship (an introduction to entrepreneurship for high school teachers and students), <https://c4bg.org/библиотека> (in Bulgarian).
- Manev, I.** (2006). Bulgaria at the European gate: A look from the side. *Finansi*, 3(2): 107-110. (in Bulgarian).
- Williams, R., & **Manev, I.** (1999). South Africa after apartheid: A Maine business connection. *Maine Management Review*, 1(2): 26-31.
- Manev, I. M.** (1997). *Keeping in touch from afar: Emergent social structure in a multinational organization*. Doctoral dissertation, Boston College. Advisor: William B. Stevenson.
- MacAuslan, J., Chenausky, K., Juda, J., & **Manev, I. M.** (1997). Identifying attractor changes from periodicity diagrams. *Proceedings of the IEEE Workshop on Non-linear Signal and Image Processing*, Mackinac Island, MI.
- Manev, I. M.** (1995). Structural reform in Bulgaria and Romania: Problems, prospects and institutional consequences. *Balkan Studies Institute Bulletin* (Boston), 1:1-4.
- Fisher, D., Fisher, L., **Manev, I.**, & Storella, J. (1993). *Instructor's Manual to Accompany Fisher's Organizational Communication, 2nd ed.*, St. Paul, MN: West Publishing Co.
- Manev, I. M.** (1992). *Antecedents of entrepreneurship: A literature analysis*. Unpublished Master's Thesis, University of Minnesota, Duluth. Advisor: Kjell R. Knudsen.

POPULAR PRESS ARTICLES AND CITATIONS

Atanassov P., **Manev I.**, & Pirinsky, C. (2024). [Обещаващото в кризата на образователната ни система \[The upside of our education crisis\]](#), *Dnevnik*, September 12, 2024.

BGlobal (a Bulgarian business magazine): [Искаме почтеността, компетентността и образованието да станат ориентир на всеки българин](#) [We want integrity, competence, and education to become a landmark for every Bulgarian: an introduction of Citizens for Bulgaria, Inc.; my profile is included at the end], January 3, 2023.

AUBG Today: The Magazine of the American University in Bulgaria: “In focus: Innovative education at AUBG,” 2014, #52, p. 1.

Column in the *Bangor Daily News*:

“Phase one of the business process,” January 7-8, 2012, p. C1.

“Three ways networking is important,” November 26-27, 2011, p. C1. Appeared in abridged form under the title “The value of networks” in the UMaine Alumni Association Black Bear Business Blog, December 1, 2011.

“The value of business education,” October 28, 2011, online edition.

“Maine needs to promote its business advantages,” May 7-8, 2011, pp. C1,C6.

“Making I-95 a Maine innovation highway,” March 26-27, 2011, pp. C1,C6.

“Breaking even in a global economy,” March 5-6, 2011, pp. C1,C6.

“Prosperity starts with business,” February 12-13, 2011, pp. C1,C6.

Interviews in the *Bangor Daily News*:

“Training for the future: Maine Business School reaches enrollment milestone,” November 23, 2013.

“Maine group buoyed by trade mission to China,” September 18, 2012, pp. A1, A6.

“UM dean: Engineering, business need to collaborate,” December 23, 2010, p. A6.

International Educator, 22(1), “After the curtain fell,” January-February 2013, pp. 30-37. An interview on comparing educational systems and experiences.

Kennebec Journal, September 4, 2012, “LePage leading trade mission to China next week.” Quoted about the Governor’s trade mission to China.

Maritsa, a Bulgarian daily newspaper, December 8, 2008, pp. 17-18. An interview on the world financial crisis and its effects on the Bulgarian economy.

UMaine Today, “Cross-cultural management,” November-December 2005, p.24. A review of my article in the *Journal of Management*.

Maine Sunday Telegram, interviewed for the article “Maine exports reach new high in 2004,” May 29, 2005, page F1.

Bangor Daily News, “Tragedy for Iraqis,” November 14, 2003, p. A10.

Capital, a Bulgarian weekly business paper, March 4, 2000, p. 49. An interview.

168 Hours, a Bulgarian weekly newspaper, March 31, 2000, p. 21. An interview.

Business Week, "Do the math—it is a small world," August 17, 1998, pp. 54-56. Quoted on diffusion of innovation in networks.

ADMINISTRATIVE EXPERIENCE

University of Maine, Maine Business School and College of Business, Public Policy, and Health.

Dean, July 2013-December 2017; **Interim Dean**, July 2010-June 2013.

Associate Dean, July 2008—June 2010.

Accomplishments:

- Undergraduate enrollment growth of 75% between 2011 and 2017. All-time record enrollments every year from 2013 to 2017.
- Reaffirmed AACSB accreditation (2015 and 2010).
- Launch of an online MBA program (2015), as a result of which graduate enrollment more than doubled.
- A Bloomberg-equipped Capital Markets Training Laboratory funded by outside donors (2014).
- Established finance education as an emerging area of excellence for the University of Maine (2014).
- Secured funding and hired an internship coordinator to improve students' career readiness.

College of Education and Human Development.

Acting Dean, January-May 2015.

CURRENT UNIVERSITY SERVICE

University of Maine System

- Faculty representative to the Board of Trustees (Sept 2023—)
- Elected representative to the UMS Faculty Governance Council (Sept 2021-December 2023)

University of Maine

- Faculty senate (2019-2022; 2022—)
 - Executive Committee of the Faculty Senate (Sept 2021—)
 - Finance and Property Committee of the Faculty Senate (Sept 2019-May 2022; Sept 2023-).
- Provost's Advisory Tenure and Reappointment Committee (Sept 2020—June 2023)

Maine Business School

- Chair of the Tenure and Reappointment Committee (Jan 2020-Oct 2023)
- Graduate School of Business Coordinating Committee (Sept 2021-May 2023)
- MBS: Bylaws working group (Sept 2021-May 2023)

PROFESSIONAL AND CONSULTING EXPERIENCE

Consulting clients include Bangor Hydro, Inc., the International Consortium for Executive Development Research (Lexington, MA), Maine Masonry, Inc., Maine Public Service, Inc., and PLAN International (London).

Speech Technology and Applied Research Corp., Lexington, MA

Programmer, 1996-97. Statistical estimation of non-linear dynamic systems in MATLAB.

Bulgartabac, Sofia, Bulgaria.

Assistant to the President, 1987-90. Coordinated a joint venture project for the construction of a \$200 million factory for acetate tow, with Eastman Chemical, Inc. and the then-Soviet Ministry of Chemical Engineering.

BOARD SERVICE

Citizens for Bulgaria, Inc. (www.c4bg.org), **Founding Director**, since 2021; **Treasurer**, since 2022.

American University in Bulgaria, **Chair of the Board of Trustees**, 2014-2019; **Trustee**, 2012-2019.

AWARDS AND HONORS

Nominated for University of Maine's Presidential Award for Research and Creative Achievement Award, 2024.

Fulbright Specialist grant to conduct capacity assessment and consult on institutional planning for Sofia University "St. Kliment Okhridski," Sofia, Bulgaria, March-April 2024.

John M. Murphy Chair in Business, University of Maine, September 2023—.

Carol B. Gilmore Memorial Service Award, Maine Business School, March 2020.

Best Reviewer Awards, International Management Division, Academy of Management Annual Conference, 2019, 2010; Academy of International Business Annual Conference, 2020; 2010.

Keynote speaker at the conference of the Institute of Strategic and International Studies, Miami, January 2014.

Planning Grant from the University of Maine System's Strategic Investment Fund for "Commercialization: Bridging business and technological expertise," \$5,000, April 2011.

Best Paper Award for the Entrepreneurship Track at the Southern Management Association Annual Conference, St. Pete Beach, FL, October 2010 (with A. Canabal).

Nomination for the Best Conference Paper Award at the Strategic Management Society Annual Conference, Rome, September 2010 (with T. S. Manolova and B. S. Gyoshev).

The *International Journal of Emerging Markets*' special issue on "Small to medium enterprises in emerging markets", Vol. 2, No. 2, 2007, which includes my article "The role of interpersonal trust for entrepreneurial exchange in a transition economy", coauthored with T.

S. Manolova and B. S. Gyoshev, was declared one of three **Highly Commended Special Issues published by Emerald in 2007.**

Nicolas M. Salgo Professorship in Business Administration, University of Maine, 2006-2021.

Keynote speaker at a Youngstown State University business breakfast, March 2006.

Best Paper Award at the Academy of International Business-Northeast USA Chapter Conference, Cleveland, October 2005 (with T. S. Manolova, N. M. Carter, and B. S. Gyoshev).

Co-PI, \$287,000 grant from the US Department of Education, Business and International Education Program, to develop an International Business curriculum for undergraduate students and an outreach education program for business professionals in Maine, 2000-2003 (with D. Lawson).

Nicolas M. Salgo Summer Research Grant, \$4,000, 2001.

Nomination for the Best Conference Paper Prize at the Academy of International Business-Southeast Annual Conference, Atlanta, November 2002 (with D. S. Elenkov).

Nomination for the Best Conference Paper Prize at the Strategic Management Society Annual Conference, Berlin, October 1999.

One of four finalists for the **Barry M. Richman Best Dissertation Award** of the Academy of Management's International Management Division, San Diego, August 1998.

The Outstanding Graduate Student Paper Award at the Annual Meeting of the Institute of Behavioral and Applied Management (IBAM), October-November 1996, Portland, ME.

Boston College

Graduate Assistantship with a stipend and a full tuition waiver, 1992-1996.

Central European University, Prague, the Czech Republic
Summer Fellowship, 1995.

University of Minnesota, Duluth

MBA Program Fellow, 1991-1992.

Graduate Assistantship with a stipend and a full tuition waiver, 1990-1992.

Higher Institute of Economics, Sofia, Bulgaria

Graduated with a gold medal from the Ministry of Education (top 1% of class).

REVIEWER

Editorial Boards

Journal of East-West Business, International Journal of Business Communication, Modern Competition, and Finance, Accounting and Business Analysis.

Reviewer *ad hoc*

Academy of Management Journal, Academy of Management Review, Journal of Business Research, Journal of Management Studies, Journal of Leadership and Organization Studies, Journal of International Business Studies, Journal of International Management, International Business Review, Entrepreneurship Theory and Practice, Journal of Small Business Management, International Small Business Journal, Europe-Asia Studies, Global

Business & Economics Review, International Journal of Emerging Markets, International Journal of Entrepreneurship and Innovation Management, International Journal of Knowledge Management Studies, Journal of Developmental Entrepreneurship, Journal of Engineering and Technology Management, Journal of Production Economics, Management and Organization Review, Africa Journal of Management.