

**Anastasia SARTORIUS-KHALAPSINA**

Assistant professor of Strategy &  
International Management

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06.19.07.07.20



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### Nationality & Languages

Nationality: Russian

French: fluent

English: advanced professional

Russian: native

### Education

2022: Doctorate in Management Sciences, Lumière University Lyon, thesis “Coordination of intra- and inter-organizational networks of mid-sized MNEs”

2015: Master of Research in Management, IAE Lyon, Jean Moulin Lyon 3 University

2014: Master in Management (M. Sc.), IAE Aix-Marseille, Aix-Marseille University

2012: Master in International Economics, Moscow State University of Economics, Statistics and Informatics, Russia

### Academic Appointments

2020 - present: Assistant professor of Strategy & International Management, IDRAC Business School, Campus of Lyon

2018 - 2020: Teaching and Research Assistant in Economics and Management, IAE Lyon, Jean Moulin Lyon 3 University

2015 – 2018: Doctoral contract with teaching activities, Lumière University Lyon 2 & Magellan Research Center, Jean Moulin Lyon 3 University

## Courses taught at IDRAC Business School

Graduate level:

Emerging markets opportunities (in English)  
Successful ethical CSR strategic (in English)  
Cross-cultural change management (in English)  
Internationalization of mid-sized firms (in English and French)

Undergraduate level:

Corporate communication (in English)  
Discovering foreign markets (Introduction to International Business) (in English)  
Intercultural management (in French)  
International marketing (in English)  
Marketing: media and non-media communication (in English)

## Other responsibilities at IDRAC Business School

Academic coordination of “International Business Development” program PGE4-5  
Supervision of Master thesis (Master 1 and 2)  
Internship supervision (Bachelor 1)  
Member of jury for recruitment of students

## Membership of Academic Associations/Networks

Member of Atlas AFMI (*Association Francophone de Management International*)  
Member of EIBA (European International Business Academy)

## Visiting Professorships

September 2017: “John H. Dunning Centre for International Business”, Henley Business School, University of Reading (United Kingdom)

## Professional Experience

2015: Gerflor, Tarare, International Marketing Assistant (6-month internship)  
2014: Business France, Paris, Project manager (6-month internship)  
2012 - 2013: Bank “Rosevobank”, Moscow (Russia), Corporate Customer Services Officer

## Main Research Interests

Intra- and interorganizational relationships (business network perspective)  
International integration and coordination in multinational enterprises  
Headquarters-subsidiary relationships  
Internationalization of mid-sized firms

## Intellectual Contribution

### 1. Articles in refereed journals (peer-reviewed)

Sartorius-Khalapsina A. (2024), "The role of headquarters in managing multiple network interdependencies in the context of international sales activities", *Management International*, à paraître.

Chabanet D, Bichon S, Sartorius-Khalapsina A, Ng W, Richard D. (2021), "Introduction au dossier thématique : La reconnaissance de l'économie sociale en Europe: le triomphe du marché ? ", *Management International / International Management / Gestión Internacional*, 25(4):40-56.

Chabanet D, Bichon S, Sartorius-Khalapsina A, Ng W, Richard D. (2021), "Entre traditions et changements: l'économie sociale en Europe depuis le début de la crise économique de 2008", *Management International / International Management / Gestión Internacional*, 25(4):13-39.

### 2. Papers presented at academic conferences (peer-reviewed)

Fossats-Vasselin, V., Sartorius-Khalapsina, A. (2024) "Le management régional des réseaux en Asie", *14th Atlas AFMI annual conference*, Cadi Ayyad University, Marrakesh, 13-15 May.

Sartorius, A. (2022), "The role of corporate headquarters in managing the inter-subsiary interdependencies in the context of international sales activities", *12th Atlas AFMI annual conference*, EDHEC Business School and IAE Nice, Nice, 2-4 May.

Sartorius, A., Mayrhofer, U. (2019), "Inter-subsiary collaboration and business network development", *45th EIBA (European International Business Academy) annual conference*, University of Leeds, Leeds, 13-15 December.

Sartorius, A. (2019), "Le déploiement et la gestion d'un réseau de filiales au sein des ETI", *9th Atlas AFMI (Association Francophone de Management International) annual conference*, University of Fribourg, Fribourg, 17-19 June.

Sartorius, A. (2016), "How do medium-sized companies develop international networks? The case of Gerflor", *6th Atlas AFMI annual conference*, EDHEC Business School and IAE Nice, Nice, 6-8 June.

### 3. Chapters in scholarly books

Sartorius, A. (2021). "How do medium-sized companies develop their business networks on an international scale? The case of Gerflor", in Tournois, N. and Véry, P. (eds.), *Open internationalization strategy*, Routledge, p. 159-178.

Sartorius, A. (2018). "Comment font les moyennes entreprises pour développer leurs réseaux à l'international ? Le cas de Gerflor", in Tournois, N., Véry, P. (eds.), *Internationalisation ouverte*, Vuibert, Paris, p. 157-174.

## Contribution to Practice

2018: Participation in Think Tank “La Fabrique de l’Exportation” (*“PME et ETI en situation de leadership Mondial : quels enjeux spécifiques ?”*)

2016: Co-organizer of one of panels at the workshops "SmartLab PME-ETI" for researchers and practitioners (organized by the COACTIS Research Center and the University of Lyon in partnership with the Auvergne Rhône-Alpes region)

## Teaching and Pedagogical Research

### *Case Studies*

Dominguez, N. and Sartorius, A. (2019), “Baguette Academy, la start-up qui met le pétrin digital à l'international”.