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António José Correia Vieira da Silva

Academic Qualifications

University/Institution	Type	Degree	Period
AESE	Post-graduation	PADE	2011
Cranfield School of Management; Manchester Business School; LSE; LBS	Other type of qualification	Several courses in Management	1999
UNIVERSIDADE CATÓLICA PORTUGUESA - LISBOA	Licentiate	BUSINESS ADMINISTRATION	1985

Teaching Activities

Teaching Year	Sem.	Course Name	Degree(s)	Coord
2022/2023	2º	International Project	Master Degree in International Management;	No
2021/2022	2º	Leadership and Strategic Knowledge		No
2021/2022	2º	International Project	Master Degree in International Management;	No
2020/2021	2º	Leadership and Strategic Knowledge		No
2020/2021	2º	International Project	Master Degree in International Management;	No

2019/2020	2º	Leadership and Strategic Knowledge		No
2019/2020	2º	International Project	Master Degree in International Management;	No

Supervisions

• M.Sc. Dissertations - Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
1	Maria Rita Taborda e Silva Ramires	Business Plan for Innovative Project - Furture	English	Iscte	2023
2	Íris Mártires de Brito	Business Plan for Travel With, a started-up company for a tourism social platform	English	Iscte	2020
3	Sara Vera-Cruz Quintas	Building a successful sales strategy plan for Shiptimize	English	Iscte	2020
4	Ana Catarina Martinho Fernandes	Täupe: Project for a new Portuguese clothing brand inspired by the fashion trends of the 1990s	English	Iscte	2020
5	Kreet Tatrik	Entrepreneurship Ecosystems in the Examples of Portugal and Estonia	English	Iscte	2019
6	Manuel Alegria Couto Portela de Azevedo	Transforming Banking Relationship Management - An in-depth analysis of the determining factors for balanced bank-firm negotiations	English	Iscte	2018
7	Sylvain Rocha Gaspar	Internationalization capacitation of a SME in the dental prosthetics industry: Oralook	English	Iscte	2018
8	Maxime Bollette	Two sides of the same industry: an analysis of the relationship between hotels and online travel agencies.	English	Iscte	2018
9	Elitza Vladimirova Ivanova	How do policy incentives influence the adoption of Electric Vehicles?	English	Iscte	2018
10	Shi Jianhua	The Application of Change Management as a Consultant in a Chinese Enterprise During 2016-2017	English	Iscte	2018
11	Yasser Ibrahim Youssef Gomaa	Leadership and Corruption	English	Iscte	2018
12	Beatriz Pinto Carlos	Vivafit - A Women-Only Fitness Concept Analysis of the Internationalization Process	English	Iscte	2017

13	Sofia Pereira Frazão	The Internationalization to Mexico of a SME Footwear Portuguese Company	English	Iscte	2017
14	Marie-Luise Cierpiol	Development and Application of a Framework for the Creation of a Food Startup in Germany	English	Iscte	2017
15	Eve Alexandra Reyes Pinto Cardoso	Examining the Differences of the Internationalization Strategies of two of the Major Brands in the Smartphone Industry - Apple inc. versus Samsung Electronics	English	Iscte	2017

• M.Sc. Final Projects

- Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
1	Elsie Poser	O-XUM and the Power of Community - Crowdfunding as a Marketing Tool in E-business	English	Iscte	2021
2	Rita Vilhena de Cavalho Magalhães Cunha	Business Plan: Implementation of a school from 1st to 12th grade with integrated arts and sports programs	English	Iscte	2020
3	Svitlana Sorokhan	Business Plan for the Creation and Launch of (L'Fortana), a Fashion Brand for Women	English	Iscte	2019
4	Gonçalo Faustino Claro Maça	?Benfica International Business Plan for Merchandising, specifically related to the Official Jersey?s?	English	Iscte	2018
5	Luciana Martins Ribeiro	Business Plan for the Internationalization of a Portuguese Footwear company to China: Josefinas	English	Iscte	2018
6	Tomás da Rocha de Vasconcelos	FEASIBILITY STUDY FOR NEW INVESTMENTS IN FOOTWEAR PRODUCTION IN BANGLADESHAn International Competitiveness Analysis	English	Iscte	2018
7	Raquel Monção Fernandes Pinheiro da Costa	CIN: Internationalization Strategies of the Insecticide Paint Artiline 3A Mate.	English	Iscte	2017
8	Andreas Bernhard Ehrmann	Internationalization Strategy for a Start Up Company of the Outdoor Industry	English	Iscte	2016
9	Katja Nadine Trost	The Importance of Introducing an Integrated Project Management Approach in Start-Ups	English	Iscte	2015
10	Nuno Tiago Pimenta Ferreira	The Latin American International Management Strategy the Food Industry Case	English	Iscte	2014

11	Andreia Vazão Miguel	Challenges faced by a Portuguese IT company on the decision of entering and competing in international Markets	English	Iscte	2013
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