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## Pedro Miguel dos Santos Moreira



### Academic Qualifications

University/Institution	Type	Degree	Period
ISCTE-IUL - Instituto Superior Ciências Trabalho e da Empresa	PhD	Gestão	2005
ISCTE-IUL - Instituto Superior Ciências Trabalho e da Empresa	M.Sc.	Políticas e Gestão de Recursos Humanos	1997
ISCTE-IUL - Instituto Superior Ciências Trabalho e da Empresa	Licenciante	Organização e Gestão de Empresas	1993

### Teaching Activities

Teaching Year	Sem.	Course Name	Degree(s)	Coord.
2023/2024	1º	Commercial Leadership Management	Specialization Degree in Sales Management; Post Graduation Program in Commercial Direction; Post Graduation Program in Key Account Management; Post Graduation Program in Sales Management;	Yes
2022/2023	2º	Management of Public Institutions	Institutional Degree in ISCTE Business School;	Yes

2022/2023	1°	Commercial Leadership Management	Specialization Degree in Sales Management; Post Graduation Program in Commercial Direction; Post Graduation Program in Key Account Management; Post Graduation Program in Sales Management;	Yes
2021/2022	2°	Management of Public Institutions	Institutional Degree in ISCTE Business School;	Yes
2021/2022	1°	Consumer Behavior		Yes
2021/2022	1°	Commercial Leadership Management	Specialization Degree in Sales Management; Post Graduation Program in Commercial Direction; Post Graduation Program in Key Account Management; Post Graduation Program in Sales Management;	Yes
2020/2021	2°	Organization and Leadership in Public Administration	Master Degree in Public Administration and Policies;	No
2020/2021	2°	Management of Public Institutions	Institutional Degree in ISCTE Business School;	Yes
2020/2021	2°	Leadership and Team Motivation	Post Graduation Program in Top Management in Hospitality and Tourism;	Yes
2020/2021	1°	Consumer Behavior		Yes
2020/2021	1°	Commercial Leadership Management	Specialization Degree in Sales Management; Post Graduation Program in Commercial Direction; Post Graduation Program in Key Account Management; Post Graduation Program in Sales Management;	Yes
2019/2020	2°	Management of Public Institutions	Institutional Degree in ISCTE Business School;	Yes
2019/2020	1°	Consumer Behavior		Yes
2019/2020	1°	Commercial Leadership Management	Specialization Degree in Sales Management; Post Graduation Program in Commercial Direction; Post Graduation Program in Key Account Management; Post Graduation Program in Sales Management;	Yes

## Supervisions

### • M.Sc. Dissertations - Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
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1	Catarina Martins Lopes	Coprodução de Serviços de Saúde e Envolvimento da Comunidade de Dadores de Sangue: Estudo exploratório de mapas cognitivos	Portuguese	ISCTE-IUL	2015
2	João Paulo Pires Batista	O Papel da Gestão de Talentos na Gestão do Conhecimento Organizacional	Portuguese	ISCTE-IUL	2014

## • M.Sc. Final Projects

### - Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
1	Helena Isabel Guerreiro da Costa Lopes	A influência dos Blogs na Opinião dos Consumidores	Portuguese	ISCTE-IUL	2012
2	Paula Sofia Fernandes Martins	Cultura Organizacional em Contexto de Mudança	Portuguese	ISCTE-IUL	2012
3	Pedro Jorge Santos Mendes	Que Estratégia para Enfrentar a Progressão de Marcas próprias do Distribuidor? Caso Sumol-Compal.	Portuguese	ISCTE-IUL	2010
4	Edna Marisa Salvador Narciso	Modelo de Comunicação Corporativa no OPART, EPE: Definição Estratégica e Implementação Operacional.	Portuguese	ISCTE-IUL	2009

## Total Citations

Web of Science®	11
Scopus	3

## Publications

### • Scientific Journals

#### - Scientific journal paper

1	<p>Moreira, P. (2008). Characterising human resources management practices in Portugal: an empirical analysis. <i>International Journal of Human Resource Management</i>. 19 (10), 1864-1880</p> <p>- Times Cited Web of Science®: 11</p> <p>- Times Cited Scopus: 3</p>
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