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### Academic Positions

- 2018– **University College Dublin, Michael Smurfit Graduate Business School, Ireland**  
*Assistant Professor of Operations Management*
- 2016–2018 **University of Virginia, Darden School of Business, USA**  
*Post-doctoral Research Fellow, supported by the Batten Institute*

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### Education

- 2011–2016 **INSEAD, France and Singapore**  
Ph.D., M.Sc. in *Management, Technology and Operations Management Area*  
Dissertation: Incentive Design of On-Demand Marketplaces for Service and Innovation  
Advisors: Serguei Netessine and Karan Girotra
- 2005–2011 **National Technical University of Athens (NTUA), Greece**  
2-year M.Sc. *summa cum laude* in *Financial Engineering*  
5-year Diploma (M.Eng. equivalent) *summa cum laude* in *Applied Mathematics and Physical Sciences*  
Thesis: Probabilistic Solutions of Partial Differential Equations and their Path Integral Representation: Applications in Stochastic Interest Rate Modeling  
Advisors: Vassilis G. Papanicolaou and Themistocles M. Rassias

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### Research Interests

Design of systems with endogenous entry and applications in innovation and service management

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### Under Review/Revision

- [P1] Stouras, Konstantinos I., Sanjiv Erat and Kenneth C. Lichtendahl Jr., **Prizes on Crowdsourcing Platforms: An Equilibrium Analysis of Competing Contests**, 2019
- [P2] Stouras, Konstantinos I., Jeremy Hutchison-Krupat and Raul O. Chao, **The Role of Participation in Innovation Contests**, 2019 (*Major revision* invited)

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### Working Papers

- [P3] Konstantinos I. Stouras, **Product Support Forums: Customers as Partners in the Service Delivery**, 2016
- [P4] Stouras, Konstantinos I., Serguei Netessine and Karan Girotra, **First Ranked First To Serve: Strategic Agents in a Service Contest**, 2016

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### Other Research

- [P5] Konstantinos I. Stouras, **Crowdsourcing Contests with Incomplete Information and Evaluation Uncertainty**, *Cambridge Area Economics and Computation Conference (CAEC)*, Microsoft Research, New England, 2017.

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### In Preparation

Erat, Sanjiv and Konstantinos I. Stouras, **Contests, Solvers and a Platform**

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## Awards and Honors

### Research

- 2018 *Finalist for Best Dissertation Award*, INFORMS Technology, Innovation Management and Entrepreneurship (TIMES) Section

### Grants

- 2018–2019 Batten Institute for Entrepreneurship and Innovation, \$10,000 Research Grant on “Dueling Crowdsourcing Contests”, The Darden School, University of Virginia (joint with K.C. Lichtendahl and S. Erat, UC San Diego, Rady)
- 2016–2018 *Research Fellowship*, Batten Institute for Entrepreneurship and Innovation, The Darden School, University of Virginia (\$150,000 incl. travel budget)

### Teaching

- 2013–2014 Winner of *Deans’ Commendation for Excellence in MBA Teaching*, INSEAD (Annual award to top three PhD Students across Departments and Campuses in France and Singapore)

### Student

- 2011–2016 *INSEAD Doctoral Fellowship* for Management Research (€135,000 incl. travel budget)
- 2015 Part of Winning Team, “Hack4Insead”, Data Analytics Competition, INSEAD
- 2010 *Salutatorian*, School of Applied Mathematics and Physical Sciences, NTUA
- 2009 *Thomaideio Foundation Award*, awarded to the best Undergraduate Student, School of Applied Mathematics and Physical Sciences, NTUA
- 2006–2008 *Awards for Academic Excellence*, National Scholarships Foundation of Greece (IKY)

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## Invited Seminars and Presentations

- 2019 University College London, Revenue Management & Pricing Conference (Stanford University)
- 2018 University of Toronto, Product and Service Innovation (University of Utah, David Eccles School of Business), UCD Michael Smurfit GSB, NU GSB
- 2017 Marketplace Innovation (Stanford University), Microsoft Research (New England), Rutgers University, Frankfurt School of Finance & Management, Koç University GSB
- 2016 University of Virginia (Darden School of Business), Washington University in St. Louis (Olin Business School), HEC Paris, City University Hong Kong (College of Business), Kühne Logistics University
- MSOM Singapore (2019), Chapel Hill (2017), Seattle (2014), Fontainebleau (2013)
- INFORMS Seattle (2019), Phoenix (2018), Houston (2017), Nashville (2016), Philadelphia (2015), San Francisco (2014), Minneapolis (2013)

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## Teaching Experience

**Teaching interests:** Operations Management, Business Model Transformation, Marketplace Design, Innovation, Project Management

- 2019– **Instructor**, Operations, Innovation and Management, *MBA Core course*, **UCD Smurfit**
- Teaching Evaluations:** 4.5 (2019); 0 - 5 Scale,  $n_{\text{sample}} = 22$ ,  $N_{\text{population}} = 31$ . Evaluations and video lectures available upon request.
- 2017–2018 TA, Business Analytics, *MBA Elective*, **Darden**: MBA Projects in R, Python and MySQL
- 2016–2018 Operations Management, *MBA Core course*, **Darden**: Attended MBA lectures taught using the “Case Method”

- 2015, 2014 **Beer Game Instructor**, *Executive Education Program*, INSEAD
- 2012–2016 **Teaching Fellow**, Operations Management, *MBA Core course*, INSEAD
- Prepared and delivered 5x5x2 lectures, and designed the Operations Management exams for 5 INSEAD MBA promotions. Class size: 100+ INSEAD MBA Students per lecture.
- Teaching Evaluations:** 4.7 (2016), 4.5 (2015), 4.7 (2014), 4.7 (2014), 4.3 (2012); 0 - 5 Scale,  $n_{sample} \simeq 140$ ,  $N_{population} \simeq 300$  for each evaluation. Evaluations and video lectures available upon request.

## Teaching Materials

### Case studies

All cases are available by Harvard Business Publishing and are accompanied by a detailed Teaching Note and Excel Sheet.

- [T1] Goldberg, Rebecca, Ozlem Yildiz, Konstantinos I. Stouras and Elliott N. Weiss, **GidaTez: Grocery Delivery in Turkey**, *Darden Business School Case*, forthcoming, 2019.
- [T2] Stouras, Konstantinos I., Karan Girotra and Serguei Netessine, **LiveOps Inc.: The Contact Centre Reinvented**, *INSEAD Business School Case 6097*, October 2014. (Case used in the OM MBA Core Course at INSEAD, and MBA electives at New York University and Baruch College; see [cases.insead.edu/LiveOps](http://cases.insead.edu/LiveOps))

### Research notes

- [T3] Stouras, Konstantinos I., **An Introduction to Crowdsourcing Contests and Procurement Auctions**. (Ph.D. class notes in preparation)

## Relevant Professional Experience

- 2014– **Founder and CTO**, *OperationsAcademia.org*
- A platform to match supply with demand in the Academic Job Market of Operations. More than 500k global visitors so far and 200+ views on a daily basis.
- 2015–2017 **Consultant**, *Voiro.com* (online marketplace of video professionals), Bangalore, India.
- Contributed to the growth of the marketplace by sharing academic expertise.
- 2014 **Industrial Excellence Best Factory in Europe Competition**, France
- Audited the factories of L’Oreal, Rambouillet, France and Bosch, Rodez, France (with Prof. Stephen Chick and Prof. Enver Yücesan).
- 2010–2011 **Actuary**, *Prudential*, Athens, Greece
- Analyzed a private Defined Contribution pension fund of appr. 6M accounts and provided recommendations to the Greek Supervisory Committee of Occupational Insurance.

## Service

### Academic Community

Reviewer: *ACM Conference on Economics and Computation (EC)*, *Management Science*, *Manufacturing & Service Operations Management*, *Production and Operations Management*

Judge: *INFORMS TIMES Best Working Paper Award* (2018)

- 2017– Board Member: Technology, Innovation Management and Entrepreneurship Section (TIMES) of INFORMS.
- 2014– *OperationsAcademia.org*: Annual Job Market Survey in Operations, jobs, candidates and placements.

### School

- 2019– Research seminars organizer

PhD Student advising: Sidica Tunc (UCL, PhD Committee Member, 2021 expect.)

MBA Internship advisor (in random order): Milka Omukuba, Paul Deegan, Arunima De, Colm Garrick, Luzi Wen, Richard Morris, Arnab Roy, Ankita Aggarwal (Summer 2019)

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## Miscellaneous

Computer skills	Java, R, Python, SQL, Excel (VBA and @Risk)
Languages	Greek (native), English (fluent), German (intermediate), French (basic)
Hobbies and General Interests	Professional Water Polo player: Half Moon Ireland (2018–), Nireas Chalandriou Greece (1999–2007); Traveling/Culture, Coding, Cooking