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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., **When Contests Compete: Equilibrium Rewards on Crowdsourcing Platforms**, 2019
- [P2] Stouras, Konstantinos I., Jeremy Hutchison-Krupat and Raul O. Chao, **The Role of Participation in Innovation Contests**, 2019 (under 2nd round of review)

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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, Singapore University of Technology and Design, 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.

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## Case Studies and Teaching Materials

- [T1] Stouras, Konstantinos I., **An Introduction to Crowdsourcing Contests and Procurement Auctions**. (Ph.D. class notes in preparation)
- [T2] Goldberg, Rebecca, Ozlem Yildiz, Konstantinos I. Stouras and Elliott N. Weiss, **GidaTez: Grocery Delivery in Turkey**, *Darden Business School Case and Teaching Note*, forthcoming, 2019.
- [T3] Stouras, Konstantinos I., Karan Girotra and Serguei Netessine, **LiveOps Inc.: The Contact Centre Reinvented**, *INSEAD Business School Case 6097*, October 2014. (Case and Teaching Note available at Harvard Business Publishing and 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))

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## 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.

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## 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