Konstantinos I. Stouras

Curriculum Vitæ

UCD Smurfit Business School
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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

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 Physics*
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

Research Interests

Design of markets with endogenous entry and applications in innovation, services, transportation and retail.

Research

Journal Papers

[J1] K. I. Stouras, S. Erat and K. C. Lichtendahl Jr., *An Equilibrium Analysis of Competing Contests on Crowdsourcing Platforms*, v1: August 2020; v2 (current): December 2020, Revise and Resubmit (v1): **Management Science**.

[J2] K. I. Stouras, J. Hutchison-Krupat and R. O. Chao, *The Role of Participation in Innovation Contests*, v1: February 2017; v4 (current): December 2020, Minor revision (v3): **Management Science**.

Peer-Reviewed Conference Proceedings

[CP1] K. I. Stouras, S. Erat and K. C. Lichtendahl Jr., *Prizes on Crowdsourcing Platforms: An Equilibrium Analysis of Competing Contests*, **Proceedings of the 21st ACM Conference on Economics and Computation (EC'20)**, 2020. (Acceptance rate: 20% out of 491 submissions)

[CP2] K. I. Stouras, *Crowdsourcing Contests with Incomplete Information and Evaluation Uncertainty*, **Cambridge Area Economics and Computation Conference (CAEC'17)**, Microsoft Research, New England, 2017.

Selected Research in Progress

[WP1] K. I. Stouras et al., *Market thickness and coordination in on-demand service platforms: Theory and experiments*, v1 (current): December 2020.

[WP2] P. D. Sargenti and K. I. Stouras, *Optimal Pool Structure in Parallel Delegated Search*, v1 (current): July 2020.

[WP3] A. D. Frazelle and K. I. Stouras, *Managing a Question-and-Answer Forum*, v1: November 2016; v2 (current): February 2020.

Awards and Honors

Grants

2020   Research Grant on "Market thickness and coordination in on-demand service platforms: Theory and experiments", UCD Michael Smurfit Graduate Business School

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

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

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)

Invited Seminars and Presentations

2020   The 21st ACM Conference on Economics and Computation (EC'20)

2019   Revenue Management & Pricing Conference (Stanford University), University College London

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)

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** (out of 5): **4.5** (2019).
2020	**Instructor**, *Supply Chain Analytics*, M.Sc. Core course, **Trinity Business School, Trinity College** **Teaching Evaluations** (out of 5): **4.6** (2020).
2017–2018	TA, *Business Analytics*, MBA Elective, **Darden**: MBA Projects in R, Python and MySQL
2015, 2014	**Beer Game Instructor**, *Executive Education Program*, **INSEAD**
2012–2016	**Teaching Fellow**, *Managing Operations*, MBA Core course, **INSEAD** Prepared and delivered 5x5x2 lectures (100+ INSEAD MBAs per lecture). **Teaching Evaluations** (out of 5): **4.7** (2016), **4.5** (2015), **4.7** (2014), **4.7** (2014), **4.3** (2012).

Teaching Materials

Case studies

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

[T1] R. Goldberg, K. I. Stouras, O. Yildiz and E. N. Weiss, **GidaExpress: Grocery Delivery in Turkey**, *Darden Business School Case OM-1635*, December 2019.

[T2] K. I. Stouras, K. Girotra and S. 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`)

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*, Bangalore, India. Data-driven, ad revenue management.
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

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
2020, 2018	*Judge*: INFORMS TIMES Best Working Paper Award
	Reviewer: ACM Conference on Economics and Computation (EC), Management Science, Manufacturing & Service Operations Management, Production and Operations Management

(External) Student Supervision

Ph.D. Thesis Committee Member: Sidika Tunc-Candogan (University College London, PhD Committee Member, expected 2022)

M.Sc. Thesis Advisor: Chun-Chang Chen, Amerendra Daulat, Xutong Pan, Isha Raskar (Trinity Business School 2020)

UCD, Michael Smurfit Graduate Business School

2019–	*Organizer*, Operations Seminar Series
2019–	*MBA Internship advisor*: Milka Omukuba, Paul Deegan, Arunima De, Colm Garrick, Luzi Wen, Richard Morris, Arnab Roy, Ankita Aggarwal
2020–	*Consulting projects*: DHL Ireland (Supply Chain Analytics post-Brexit)

Miscellaneous

Computer skills	Java, R, Python, SQL, Excel (VBA and @Risk)
Languages	Greek (native), English (fluent), German (intermediate), French (basic)
Hobbies and general interests	Semi-professional Water Polo player: Half Moon Ireland (2018–2020), Nireas Chalandriou Greece (1999–2007); Traveling/Culture, Coding, Cooking
Work eligibility	EU citizen; Former H-1B US Visa holder (9/2016-9/2018)
Military service	Artillery soldier, Greek Armed Forces (completed in 2020)
Family status	Married with one daughter

References

Serguei Netessine (Ph.D. advisor)
Amazon Scholar, Core AI Unit
Amazon.com, and

Vice Dean for Global Initiatives
Dhirumbai Ambani Professor of Entrepreneurship and Innovation
Professor of Operations, Information and Decisions
University of Pennsylvania, Wharton
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Sanjiv Erat
Associate Professor of Innovation, Technology and Operations
University of California San Diego, Rady
serat@ucsd.edu

Nikolaos Karianakis
Principal Researcher in Cloud & AI
Microsoft
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Kenneth C. Lichtendahl Jr.
Data Scientist, Operations Data Science
Google, and

Eleanor F. and Phillip G. Rust Chair
Associate Professor of Decision Sciences
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