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 (with tenure), Department of Management
Subject Area Coordinator, Project Management (Singapore, Sri Lanka, Hong Kong)

2016–2018 **University of Virginia, Darden School of Business**, USA
Batten Scholar in Innovation, Technology and Operations

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 (Wharton UPenn) and Karan Girotra (Cornell)

2005–2011 **National Technical University of Athens (EMΠ)**, 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

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Research and Teaching Interests

Research: Theory and Experiments on **crowdsourcing** and **platform design,** and applications in innovation, services, transportation and retail.

Teaching: Project Management; Operations and Supply Chain Management; Business Analytics; Platform Strategy; Business Model Transformation

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Research

Under Review and Working Papers

[WP1] S. Erat, J. Somasundaram, K. I. Stouras, *Efficiency and Equity in Repeated Entry Games*, v1 (current): July 2024, submitted.

Journal Publications

[J1] K. I. Stouras, S. Erat, K. C. Lichtendahl Jr., *Dueling Contests and Platform's Coordinating Role*, **Management Science**, 2024.

[J2] K. I. Stouras, J. Hutchison-Krupat, R. O. Chao, *The Role of Participation in Innovation Contests*, **Management Science**, 68(6):4135-4150, 2021.

Peer-Reviewed Conference Proceedings

[CP1] K. I. Stouras, S. Erat, 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 Private Types and Evaluation Uncertainty*, **Proceedings of The 3rd Cambridge Area Economics and Computation Conference (CAEC'17)**, Microsoft Research, New England, 2017.

Awards and Honors

Research

2022   3rd place (out of 46 submissions), *INFORMS TIMES Best Working Paper Competition*, "Dueling Contests and Platform's Coordinating Role"

2022   **INFORMS TIMES Paper of the Month**, "The Role of Participation in Innovation Contests"

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   **Research Grant** on "Dueling Crowdsourcing Contests", The Darden School, University of Virginia

2016–2018   **Research Fellowship**, Batten Institute for Entrepreneurship and Innovation, The Darden School, University of Virginia ($150,000)

Teaching

2024   **Dean's List of Outstanding Teachers**, UCD College of Business

2022   **Dean's List of Outstanding Teachers**, UCD College of Business

2022, 2024   Nominee for College-level *Teaching Excellence Award*, UCD College of Business (biennial award chosen among 110+ faculty)

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

Service

2024   **Distinguished Service Award**, INFORMS Technology, Innovation, Management and Entrepreneurship (TIME) Section

Student

2018   2nd prize, **INFORMS TIMES Best Dissertation Award**

2011–2016   **INSEAD Doctoral Fellowship** for Management Research (€135,000)

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

2025   UCD Smurfit Faculty Teaching Insights Seminar; UCD Equality Studies Centre Research Seminar; Product Innovation and Technology Management (PITM) College of POMS (online)

2024   University of Cambridge – Judge Business School

2023   European Technology and Operations Seminar Series

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 Conference (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	Phoenix (2023), Indianapolis (2022), Seattle (2019), Phoenix (2018), Houston (2017), Nashville (2016), Philadelphia (2015), San Francisco (2014), Minneapolis (2013)

Teaching Experience

UCD Smurfit

2019– **Instructor**, *BMGT41040: Operations, Innovation and Management*, MBA Core course
Avg. Teaching Evaluations (out of 5): **4.9** (2024); **4.9** (2023); **4.6** (2022); **5.0** (2019).

2024– **Instructor**, *BMGT45540: Project Management*, Master in Management Core course
Avg. Teaching Evaluations (out of 5): **4.6**, **4.5** (2024).

2024– **Instructor**, *BMGT43690: Performance Management*, M.Sc. in Accounting Core course
Avg. Teaching Evaluations (out of 5): **4.9**, **4.8** (2024).

2018–2023 **Instructor**, *BMGT20150: Sustainable Operations & Supply Chain Management*, Undergraduate Core course
Avg. Teaching Evaluations (out of 5): **4.3** (2021), **4.2** (2020), **4.1** (2019).

2019– **Instructor** of several elective courses on Supply Chain, Logistics, Business Analytics and Marketplaces (details upon request), **UCD (Singapore Campus)**

University of Virginia, Darden Business School

2017–2018 TA, *Business Analytics*, MBA Elective: MBA Projects in R and Python

INSEAD

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).
Avg. 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.com: 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)

Professional Experience

2015–   **Consulting Engagements**
BVLGARI (Luxury Goods Logistics; 2021), *Lidl Stiftung & Co. KG* (Retail Analytics; 2021), *DHL* (Supply Chain Analytics post-Brexit; 2019-2020), *Voiro.com* (Data-driven ad revenue management; 2015-2017)

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.

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–   *VP of Growth*: Technology, Innovation Management and Entrepreneurship Section (TIMES) of INFORMS

2022–   *Board Member*: POMS College of Product Innovation and Technology Management (PITM)

2023–2024   *Committee Member*: Diversity, Equity and Inclusion (DEI) of Revenue Management and Pricing (RMP) Section of INFORMS

2014–   *OperationsAcademia.org*: Annual Job Market Survey in Operations, job postings, candidates and placements. Trusted by 200+ universities around the world, and used by hundreds of candidates in searching for academic jobs in Operations efficiently and without paywalls. Received funding from University College London in 2023 and from the MSOM Society of INFORMS in 2024.

2018–   *Judge*: MSOM SIG (7), INFORMS Behavioral Operations (1), INFORMS TIMES Best Working Paper Award (4), POM PITM Student Paper Competition (2)

Reviewer (77 papers as of November 2024): ACM Conference on Economics and Computation (3), Management Science (10), Operations Research (3), Games and Economic Behavior (1), Manufacturing & Service Operations Management (11), Production and Operations Management (9), Other Journals/Conferences (40)

(External) Student Supervision

2021–   *Ph.D. Thesis Committee Member*: Pranadharthiharan Narayanan (IE Business School → Nova School of Business and Economics, 2023), Sidika Tunc-Candogan (UCL → NUS Business School, 2022), Sreyaa Guha (IE Business School → Nova School of Business and Economics, 2021)

2020–2023   *M.Sc. Thesis Advisor* (21 Theses)

UCD, Michael Smurfit Graduate Business School

2021–   Project Management *Subject Area Coordinator* (Singapore, Sri Lanka and Hong Kong)

2021–2023   *Teaching Mentor* for Dr. Heletje van Staden

2018–2020   *Organizer*, Operations Research Seminar Series

2019–	*MBA Capstone Advisor* (in random order): Emer Walshe, Ricardo Cervi, Ke Chen, Hamzah Hassan, Sumit Madan, Ridhi Malani, Milka Omukuba, Paul Deegan, Arunima De, Colm Garrick, Luzi Wen, Richard Morris, Arnab Roy, Ankita Aggarwal, Swapnil Kumar, Caitrin O'Leary, Radhika Verma, Emily Merlino
2021–	*M.Sc. Thesis Advisor*: Rebecca Hammer, Jeroen Mudde

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–), Nireas Chalandriou Greece (1999–2007); Traveling/Culture, Coding, Cooking
Work eligibility	EU citizen; Former H-1B US Visa holder (2016-2018)
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

Senior Vice Dean for Innovation and Global Initiatives
Dhirubhai Ambani Professor of Innovation and Entrepreneurship
Professor of Operations, Information and Decisions
University of Pennsylvania, Wharton
netessin@wharton.upenn.edu

Georgia Perakis (external)
William F. Pounds Professor of Management
Professor, Operations Research and Statistics
MIT Sloan School of Management
EMBA Faculty Director
Co-Director, Operations Research Center
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Sanjiv Erat (collaborator)
Associate Professor
Innovation, Technology and Operations
University of California, San Diego
Rady School of Management
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Jeremy Hutchison-Krupat (collaborator)
Associate Professor
Innovation and Operations Management
University of Cambridge
Judge Business School
j.hutchisonkrupat@jbs.cam.ac.uk

Nikolaos Karianakis (collaborator)
Principal Research Manager
Mixed Reality, Cloud & AI
Microsoft
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Casey Lichtendahl Jr. (collaborator)
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Operations Data Science
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