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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

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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 (Wharton UPenn) and Karan Girotra (Cornell)
- 2005–2011 **National Technical University of Athens (EMII)**, 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 (Feb 2025); v2 (current): Revision invited, *Journal of Economic Behavior and Organization*.

### Journal Publications

- [J1] K. I. Stouras, S. Erat, K. C. Lichtendahl Jr., *Dueling Contests and Platform's Coordinating Role*, **Management Science**, 71(2):1488-1503, 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.

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## Awards and Honors

### *Service*

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

### *Research*

- 2025 **INFORMS TIMES Paper of the Month**, “Dueling Contests and Platform’s Coordinating Role”
- 2022 3<sup>rd</sup> 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)

### *Student*

- 2018 2<sup>nd</sup> 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)

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## Invited Seminars and Presentations

- 2025 London Business School (MSOM Conference); UCD Smurfit Faculty Teaching Insights Seminar; UCD Equality Studies Centre Research Seminar; Product Innovation and Technology Management (PITM) College of POMS; National Technical University of Athens (SEMFE NTUA) Alumni
- 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 London (2025), 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)

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## Teaching Experience

### UCD Smurfit

- 2025 **Digital Badge** in *Universal Design for Teaching & Learning*
- 2019– **Instructor**, BMGT41040: *Operations, Innovation and Management*, MBA Core course  
*Avg. Teaching Evaluations* (out of 5): **4.4** (2025); **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: *Managing Performance*, 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).

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## 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](http://cases.insead.edu/LiveOps))

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## 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.

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## Service

### UCD, Michael Smurfit Graduate Business School

2025– DBS/BBS *Programme Coordinator*, UCD Global Campus

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, Jake Boland, 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, Kaushik Mattu, Laura Thepenier, Florian Höfener, Filip Vukčević

2021– *M.Sc. Thesis Advisor*: Rebecca Hammer, Jeroen Mudde

### Academic Community

2025 *Co-Chair*: PITM Best Student Paper Competition

2026– *Vice President of Membership and Communications*: Technology, Innovation Management and Entrepreneurship Section (TIMES) of INFORMS

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

- 2017–2025 *VP of Growth: Technology, Innovation Management and Entrepreneurship Section (TIMES) of INFORMS*
- 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 unique papers (each with multiple rounds) as of July 2025): 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: Pranadharthi Naranjan (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)*

## Miscellaneous

Computer skills	RAG/CAG systems, OpenAI API integration, Java, R, Python, SQL
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 two children

## 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  
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### Georgia Perakis (external)

William F. Pounds Professor of Management  
Professor, Operations Research and Statistics  
MIT Sloan School of Management  
EMBA Faculty Director  
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**Sanjiv Erat (collaborator)**

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