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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 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 Interests

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

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### Research

#### Published and Accepted Papers

- [1] K. I. Stouras, J. Hutchison-Krupat and R. O. Chao, *The Role of Participation in Innovation Contests*, Forthcoming in **Management Science**, 2021.

#### Peer-Reviewed Conference Proceedings

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

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### Under Review and Working Papers

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

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

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

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## 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)

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## 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)

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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** (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).

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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 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))

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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*, 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.

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## 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)

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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	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

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## **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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### **Nikolaos Karianakis**

Principal Researcher in Cloud & AI  
Microsoft  
nikarian@microsoft.com

### **Sanjiv Erat**

Associate Professor  
Innovation, Technology and Operations  
University of California San Diego,  
Rady  
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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  
University of Virginia, Darden  
lichtendahlc@darden.virginia.edu