Konstantinos I. Stouras

Curriculum Vitæ

UCD Smurfit Business School
Office No. N211A
Carysfort Ave, Blackrock, IRL
www.stouras.com

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 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

Research Interests

Design of systems with endogenous entry and applications in innovation and service management

Under Review/Revision

[P1] K. I. Stouras, S. Erat and K. C. Lichtendahl Jr., *Prizes on Crowdsourcing Platforms: An Equilibrium Analysis of Competing Contests*, v1 (current): November 2019.

[P2] K. I. Stouras, J. Hutchison-Krupat and R. O. Chao, *The Role of Participation in Innovation Contests*, v1: February 2017; v2 (current): August 2019 (Major revision in **Management Science**)

Working Papers

[P3] K. I. Stouras, *Product Support Forums: Customers as Partners in the Service Delivery*, v1 (current): November 2016.

[P4] K. I. Stouras, S. Netessine and K. Girotra, *First Ranked First To Serve: Strategic Agents in a Service Contest*, v1: November 2015; v2 (current): May 2017.

Other Research

[P5] K. I. Stouras, *Crowdsourcing Contests with Incomplete Information and Evaluation Uncertainty*, Cambridge Area Economics and Computation Conference (**CAEC**), Microsoft Research, New England, 2017.

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)

Invited Seminars and Presentations

2019   University College London, 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)

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).

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** |

2012–2016 **Teaching Fellow**, Operations Management, *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 Publishing and are accompanied by a detailed Teaching Note and Excel Sheet.

[T1] R. Goldberg, O. Yildiz, K. I. Stouras and E. N. Weiss, **GidaTez: Grocery Delivery in Turkey**, *Darden Business School Case*, forthcoming, 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* (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.

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– Organizer of UCD Operations Management Research Seminars

Ph.D. Thesis Committee Member: Sidica Tunc (UCL, PhD Committee Member, expected 2021)

MBA Internship advisor (in random order): Milka Omukuba, Paul Deegan, Arunima De, Colm Garrick, Luzi Wen, Richard Morris, Arnab Roy, Ankita Aggarwal (Summer 2019)

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