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### Academic Positions

- 2018– **University College Dublin, Michael Smurfit Graduate Business School**, Ireland  
*Assistant Professor* of Operations Management  
*Subject Area Coordinator*, Project Management (Singapore, Sri Lanka and Hong Kong)
- 2016–2018 **University of Virginia, Darden School of Business**, USA  
*Batten Scholar* in Innovation and Operations Management

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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 Interests

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

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### Research

#### Journal Publications

- [J1] K. I. Stouras, J. Hutchison-Krupat, R. O. Chao, *The Role of Participation in Innovation Contests*, **Management Science**, 68(6):4135-4150, 2022.

#### 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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### Under Review and Working Papers

- K. I. Stouras, S. Erat, K. C. Lichtendahl Jr., *Dueling Contests and Platform's Coordinating Role*, v3 (current): June 2023: **Management Science** (Under 3rd Round of Review).
- J. Somasundaram, K. I. Stouras, S. Erat, *Equal distribution can make resource allocation more fair, more efficient, and more diverse*, v1 (current): April 2022.

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

### Research

- 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 Batten Institute for Entrepreneurship and Innovation, \$10,000 Research Grant on “Dueling Crowdsourcing Contests”, The Darden School, University of Virginia (joint with S. Erat, UC San Diego, Rady and K.C. Lichtendahl, Darden)
- 2016–2018 *Research Fellowship*, Batten Institute for Entrepreneurship and Innovation, The Darden School, University of Virginia (\$150,000 incl. travel budget)

### Teaching

- 2022 *Dean’s List of Outstanding Teachers*, UCD College of Business
- 2021–2022 Finalist, *Teaching Excellence Award*, UCD College of Business (biennial award chosen among 204+ faculty)
- 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 2<sup>nd</sup> prize, *INFORMS TIMES Best Dissertation Award*
- 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 Indianapolis (2022), Online (2020-2021), Seattle (2019), Phoenix (2018), Houston (2017), Nashville (2016), Philadelphia (2015), San Francisco (2014), Minneapolis (2013)

## Teaching Experience

**Teaching interests:** Operations Management, Project Management, Analytics, Business Model Transformation, Marketplace Design, Innovation

- 2023– **Instructor**, *Project Management*, M.Sc. course, **UCD Smurfit**
- 2019– **Instructor**, *Operations, Innovation and Management*, MBA Core course, **UCD Smurfit**  
Average Teaching Evaluations (out of 5): **4.6** (2022); **5.0** (2019).
- 2019– **Instructor** of several elective courses on Supply Chain, Logistics, Business Analytics and Marketplaces (details upon request), **UCD (Singapore Campus)**
- 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).  
Average 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](https://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.

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## Service

### Academic Community

- 2023– *Committee Member*: Diversity, Equity and Inclusion (DEI) of Revenue Management and Pricing (RMP) section of INFORMS
- 2017– *Board Member*: Technology, Innovation Management and Entrepreneurship Section (TIMES) of INFORMS
- 2022– *VP of Communication*: POMS College of Product Innovation and Technology Management (PITM)
- 2014– *OperationsAcademia.org*: Annual Job Market Survey in Operations, jobs, candidates and placements
- 2018– *Judge*: MSOM SIG (2), INFORMS Behavioral Operations (1), INFORMS TIMES Best Working Paper Award (4), POM PITM Student Paper Competition (2)
- Reviewer* (70 papers as of June 2023): ACM Conference on Economics and Computation (3), Management Science (9), Operations Research (3), Games and Economic Behavior (1), Manufacturing & Service Operations Management (9), Production and Operations Management (9), MSOM Conference SIG (1), Other Journals (35)

### (External) Student Supervision

- 2021– *Ph.D. Thesis Committee Member*: Sreyaa Guha (IE Business School → Nova School of Business and Economics, 2021), Sidika Tunc-Candogan (UCL → NUS Business School, 2022), Pranadharthi Naranayan (IE Business School → Nova School of Business and Economics, 2023)
- 2020– *M.Sc. Thesis Advisor*: Chun-Chang Chen, Amerendra Daulat, Xutong Pan, Isha Raskar, Karthik Ker, Langxu Fan, Shyam Mohan

### 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
- 2019– *Organizer*, Operations Research Seminar Series
- 2019– *MBA Internship Advisor*: Ricardo Cervi, Hamzah Hassan, Sumit Madan, Ke Chen, Milka Omukuba, Paul Deegan, Arunima De, Colm Garrick, Luzi Wen, Richard Morris, Arnab Roy, Ankita Aggarwal
- 2021– *M.Sc. Thesis Advisor*: Rebecca Hammer, Jeroen Mudde

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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 (2016-2018)
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  
Senior Vice Dean for Innovation and  
Global Initiatives  
Dhirubhai Ambani Professor of Innovation  
and Entrepreneurship  
Professor of Operations, Information  
and Decisions  
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**Sanjiv Erat (collaborator)**

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**Georgia Perakis**

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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**Jeremy Hutchison-Krupat (collaborator)**

Associate Professor  
Innovation and Operations Management  
University of Cambridge  
Judge Business School  
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**Kenneth C. Lichtendahl Jr. (collaborator)**

Data Scientist, Operations Data Science  
Google, and  
Eleanor F. and Phillip G. Rust Chair  
Associate Professor of Decision Sciences  
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