

Academic Vitae

NAME: Gregory P. Prastacos

PRESENT UNIVERSITY POSITION AND DEPARTMENT: Dean of the Wesley J. Howe
School of Technology Management at Stevens

EDUCATION

Doctor of Philosophy (Ph.D.), 1977

Columbia University (USA)

Major: Operations Research

Master of Science (MS), 1973

Columbia University (USA)

Major: Computer Science

Bachelor of Science (MS), 1972

Columbia University (USA)

Major: Computer Science

GENERAL WORK EXPERIENCE

1977-1978: Adjunct Assistant Professor, Columbia University, Graduate School of
Business

1978-1983: Assistant Professor of Decision Sciences , The Wharton School, University of
Pennsylvania. During the year 1981-82, while on leave, promotion to tenure
was approved by the department

1981-2011: The Athens University of Economics and Business

2007-2011: Rector of The Athens University of Economics and Business

1999-2011: Founding Director of the MBA International Program

2000-2011: Founding Director of the Management Science Research Laboratory

1997-1999: Chairman of the Marketing and Management Science Department

1997-1999: Vice-Chairman of the University Research Center ()

1981-present: Professor of Management Science

1986-1987: University of Paris IX-Dauphine, Laboratoire LAMSADE, France
Visiting Professor of Decision Sciences

1983-2011: Short-term Visiting positions at various Universities in Switzerland, France, Spain, India, and China.

2011-present: Dean of the Wesley J. Howe School of Technology Management at Stevens

RESEARCH INTERESTS

Management Science, Information Technology, and their use for Business Transformation in the Information Society

TEACHING INTERESTS

Management Science, Managerial Decision Making, Strategic Decision Making, Supply Chain Management, Balanced Scorecard Strategy, Statistics, Management Information Systems, Decision Support Systems, Stochastic Models in Operations Research Optimization Models in Supply Chain Management.

RESEARCH PROJECTS

Development and implementation of Computer-Integrating-Manufacturing modules for the clothing industry (European Commission (EC) -DG XII: Science, Research and Development, 1988-90).

Case study analysis of the vulnerability of Information Systems in the banking and health sectors of Greece, Italy and France. (EC - DG XII: Science, Research and Development, 1989-91).

Reengineering of processes, development of information systems prototypes, and regional organizational transformation for the European blood industry. (EC - DG V: Employment, Industrial Relations, Social Affairs, 1990-93).

Development and analysis of alternative scenaria on blood self-sufficiency in Europe (EC - DG V: Employment, Industrial Relations, Social Affairs, 1996-97).

Evaluation, feasibility study and strategy recommendation for the development of management training and management research in Lithuania (EC -.DG I: External Relations, 1995-96).

Development of technologies for flexible production groups in the clothing industry. Evaluator for the European Commission (EC - DG XII: Science, Research and Development, 1994-95).

Development of innovative measures for the introduction of long-term unemployed in the labor market. Evaluator for the European Commission (EC - DG XVI: Regional Policy, 1996-97).

Identification of the impact of Information Society on Management and Organizations, and development of the MBA curriculum on and for the Information Society (EC - DG III: Industry, 1996-98).

Development of tools for fast development of executive information systems (General Secretariat of Research & Technology, 1996-98).

Evaluation of the socio-economic impact of the Community Framework Program (EC - DG Research, 2001-02).

Evaluating scenarios of development of the various technological sectors, and the impact of innovation on various sectors (EC - FORESIGHT, 2002-03).

Mapping of research activities, personnel, and potential, as well as formulation of guidelines for research policy and research collaborations among the Black Sea countries (EC: BS-RESPOT, 2004-06).

Evaluation of the impact of European R+D programs on the innovation and competitiveness of European firms, and formulation for guidelines for improvement of innovation European Commission. Lots 1 and 2 (EC - DG Enterprises, 2006-08).

GRANTS (Emphasis on the recent 5 years 2008.6-2013.6)

Evaluation of the impact of European R+D programs on the innovation and competitiveness of European firms, and formulation for guidelines for improvement of innovation European Commission. Lots 1 and 2 (EC - DG Enterprises, 2006-08).

HONORS AND AWARDS

1st World Prize in the Practice of Management Science (Edelman Award), awarded by the Institute of Management Sciences (INFORMS / TIMS), for significant contributions in inventory management and logistics, and their applications to health care delivery systems (1979).

1st Hellenic Prize in Operations Research, awarded by the Hellenic Operations Research Society (HELORS) for contributions made in investment theory (1981).

Elected Fellow of the Washington Academy of Sciences, for significant contributions

in Operations Research and Applications in Health Care Management (1983).

Multiple Teaching Excellence and Exceptional Contribution Awards, Athens University of Economics and Business

Executive MBA Program (2002)

Department of Marketing and Communication (2003)

Department of Management Science and Technology (2005)

Graduate Program in Service Management (2008)

MBA International Program (2010).

Member of the 7-member European Commission (Brussels, Belgium) panel of experts for the evaluation of the 5th Framework Research Program (2000-01).

Head of the European Commission missions to Romania and Georgia to map R&D potential and make propositions for the development of research collaborations (2005).

Best Paper Award for paper (co-authored with Paraskevopoulos D. and Ioannou G.) "A Decision Support System for Waste Lube Oils Collection", presented at the 11th International Conference on Industrial Engineering and Engineering Management, Northeastern University, Shenyang, China (2005).

Selection of paper (co-authored with Kostopoulos K., Brachos D., Papalexandris A., and Filippidou S.) "Organizational Unit ACAP: Social Context and Performance Outcomes" among the Best Papers of the Academy of Management Conference, Philadelphia, USA (2007).

Selection of paper (co-authored with Brachos D., Söderquist, K.E. and Kostopoulos K.) "Knowledge Effectiveness Social Context and Innovation", published in Journal of Knowledge Management, as a Highly Commended paper at the Literati Network Awards for Excellence (2008).

Honorary Medal for significant achievements in Operations Research by the Institute for Management Sciences and Operations Research (INFORMS) at the INFORMS Annual Practice Conference, Baltimore, USA (2008).

Invited testimony to the Hellenic Parliamentary Education Committee on Graduate Education in Greece (2008).

Selection of paper (co-authored with Kostopoulos K. and Bozionelos N.) “Team Learning Activities and Team Effectiveness: The Role of Psychological Safety and Task Conflict”, among the Best Papers of the Academy of Management Conference, Chicago, USA (2009).

FACULTY EXPERINCES

ACADEMIC VISITING EXPERIENCE

1983 – 2011: Short-term Visiting positions at various Universities in Switzerland, France, Spain, India, and China.

1986-1987: University of Paris IX-Dauphine, Laboratoire LAMSADE, France
Visiting Professor of Decision Sciences

UNIVERSITY ADMINISTRATIVE EXPERIENCE

Rector, Athens University of Economics and Business (AUEB): 9/2007-8/2011.

Founding Director, MBA International Program, AUEB: 1/1999-12/2011.

Founding Director, Management Science Research Laboratory, AUEB: 3/2000-2011.

Chairman of University’s Development Company :2007-2011.

TEACHING EXPERIENCE

1977-1978: Adjunct Assistant Professor, Columbia University, Graduate School of Business

1978-1983: Assistant Professor of Decision Sciences , The Wharton School, University of Pennsylvania. During the year 1981-82, while on leave, promotion to tenure was approved by the department

1981-present: Professor of Management Science, The Athens University of Economics and Business

2011-Present: Professor of Management Science, Wesley J. Howe School of Technology Management at Stevens

PUBLICATIONS

1. PEER REVIEW JOURNAL ARTICLE

1. “On the Evaluation of a Class of Inventory Policies for Perishable Products such as Blood”, Management Science, vol. 21, 11, July 1975 (with E. Brodheim and C. Derman).

2. "Optimal Myopic Allocation of a Product with Fixed Lifetime", J. Operational Research Soc., vol. 29, 9, September 1978.
3. "Computer - Based Regional Blood Distribution", Computers & Operations Research, vol. 6, 2 Mar-April 1979 (with E. Brodheim).
4. "On the Setting of Inventory Levels for Hospital Blood Banks", Transfusion, vol. 16, Jan-Feb 1976 (with E. Brodheim and R. Hirsch).
5. "The Long Island Blood Distribution System as a Prototype for Regional Blood Management", Interfaces, vol. 9, 5, 1979. *The work presented in this paper won the Edelman Award (INFORMS) and was cited in the centennial issue of Science as exemplary work in Operations Research internationally.*
6. "A Blood Management System with Prescheduled Deliveries", Transfusion, vol. 19, 4, July-August 1979 (with E. Brodheim).
7. "LIFO Distribution Systems", J. of the Operational Research Soc., vol. 30, 6, June 1979.
8. "PBDS: A Decision Support System for Regional Blood Management", Management Science, vol. 26, 1, 1980 (with E. Brodheim).
9. "Allocation of a Perishable Product Inventory", Operations Research, vol. 29, 2, 1981.
10. "Critical Number Ordering Policies for LIFO Perishable Inventory Systems", Computers & Operations Research, vol. 8, 4, 1981 (with M. Cohen).
11. "Topological Problems in Computer Network Design", Spoudai, 838-848, 1982
12. "An Approximation for a Perishable Inventory System with Fixed Size Periodic Replenishments", Advances in Management Studies, vol. 2, 4, 1983 (with G. P. Cosmetatos).
13. "Optimal Sequential Investment Decisions under Conditions of Uncertainty", Management Science, vol. 29, 1, 1983.
14. "Blood Inventory Management: An Overview of Theory and Practice", Management Science, vol. 30, 7, 1984.
15. "An Approximate Analysis of the D/M/1 Queue with Deterministic Customer Impatience", RAIRO - Recherche Opérationnelle vol. 19, 1, 1985 (with G. P.

Cosmetatos.)

16. "An Allocation and Distribution Model for Perishable Inventories", *Operations Research*, vol. 34, 1, 1986 (with A. Federgruen and P. Zipkin).
17. "A Decision Support System for Manpower Planning in Large Organizations", *J. of Decision Systems*, vol. 14, 291-303, 1996 (with M. Kalogerakis and P. Ipsilandis).
18. "Inventory Positioning in Single Product Supply Chains", *Les Cahiers du Management Technologique*, vol. 11, 2, 33-40, 2001 (with G. Ioannou and G. Skintzi).
19. "Greek Firms and EMU: Contrasting SMEs and Large-Sized Enterprises", *European Management Journal*, vol. 19, 6, 638-648, 2001 (with Y. Spanos and V. Papadakis).
20. "A Greedy Look-ahead Heuristic for the Vehicle Routing Problem with Time Window Constraints", *J. Operational Research Soc.*, vol. 52, 523-537, 2001 (with G. Ioannou and M. Kritikos).
21. "A problem-generator-solver heuristic for vehicle routing with soft time windows", *Omega - The International Journal of Management Science*, vol. 31, 1, 41-53, 2002 (with G. Ioannou and M. Kritikos)
22. "The Relationship between Information and Communication Technologies Adoption and Management", *Information & Management*, vol. 39, 659-675, 2002 (with Y. Spanos and A. Poulymenakou). *This paper came up in the top 10 in readership among the I&M papers for the period Sept 2000 – Jan 2004.*
23. "Map-Route: A GIS-Based Decision Support System for intra-city vehicle routing with time windows", *J. Operational Research Soc.*, vol. 53, 842-854, 2002 (with G. Ioannou and M. Kritikos).
24. "An Integrated Framework for Managing Change in the New Competitive Landscape", *European Management Journal*, vol. 20, 1, 55-71, 2002 (with K. Söderquist, Y. Spanos, and L. Van Wassenhove). *This paper came up 4th in readership among EMJ papers for the year 2002.*
25. "A Quality Function Deployment Approach to Web Site Development", *Les Cahiers du Management Technologique*, vol. 13, 3, 51-66, 2004 (with G. Ioannou, and K. Pramataris)

26. "Understanding Organizational Capabilities: Towards a Conceptual Framework", *Journal of Knowledge Management*, vol. 8, 3, 31-43, 2004 (with Y. Spanos).
27. "The Effects of Environment, Structure, and Dynamic Capabilities on Product Innovation Strategy", *International Journal on Entrepreneurship and Innovation Management*, vol. 4, 6, 620-638, 2004 (with Y. Spanos)
28. "Modelling of Facilities for Head Injuries in London", *Operations Research – An International Journal (ORIJ)*, vol. 3, 3, 197-212, 2004 (with G. Skintzi, T. Coats, and G. Ioannou)
29. "Determinants of Technological Innovation adoption: The case for ERP systems in Greek SME's", *Les Cahiers du Management Technologique*, vol. 13, 2, 39-51, 2004 (with K. Kostopoulos, and D. Brachos).
30. "Inventory Positioning in Multiple Product Supply Chains", *Annals of Operations Research*, Special issue: Stochastic Models of Production-Inventory Systems, vol. 125, 195-213, 2004 (with G. Skintzi, G. Ioannou).
31. "Implementing the Balanced Scorecard in Greece: A Software Firm's Experience", *Long Range Planning*, vol. 37, 4, 347-362, 2004 (with A. Papalexandris and G. Ioannou). *This paper was among the top 25 most downloadable papers of LRP for the year 2004-05.*
32. "An annealing-based approach to a special class of distribution problems", *RAIRO – Recherche Opérationnelle*, vol. 38, 4, 345-360, 2004 (with C. Tarantilis, G. Ioannou, C. Kiranoudis), 2003
33. "Towards New Public Management In Greek Public Organizations: Leadership vs. Management, and the Path to Implementation", *Public Organization Review: A Global Journal*, vol. 4, 317-337, 2004 (with S. Filipidou and E. Söderquist)
34. "A Holistic methodology for Putting the Balanced Scorecard into Action", *European Management Journal*, vol. 23, 2 pp 214-227, 2005 (with A. Papalexandris, G. Ioannou, K. E. Söderquist).
35. "A Strategic Forward-Looking Approach to Competency Modelling", *Business Leadership Review*, vol. II, No. 2, April 2005 (with K. E. Söderquist and M. Vakola)
36. "Solving the open vehicle routing problem via a single parameter metaheuristic

- algorithm”, *J. Operational Research Soc.*, vol. 56, 5, 588-596, 2005 (with C. Tarantilis, G. Ioannou, C. Kiranoudis)
37. “Advanced Vehicle Routing algorithms for Operational Management Problems”, *Journal of Food Engineering*, Special issue: Operational Research and Logistics, vol. 70, 3, 455-471, 2005 (with Ch. Tarantilis, and G. Ioannou).
38. “Application of Data Envelopment Analysis to vehicle routing problems”. *Astrolavos*, vol. 6, 136-155, 2006 (with M. Kritikos and G. Ioannou)
39. "Knowledge Effectiveness, Social Context and Innovation: The New Era of Knowledge - Based Developments", *Journal of Knowledge Management*, vol. 11, 5, 31-44, 2007 (with D. Brachos, D. Kostopoulos and K. E. Söderquist).
40. “Competency Management in Support of Organizational Change”, *International Journal of Manpower*, vol. 28, 3, 260-275, July 2007 (with M. Vakola and K. E. Söderquist)
41. “ERP Implementation at SME’s: An initial study of the Greek Market”, *International Journal of Integrated Supply Management*, vol. 3, 4, 406-425, 2007 (with M. Argyropoulou and G. Ioannou)
42. “Investigating Warehouse Policies”, *International Journal of Production Economics*, vol. 112, 955-970, 2008 (with G. Skintzi, G. Ioannou)
43. “Meeting the Challenge of a Technology-Driven Change within an Institutional Context: the Greek Case”, *Public Administration*, vol. 86 (2), 429-442, 2008 (with S. Filippidou, M. Karageorgou, E. Söderquist, and Ch. Tarantilis)
44. “A Reactive Variable Neighborhood Tabu Search for the Heterogeneous Fleet Vehicle Routing Problem with Time Windows”, *Journal of Heuristics*, 14(5), 425-455, 2008 (with D. Paraskevopoulos, P. Repoussis, C. Tarantilis, G. Ioannou)
45. “An assignment-based heuristic for vehicle routing with time windows”, *Operational Research – An International Journal*, vol. 8, 219-233, 2009 (with G. Ioannou and M. Kritikos)
46. “Corporate Real Estate Analysis: Evaluating Telecom Branch Efficiency in Greece”, *Applied Economics*, vol. 42, 9, 1133 – 1143, 2010 (with M. Kritikos and R. Markellos)
47. “Task-based to competency-based: A typology and process supporting a critical

HRM transition”, *Personnel Review*, vol. 39, 3, 325-346, 2010 (with K. E. Söderquist, A. Papalexandris, G. Ioannou)

48. "Market, Firm, and Project-Level Effects on the Innovation Impact of FP RTD Projects", forthcoming in *Science and Public Policy*, 2011 (with K. Kostopoulos, K. E. Söderquist, Y. Spanos and N. Vonortas)

49. “Structure and Function of Team Learning Emergence: A Multilevel Empirical Validation”, forthcoming in the *Journal of Management* DOI 10.1177/0149206311419366 (with Y. Spanos and K. Kostopoulos)

2. RESEARCH MONOGRAPH&BOOKS

1. “Management Science and Information Technology”, HELORS press, 1986 (editor, in Greek)

2. “Introduction to Financial Management”, Ionian Bank Press, 1987 (in Greek, with A. Pappas).

3. “Management Science: Decision Making in the Information Society”, Stamoulis Press, 2nd edition, 2003 (in Greek).

4. “Management Science in Action: Applications in the Modern Enterprise”, Stamoulis Press, 2nd edition, 2005 (in Greek).

5. “Managerial Decision Making: Theory and Practice”, Tsinghua University Press, ISBN: 978-7-302-20679-8, published in English (2009), and Chinese (2011).

6. “Leadership and Management in a Changing World: Lessons from Ancient East and West Philosophy”, Springer, forthcoming 2012 (co-editor with K. E. Soderquist and F. Wang).

3. CONFERENCE & MEETING PROCEEDING

1. “A Decision Support System for Vehicle Routing with Time Windows”, Proceedings of the HELORS Conference, 1997, (with M. Kritikos, and K. Zografos).

2. “Inventory Management under Price Uncertainty: Theory and Application in the Oil Policy”, Proceedings of the HELORS Conference, 1979 (with E. Mageirou).

3. “Integrated Strategic Planning and Information Systems Development for Regional Blood Management”, Proceedings of the 12th National Conference of the Spanish Blood Management Association, 1997 (with A. Maniati).

4. "A new MBA program for the Information Society", Proceedings of the 6th European Conference on Information Systems, Elsevier, 1998 (with L. van Wassenhove, C. Loebbecke, K. Vlahos, and P. van Baalen)
5. "The Impact of Information and Communication Technology on Firm Structure in an Economy in Transition", Proceedings of the ICMIT 2000 IEEE International Conference on Management of Innovation and Technology, November 2000.
6. "Heuristic Models for the Soft Vehicle Routing Problem", Proceedings of the Hellenic Mathematical Society, 2000 (with G. Ioannou and M. Kritikos)
7. "Dynamic Capabilities and Structural Effects on Innovation Management", Proceedings of the 5th World Congress on Intellectual Capital, Canada, Jan 2002 (with Y. Spanos)
8. "On the Architecture of Organizational Capabilities: Form and Creation", Proceedings of the Strategic Management Society Conference, Paris, September 2002 (with Y. Spanos).
9. "An assignment-based heuristic for vehicle routing with time windows", Proceedings of the 15th HELORS Conference, November 2002 (with G. Ioannou, and M. Kritikos).
10. "Pricing Outsourcing in the Supply Chain", Proceedings of the 16th Triennial Conference of the International Federation of Operational Research Societies, Edinburgh, UK, July 2002 (with G. Ioannou, and G. Skintzi).
11. "The Resource Based View of the Firm and Innovation: Identification of Critical Linkages", CD-Proceedings of the European Academy of Management (EURAM), 2nd 15. Annual Conference on Innovative Research in Management, May 2002, Stockholm, Sweden (with K. Kostopoulos and Y. Spanos)
12. "The Transformation of Public Management and the Effects on Leadership vs. Management: A Greek Example", Proceedings of the 64th Annual Conference of the American Society for Public Administration (ASPA), Washington DC, March 2003 (with S. Philippidou, and E. Soderquist).
13. "Analyzing the Technological Innovation Adoption Process for ERP systems in Greek SME's", Proceedings of the 16th HELORS Conference, 495-508, September

2003 (with K. Kostopoulos, and D. Brachos).

14. "COMPETE: The Development of an Integrated Forward-Looking Approach to Competency Management for the banking Sector", Proceedings of the International Conference on Human Resources Management in a Knowledge Economy, Ljubljana, June 2004 (with M. Vakola, E. Soderquist, N. Papalexandris and D. Petrakoglou).

15. "Multi-node Serial Supply Chains: Investigation of Inventory Management Policies", Proceedings of the EURO-INFORMS: EURO XX: Managing Electronic Services, Rhodes, Greece, 2004 (with G. Skintzi and G. Ioannou)

16. "Operational Planning of Material handling Systems based on a Vehicle Routing Metaheuristic", Proceedings of the EURO-INFORMS: EURO XX, Managing Electronic Services, Rhodes, Greece, 2004 (with D. Paraskevopoulos, C. Tarantilis, and G. Ioannou)

17. "Inventory Positioning in Multiple product Supply Chains", EUMOptifin 3 (EU Workshop): "The Drivers of Performance of Large Financial Institutions", Bergamo, Italy, May 2004 (with G. Skintzi and G. Ioannou)

18. "Dynamic Lead Time Estimation in a Make-to-Order Shop", Proceedings EurOMA, Budapest, Hungary, 2005 (with G. Ioannou and S. Dimitriou)

19. "Investigating Inventory Control tactics in Two Node Capacitated Supply Chains", Proceedings ERP3, Valencia, Spain, 2005 (with G. Ioannou and S. Dimitriou)

20. "Managing Supply Chain Risks: Taxonomy and Measures", Proceedings EurOMA, Budapest, Hungary, 2005 (with G. Ioannou and Th. Karadana)

21. "Flexible Warehousing Policies", Proceedings EurOMA, Budapest, Hungary, 2005 (with G. Ioannou and G. Skintzi)

22. "A Simple GRASP for the Vehicle Routing Problem with Time Windows", Proceedings of the 17th Hellenic Operations Research Conference, Rio, Patras, 2005 (with P. Repoussis, C. Tarantilis, and G. Ioannou)

23. "Olympic Games 2004: When the old meets the new", Eastern Academy of Management Conference, Cape Town, South Africa, June 2005 (with G. Vozikis, et. al)

24. "Towards a Holistic Theoretical Framework for Unfolding Planned Change",

- Academy of Management Conference (ODC division), Honolulu, Hawaii, August 2005 (with S. Philipidou and E Söderquist)
25. “Systems of Innovation: A Synthesis of the National, Regional, and Sectoral Perspectives, European Academy of Management (EURAM) Annual Conference, Oslo, Norway, May 2006 (with I. Katsikis and K. E. Söderquist)
26. “Innovation Hot Spots: The Case of the Computer Services Sector in the Region of Attica, Greece”, 46th Congress of the European Regional Science Association, Volos, Greece, September 2006 (with I. Katsikis, and K. E. Söderquist)
27. “Putting Competencies into Action in Greek Shipping: Implementing a Competency Typology as a Unique Source of Competitive Advantage”, Proceedings of the 2006 IEMC Conference, Salvador, September, Bahia, Brazil, 2006 (with L. Kyrgidou, A. Papalexandris, K. E. Söderquist, G. Ioannou)
28. “Critical Research Paths in Strategic Entrepreneurship: An Examination of Resources and Capabilities Conductive to SE, 26th International Annual Strategic Management Society Conference. October, Vienna, Austria, 2006 (with L. Kyrgidou, K. E. Söderquist)
29. “Implementing a Competency Framework in the Maritime Sector”, Academy of Management Conference, Atlanta, Georgia, USA, August 2006 (with A. Papalexandris, L. Kyrgidou, K. E. Söderquist, G. Ioannou)
30. “Can Knowledge Transfer Be Effective in Organizational Units? Organizational Context and Innovation”, Academy of Management Conference, Atlanta, Georgia, USA, August 2006 (with D. Brachos and K. E. Söderquist)
31. “ERP Implementation at SME’s: An Initial Study of the Greek Market”, Proceedings of the EurOMA 2006 Conference, Glasgow, Scotland, June 2006, pp 43-52 (with M. Argyropoulou, G. Ioannou)
32. “Understanding the Drivers and Factors that Increase Supply Chains Exposure to Internal and External Risks”, Proceedings of EurOMA International Conference, Glasgow, June 2006 (with T. Karantana, G. Ioannou)
33. “The role of shared resources in lead time performance of a banking network, Multicriteria Conference, Technical University of Crete, September 2005 (with M.

Mavri, S. Dimitriou, G. Ioannou)

34. “Learning as a Mediating Process Between Resources, Capabilities and Strategic Entrepreneurship”, British Academy of Management Conference, 2006 (with L. Kyrgidou, K. E. Söderquist)

35. “Workplace Olympics: Inspiring Great Performance through Corporate Values-in-Use”, Academy of Management Conference, Philadelphia, USA, August 2007 (with M. Vakola, A. Papalexandris and K. E. Söderquist)

4. CASES or a SET of CASES

1. “Reengineering the TITAN Kamari Plant”, a case-study that has been developed within the EU-MACIS research project for the course “Business Process Reengineering” based on TITAN S.A. Also in digital form.

2. “The LOGISTICA Case”, a case study that has been developed using as a basis a field Consulting Project for the PROODOS company, to demonstrate how to address Risk management decision using simulation, and the @Risk package. The case has been used successfully in the Strategic Decision Making course.

3. “The NAFPLION case: Allocating a local municipality’s budget with multiple criteria”, a case that has been developed to demonstrate the use of multicriteria decision making, the Analytical Hierarchy Process, and the Expert Choice SW. The case has been used successfully in the Strategic Decision Making course.

4. “Allocating the AUEB-MBA Budget”, a case that has been developed to demonstrate the use of multicriteria decision making, of the Analytical Hierarchy Process, and of the Expert Choice package. The case has been used successfully in the Strategic Decision Making course.

5. “The OTEnet case”, a case developed to demonstrate change management issues for the leading Internet provider company of Greece (jointly with M. Vakola). Has been published in the series Case Studies for Greek Companies, Sideris publications, 2005

6. “The Emporiki case”, a case developed to demonstrate change management issues for one of the leading banks of Greece (jointly with M. Vakola). Has been published in series Case Studies for Greek Companies, Sideris publications, 2005.

PROFESSIONAL EXPERIENCE

Banking and Finance

Decision Support Systems for Assets and Liabilities Management of a major bank

Decision Support Systems for optimal pension strategies, and career planning

Developing a Bonus System for a banking organization

Cash Management System for the Postal Services Organization.

Transport and Logistics

Analysis of the Economic Impact of the Athens International Airport

Design of a “Reverse Supply Chain” for Used Lubricants

Analysis of the Governance and related issues between the Athens Transportation

Authority and the Public Transport Companies of Athens.

Telecoms

Re-organization and strategy for a Major Mobile Telephony provider

Development of the E-Business Strategy of the City of Athens

Feasibility Study and Business Plan for the Financial Portal of a major Internet provider

Education

Development of a Balanced Scorecard Strategy for an international University

Operational Efficiency Studies and Operational Excellence Observatory for European Universities

Feasibility study and formulation of recommended strategy for the Development of Management Training and Management Research in Lithuania

Strategy and Balanced Scorecard

Profile Identification of Bank Branches and Development of a Targeted Marketing Strategy of a Commercial Bank

Development of a Competencies Management Framework for Human Resources Management

Development of a Balanced Scorecard System for Performance Management of the IT department of a major bank

Development of the CRM strategy of the largest insurance company in Greece

Health Sector

Numerous projects that have to do with issues of logistics in blood management

Developed optimal regional blood distribution systems and implemented them in various occasions

Developed optimal hospital inventory policies and implemented them in various occasions

Studied the National Blood Systems of several countries and has provided advice on a number of policy issues

Manufacturing

Development of a Forecasting Data Mart for the analysis and forecasting for a major international car company and its competitors' sales

Development of a client / server Sales Analysis Information System for a major international consumer products company

Implementation of the Blue Books methodology for the Financial Reporting & Control system of a major international mining company.

Energy

Member of the 6-member experts' panel of the Greek government to carry on the privatization of a major lignite ore in North Greece: preparation of specs for international bids, evaluation of bids, negotiations, and finalization of contracts

Development of the Business Plan for the National Institute of Geological Studies of Greece

PROFESSIONAL DEVELOPMENT

MEETINGS&CONFERENCES

26th All-India National Conference of Personnel Managers, "Developing Interfaces between academia and industry", Baroda, India, 7 February 2008.

Novo Nordisk Annual Leaders Meeting, Executive Training Program, "Career Planning: Unlocking your Own Potential", Milano, 28 January 2009.

TITAN, Session leader / rapporteur in Entrepreneurship Conference, February 2009.

Adriatic-Ionian Conference, "Academic Collaborations as a Means for Cultural Exchange and Business Development", sponsored by the Ministry of Foreign Affairs, Corfu, Greece, 13 February 2009.

Conference organized by the Ministry of Foreign Affairs, "Career planning in a Global World", Athens, 7 April 2009.

University of Strasbourg, "Strategic Decision Making in Supply Chain Management", 15-17 June 2009.

International Conference "Sustaining and Developing Business in Southeast Europe", organized by AUEB and Wharton, "Managing Supply Chain Risks", 25 June 2009.

Opening Ceremony of the Business Confucius Institute of Athens, "The importance of the Business Confucius Institute for bridging the ties between Greece and China", Megaron Mousikis, Athens, 8 October 2009.

Annual Meeting of UNICA Universities, “Developing an Observatory for Operational Excellence of Universities”, Paris, 6 November 2009.

Public presentation “Economic Impact of the Athens International Airport (AIA)”, sponsored by AIA at Megaron Mousikis, Athens, 8 December 2009.

Session Chairman in the Symposium on Quality on Education, organized by Athens College, 22 January 2010.

Public presentation of the book “How the crisis is affecting our lives and management” by D. Papoulias, 26 January 2010.

INSPIRUS Conference, “Personal lessons of Entrepreneurship”, Mumbai, India, 20 February 2010.

Conference Dialogue of Civilizations between Greece and China: “Management and Leadership in a Changing World: Lessons from Ancient Chinese and Greek Philosophy”, sponsored by the Ministry of Press of China, Athens, 23 April 2010.

Session Chairman in the Conference “Financial and Economic Crisis: The Return to Stability”, sponsored by the Alumni of the Onassis Foundation, 21 June 2010.

Young Entrepreneurs of Europe Conference, “Educational Policies and Best Practices for Developing Entrepreneurial Culture”, Thessaloniki, Greece, 25 June 2010.

Session Chairman and Speaker in the Indian National HRD Network Conference Towards the Next Orbit, “Crafting and Implementing Business Strategy for the Next Generation Global Enterprises” , Gurgaon, India, 1-3 December 2010.

Rectors’ Conference, “Business Education in the Information Economy: Leadership, Responsibility and Entrepreneurship”, Washington, DC, USA, 16-17 January 2011.

Opening Ceremony of AUEB’s NOBEL Economics Series, “The Importance of Academic Excellence in Management Education”, Megaron Mousikis, Athens, 8 April 2011.