

Spiliotopoulou Eirini, PhD

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RESEARCH INTERESTS	Information Sharing and Coordination in Supply Chains, Behavioral Operations, Global Health, and Humanitarian Logistics Main methodologies: analytical modeling (game theory) and empirical (experiments, secondary data)	
ACADEMIC POSITIONS	TILBURG UNIVERSITY Tilburg School of Economics and Business, Department of Management Assistant Professor of Supply Chain Management	2018 till now
	VU UNIVERSITY AMSTERDAM School of Business and Economics, Logistics group Assistant Professor	2014 – 2018
	UNIVERSITY OF WUERZBURG Guest Researcher at the Chair of Logistics and Quantitative Methods	2015 – 2016
	EUROPEAN BUSINESS SCHOOL, EBS UNIVERSITY Institute for Supply Chain Management – Procurement and Logistics (ISCM) Postdoctoral Researcher	2013 – 2014
EDUCATION	UNIVERSITY OF ZARAGOZA, ZARAGOZA LOGISTICS CENTER MIT-Zaragoza International Logistics Program PhD in Logistics and Supply Chain Management Thesis: Information Reliability in Supply Chains: the Case of Multiple Retailers Advisors: Prof. Mustafa Cagri Gurbuz, Prof. Karen Donohue (University of Minnesota)	2008 – 2013
	UNIVERSITAT POMPEU FABRA Visiting PhD student	2010 – 2011
	MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT) Visiting PhD student	2009 – 2010
	UNIVERSITY OF ZARAGOZA, ZARAGOZA LOGISTICS CENTER MIT-Zaragoza International Logistics Program Master of Engineering in Logistics and Supply Chain Management (ZLOG)	2008 – 2009
	ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS Title: MSc in Decision Sciences (International MBA) Department: Management Science and Technology Specialization: Logistics and Transport, GPA: 8.83/10 “Excellent”	2002 – 2003
	ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS Title: BSc in Management Science and Marketing Specialization: Management Science, GPA: 8.13/10 “Very Good”	1997 – 2001
PUBLICATIONS	Gooding, E., Spiliotopoulou, E., & Yadav, P. (2019). Impact of vaccine stockouts on immunization coverage in Nigeria, <i>Vaccine. Forthcoming</i> .	
	Hofstra, N., Dullaert, W., De Leeuw, S., & Spiliotopoulou, E. (2019). Individual goals and social preferences in operational decisions: Behavioural insights from transport planning. <i>International Journal of Operations & Production Management</i> , 39(1), 116-137.	

Spiliotopoulou, E., Donohue, K., Gürbüz, M. Ç., & Heese, H. S. (2018). Managing and reallocating inventory across two markets with local information. *European Journal of Operational Research*. 266(2), 531-542.

van Kempen, E. A., Spiliotopoulou, E., Stojanovski, G., & de Leeuw, S. (2016). Using life cycle sustainability assessment to trade off sourcing strategies for humanitarian relief items. *The International Journal of Life Cycle Assessment*, 1-13.

Spiliotopoulou E., Donohue K., Gürbüz, M. Ç. (2016) Information reliability in supply chains: the case of multiple retailers. *Production and Operations Management*, 25(3), 548-567.

- *POM Skinner Best Paper Award for 2016*

Spiliotopoulou E., Boni, M.F., Yadav P. (2013). Impact of treatment heterogeneity on drug resistance and supply chain costs. *Socio-Economic Planning Sciences*, 47(3): 158-171

WORKING PAPERS
under review

Do Allocation Mechanisms Drive Strategic Ordering? The Case of Integrated Distribution Systems –*submitted*. with Karen Donohue and Mustafa Cagri Gurbuz (University of Minnesota, Zaragoza Logistics Center) https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3374813

Volume Guarantees in Global Health and Economies of Scale: the effect on current and future prices with Alexander Rothkopf (MIT) –*in preparation for re-submission*.

Ordering Decisions Under Supply Uncertainty and Inventory Record Inaccuracy: An Experimental Investigation: *in preparation for re-submission*. with Nienke Hofstra and Sander de Leeuw (VU Amsterdam)

work-in-progress

Inventory rationing across channels: The role of risk aversion, loss aversion and mental accounting with Nienke Hofstra (HAN University of Applied Sciences)

Fairness in resource allocation: the case of inventory pooling

Inventory allocation across channels: long-term effects
With Santiago Kraiselburd (INCAE)

The effect of contract framing on investment decisions: The role of trust
With Wendy van der Valk (Tilburg University)

The impact of fund design on relief donations
with Julian Harke and Sander de Leeuw (VU Amsterdam)

TEACHING
EXPERIENCE

TILBURG UNIVERSITY

Lecturer/Coordinator of the course Supply Chain Management (bachelor/premaster)	2018 – 2019
Guest Lectures for Behavioral Operations	2018 – 2019

VU UNIVERSITY AMSTERDAM

Main Lecturer of the MSc course Supply Chain Management	2015 – 2017
Main Lecturer of the IBA course Supply Chain Management in Emerging Economies	2016 – 2018
Lecturer of the pre-master course: Academic Knowledge and Skills	2014 – 2017
Guest Lectures for Behavioral Operations and Experimental Design	2014 – 2017
Supervision of Bachelor (10), Master Theses (18)	2014 – 2016

EUROPEAN BUSINESS SCHOOL, EBS UNIVERSITY

Lecturer of the BSc course Supply Chain Strategy and Network Design	2013 – 2014
Lecturer for the MSc course Supply Chain Strategy and Planning	2013 – 2014

UNIVERSITY OF ZARAGOZA, ZARAGOZA LOGISTICS CENTER

Lecturer of the course Supply Chain Network Design	2012 – 2013
Master of Engineering in Logistics and Supply Chain Management (ZLOG)	
MIT-Zaragoza International Logistics Program	

Teaching Assistant for the graduate level courses ZLOG, MIT-Zaragoza International Logistics Program	2010 – 2012
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APPLIED RESEARCH EXPERIENCE	<i>NexTrust, Horizon 2020</i>	May 15 till now
	WP7: The NexTrust Collaboration Hub	
	<i>SGL Carbon Project</i>	Sep – Jun 14
	Production planning under consideration of remnants with Prof. Sebastian Heese, EBS University	
	<i>ZARAGOZA LOGISTICS CENTER, GULLIVER Project</i>	Mar – Jun 11
	Researcher, consulting for NOVACOM Services, Gulliver project funded by the European Space Agency WP 5: “Viability Analysis” for a GNSS based system for pharmaceutical logistics in remote regions	
INVITED TALKS	Eindhoven University of Technology (OPAC)	27/10/2017
	University of Wuerzburg, GE	8/12/2015
	HEC Lausanne, CH	28/2/2014
	École Polytechnique Fédérale de Lausanne (EPFL), CH	12/6/2013
	Cardiff Business School, UK	8/1/2013
CONFERENCE PRESENTATIONS	30 th POMS Annual Conference, Washington D.C., USA	2-6/5/2019
	Session chair: “Fairness in resource allocation: the case of inventory pooling” Invited speaker: Impact of vaccine stockouts on immunization coverage in Nigeria	
	MSOM Annual Conference Conference 2018, Dallas, Texas USA	1-3/7/2018
	“Drug Procurement with Long-term Considerations: Volume Guarantees and Volume Splits”	
	13th annual Behavioral Operations Conference, Dallac, Texas USA	29/6-1/7/2018
	“Fairness in resource allocation: the case of inventory pooling”	
	12th annual Behavioral Operations Conference, Cambridge, MA, USA	12-14/7/2017
	“The impact of allocation mechanisms on retailers' strategic ordering”	
	28 th POMS Annual Conference, Seattle, Washington, USA	5-8/5/2017
	“Inventory Allocation under Information Asymmetry: the impact of allocation mechanisms on retailers' strategic ordering”	
	27 th POMS Annual Conference, Orlando, FL, USA	6-9/5/2016
	“Central Ordering with Local Information: Can Inventory Commitments Coordinate the System?”	
	26 th POMS Annual Conference, Washington D.C., USA	8-11/5/2015
	“Drug Procurement with Long Term Considerations: Volume Splits & Volume Guarantees ”	
	9 th Annual Behavioral Operations Conference, Cologne, Germany	12-14/6/2014
Research incubator: Inventory allocation when demand is private knowledge: The impact of allocation mechanisms on retailers' strategic ordering		
25 th POMS Annual Conference, Atlanta D.C., USA	9-12/5/2014	
INFORMS Annual Meeting 2013, Minneapolis, MS, USA	6-9/10/2013	
“Forecast Information Sharing and the Order Quantity Decision:		
INFORMS Annual Meeting 2012, Phoenix, AZ, USA	14-17/10/2012	
8 th Annual Behavioral Operations Conference, Ann Arbor, MI, USA	27-29/6/2013	
Session Chair, Presenter: “Information reliability in supply chains: the case of multiple retailers”		
7 th Annual Behavioral Operations Conference, Washington D.C., USA	8-11/6/2012	
Young Scholars' Workshop – Research Incubator		
INFORMS Healthcare, Montreal, Canada	20-22/6/2011	
MSOM Annual Conference, Ann Arbor, Michigan, USA	26-28/6/2011	
22 st POMS Annual Conference, Reno Nevada, USA	29/4-2/5/2011	
Session Chair, Poster, Invited Speaker: “Towards a Socially Optimal Drug cAssortment: Comparing the Supply Chain & Drug Resistance Implications of Increased Drug Variety in a Given Population”		
WHO Winter Meeting, 2011, Utrecht, The Netherlands	6-7/1/2011	
21 st POMS Annual Conference, Vancouver, Canada	7-10/5/2010	
Poster, Invited Speaker: “Drug Variety: Supply Chain & Resistance Implications”		

HONORS & SCHOLARSHIPS	PhD Thesis Defense: Summa Cum Laude	2013		
	Valedictorian Master of Engineering in Logistics and SCM (ZLOG)	2009		
	“Title of Highest Academic Performance” MSc in Decision Sciences (iMBA)	2003		
	Scholarship for Postgraduate Studies from “Bodossaki Foundation”	2003		
	Scholarship for Undergraduate Studies from the “Greek State Scholarships Foundation” (IKY)	1997		
OTHER WORK EXPERIENCE	<i>Hellenic Civil Aviation Authority</i>	Jun 05 – Aug 08		
	Revenue Department - Financial Expert Member of Agency Advisory Group on Research (AGR) for EUROCONTROL			
	<i>TAP-OTE (Social Security Organisation) - Internal Auditor</i>	Jun 04 – May 05		
	<i>HARRY KATIKAS S.A., Logistics Specialist</i>	Nov 03 – Jun 04		
LANGUAGES	Greek	Mother tongue		
	English	Excellent	Cambridge Certificate of Proficiency in English, C2	Jun 2001
	French	Excellent	Diplôme Approfondi de Langue Française, DALF, C2	Aug 2005
	Italian	Good	Certificato di lingua italiana, C.E.L.I. 3, B2	May 2005
	Spanish	Very Good	Lived in Spain, Zaragoza, during 4 years	
	Dutch	Basic	Following an A2-B1 course	
OTHER SKILLS	Modeling and analytical skills			
	Statistical analysis (STATA, SPSS, Matlab)			
	Teamwork and effective cooperation in multi-cultural environments			
SOCIETY MEMBERSHIPS	Production and Operations Management Society (POMS)			
	The Institute for Operations Research and the Management Sciences (INFORMS)			
	College of Behavior in Operations Management			
	Council of Supply Chain Management Professionals (CSCMP)			
	Ad-hoc reviewer for MSOM, POM			