

PANOS MARKOU

Darden School of Business, University of Virginia
100 Darden Blvd., Charlottesville, VA 22903
MarkouP@darden.virginia.edu
<https://www.panosmarkou.com>

ACADEMIC APPOINTMENTS

07/19 – present	Darden School of Business, University of Virginia Assistant Professor of Business Administration	Charlottesville, VA, USA
07/18 – 07/19	University of Cambridge Judge Business School Post-doctoral researcher (Judge Business School Entrepreneurship Centre)	Cambridge, UK
12/16 – 07/18	University of Cambridge Judge Business School Visiting researcher (Judge Business School Entrepreneurship Centre)	Cambridge, UK
05/15 – 06/15 05/16 – 06/16	Washington University in St. Louis Visiting researcher (Boeing Center for Technology, Information, and Manufacturing)	St. Louis, MO, USA

EDUCATION

09/12 – 07/18	IE Business School <i>MSc, PhD in Operations Management</i> (with Honors) <i>Dissertation: Essays at the Interface of Finance, Operations, and Risk Management</i>	Madrid, Spain
08/07 – 05/12	Georgia Institute of Technology <i>BSc in Mechanical Engineering</i> (with High Honors)	Atlanta, GA, USA

RESEARCH INTERESTS

Managing risk & innovation; R&D and technology management; Supply chain management; Ops-Finance interface; Empirical Operations Management

RESEARCH

Project Selection and Success: Insights from the Drug Development Process – with S. Kavadias and N. Oraiopoulos [\[SSRN\]](#)

- Winner 2018 *INFORMS TIMES Best Working Paper*

Information Asymmetry, Rents, and Price Risk Allocation: An Investigation of the BMW Supply Chain

- with D. Corsten, P. Kouvelis, and D. Turcic [\[SSRN\]](#)

Collateral, Risk, and Borrowing Capacity – with R. Williams and J. Yang [\[SSRN\]](#)

- Finalist 2018 *FMA Annual Meeting Best Paper Award*

Suppliers as Liquidity Insurers – with D. Corsten and R. Gropp [\[SSRN\]](#)

The Effects of Financial and Operational Risk Management on Operations: Evidence from the Gold Mining Industry – with D. Corsten [\[SSRN\]](#)

PUBLICATIONS AND BOOK CHAPTERS

Luffarelli, J., P. Markou, A. Stamatogiannakis, D. Goncalves. (2019). “The effect of corporate social performance on the financial performance of business-to-business and business-to-consumer firms.” *Corporate Social Responsibility and Environmental Management*, forthcoming.

Markou, P., D. Corsten, C. Carduck, and M. Koblbauer. (2019). “Commodity Risk Management at BMW: Price Indices and Contracts”. In Tate, W., Bals, L., and Ellram, L., eds. *Supply Chain Finance: Risk Management, Resilience and Supplier Management*, Kogan Page, Ch. 9, 177-194.

Markou, P. and D. Corsten. (2017). “Linking Commodity Price Risk and Operations: Evidence from the Gold Mining Industry”. In Kouvelis, P., Dong, L., and Turcic, D., eds. *Foundations and Trends in Technology, Information and Operations Management*. 11(1-2), 165-185.

Markou, P. and D. Corsten. (2017). “Trade Credit: A Fresh Look.” *World Supply Chain Finance Report 2017*. BCR Publishing, 14-16.

INVITED SEMINARS, PROCEEDINGS, AND CONFERENCE PRESENTATIONS

† = INVITED SEMINAR; * = CO-AUTHOR PRESENTED

“Project Selection and Success: Insights from the Drug Development Process” with S. Kavadias and N. Oraopoulos
2019 Darla Moore School of Business (USC)[†]; George Mason University[†]; Darden School of Business (UVA)[†]; Fisher College of Business (OSU)[†]
2018 Cambridge Judge Business School Seminar Series; INSEAD European Technology & Operations Management Day; M&SOM Annual Meeting; INFORMS Annual Meeting; Nazarbayev University[†]; U. San Diego School of Business[†]; Beedie School of Business (SFU)[†]; IESE Business School[†]

“Information Asymmetry, Rents, and Price Risk Allocation: An Investigation of the BMW Supply Chain”

with D. Corsten, P. Kouvelis, and D. Turcic

2019 Commodity and Energy Markets Annual Meeting*
2018 Supply Chain Finance & Risk Management Workshop at WUSTL*; M&SOM Annual Meeting*; INFORMS Annual Meeting*

“Suppliers as Liquidity Insurers” with D. Corsten and R. Gropp

2018 IE Business School; University of Sussex[†]; Georgetown University*; UNC-Chapel Hill*
2017 Paris Financial Management Conference; FMA Annual Conference; LBS Transatlantic Doctoral Conference
2016 INFORMS Annual Meeting; 6th Annual Supply Chain & Finance Symposium; Supply Chain Finance & Risk Management Workshop at WUSTL*
2015 INFORMS Annual Meeting

“Collateral, Risk, and Borrowing Capacity” with R. Williams and J. Yang

2018 European FMA Conference; FMA Annual Conference*
2017 2nd Annual Arizona Juniors Finance Conference*; Young Finance Scholars Conference – U. of Sussex; Commodity and Energy Markets Annual Meeting

“The Effects of Financial and Operational Hedging on Operational Variables: Evidence from the Gold Mining Industry” with D. Corsten

2015 INFORMS Annual Meeting; M&SOM Annual Meeting; Supply Chain Finance & Risk Management Workshop
2014 INFORMS Annual Meeting; M&SOM Annual Meeting; 4th Annual Supply Chain & Finance Symposium

TEACHING

Cambridge Judge Business School

Cambridge, UK

Executive MBA - *Management Science*

Guest Lecturer & Course Coordinator – Delivered lectures on data-driven decision-making; Significantly restructured course with new material, modules, and slides; Responsible for online VLE and forum
Taught in 2017 (83 students) and 2018 (126 students); Evaluation: **4.14/5.00** (faculty mean = 3.57)

Executive Ed. - *Business Models for Transformative & Competitive Advantage (Online)*

Course Tutor - Responsible for online VLE and forum
Taught in 2018 Summer (7 students) and Fall (10 students); Evaluation: **9.0/10.0** (faculty mean = 8.8)

MBA - *Management Science*

Teaching Assistant – Led revisions classes
Taught in 2017 (116 students); Evaluation: **4.27/5.00** (faculty mean = 3.99)

- *Risk Management & Strategic Planning Elective*
Teaching Assistant
Taught in 2019 (34 students); Evaluation: N/A

UG Engineering - Modelling Risk Elective

Course Instructor – Led course for third-year engineering students; Topics include: inventory mgt., stochastic models, regression and forecasting, portfolio analysis; Wrote and graded exams and reports
Taught in 2018 (133 students); Evaluation: **3.41/5.00** (faculty mean = N/A)

IE Business School

Madrid, Spain

MBA

- *Core Operations Management*
Teaching Assistant – Led revisions and individual study sessions
Taught in 2014; Evaluation: N/A

TEACHING MATERIAL

- “Healx: Routes to Funding for Start-Ups”: CJBS case study developed with H. Jabado. (Available upon request)

PROFESSIONAL SERVICE

Reviewer for *Management Science, M&SOM, POM*

Session Chair: INFORMS 2019 (TIMES Cluster)

Hosted and secured funding for 6th Annual Supply Chain & Finance Symposium in Madrid, Spain (2016) – Co-hosted by Banco Santander and IE Business School, the Symposium bridged research and practice in Finance, Operations, and Risk Management, featuring 17 talks from academics and industry practitioners in operations, banking, fintech, etc.

Membership: INFORMS, M&SOM Society, INFORMS Technology, Innovation Management and Entrepreneurship Section (TIMES), Production and Operations Management Society

MEDIA MENTIONS

- Pharmaceutical Pipeline, *CJBS Insight*, 8 November 2018
- Trade Credit in the New Financing Solutions Landscape, *IE Insights*, 17 March 2017

INDUSTRY EXPERIENCE & CONSULTING

04/19 – 06/19	Emeritus Institute of Management Course development for “Business Analytics: Decision Making Using Data”	Singapore
09/12 – 08/15	BMW Group Raw Materials Management Department, Research and Innovation Center	Munich, Germany
01/11 – 08/11	BMW Group International internship, Customer-oriented testing	Munich, Germany
01/09 – 08/10	BMW Manufacturing Co. Co-op Program, Customer-oriented testing and quality control	Spartanburg, SC, USA
06/08 – 08/08	Delta Air Lines, Inc. Internship, Delta TechOps, Engine demand planning	Atlanta, GA, USA

OTHER RESEARCH EXPERIENCE

01/12 – 08/12	Georgia Tech – Integrated Analytical and Computational Tools Lab (IntACT) Research Assistant for Prof. Raghuram Pucha, Mechanical Engineering	Atlanta, GA, USA
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06/07 – 08/08

Georgia Tech – Aerospace Systems Design Lab (ASDL)
Research Assistant for Prof. Dimitri Mavris, Aerospace Engineering

Atlanta, GA, USA

HONORS AND AWARDS

Research

- Winner *2018 INFORMS TIMES Best Working Paper Award*
- Finalist *2018 FMA Annual Meeting Best Paper Award*

Funding

- Robert F. Bruner Fund for Faculty Excellence (2019)
- BMW Group Doctoral Scholarship (2012-2015)
- IE Business School Doctoral Scholarship (2016)
- Recipient of GA HOPE Scholarship (2007-2012), twice recipient of AHEPA Merit Scholarship

Other

- *DSD Sprachdiplom II Diploma* for fluency in the German language
- Engineer in Training (*FE Examination*) certification

PERSONAL

- Citizenship: US and EU (Greece)
- Languages: English (native); Greek (native); German (fluent); Spanish (conversational)
- Interests: Global affairs; Fiction and non-fiction literature; Formula 1 (motorsports)