

PANOS MARKOU

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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 (CJBS Entrepreneurship Centre)	Cambridge, UK
12/16 – 07/18	University of Cambridge Judge Business School Visiting researcher (CJBS 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:</i> Essays at the Interface of Finance, Operations, and Risk Management	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; Pharmaceutical industry; Operations-Finance interface; Empirical Operations Management

PEER-REVIEWED PUBLICATIONS

- Markou, P. and D. Corsten. (2021). “Financial and Operational Risk Management: Inventory Effects in the Gold Mining Industry.” *Production & Operations Management*, Accepted.
- 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*, 26(6), pp.1333-1350.

BOOK CHAPTERS AND OTHER PUBLICATIONS

- 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, pp.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), pp.165-185.
- Markou, P. and D. Corsten. (2017). “Trade Credit: A Fresh Look.” *World Supply Chain Finance Report 2017*. BCR Publishing, pp.14-16.

WORKING PAPERS

Rival Signals and Project Selection: Insights from the Drug Discovery Process – w/ S. Kavadias and N. Oraiopoulos [\[SSRN\]](#)

- Winner 2018 *INFORMS TIMES Best Working Paper*
- 3rd Place 2020 *PITM Student Paper Competition*

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 [\[SSRN\]](#)

RESEARCH IN PROGRESS

Data-Driven R&D Portfolio Management – with R. Chao and Y. Grushka-Cockayne

Analogical Thinking and Entrepreneurial Pivots – with J. Hutchison-Krupat and D. Dippold

INVITED SEMINARS, PROCEEDINGS, AND CONFERENCES

†INVITED; *CO-AUTHOR PRESENTED; °CANCELLED DUE TO COVID-19

“Rival Signals and Project Selection: Insights from the Drug Discovery Process” with S. Kavadias and N. Oraiopoulos

2020 IE Business School[†], Frankfurt School of Finance^{†*}

2019 Darla Moore School of Business (USC)[†]; George Mason University[†]; Darden School of Business (UVA)[†]; Fisher College of Business (OSU)[†]; INFORMS Annual Meeting

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

2020 INFORMS Annual Meeting

2019 Commodity and Energy Markets Annual Meeting*; INFORMS 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

2020 INFORMS Annual Meeting

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

2020 Eastern Finance Association[°]

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

UVA Darden School of Business

Charlottesville, VA, USA

- MBA*
- *Managing Innovation (TOM-8067)*
Second-year elective. Instructor - Designed and delivered elective on the innovation process. Course covered topics such as ideation, selection, execution, and business model innovation. Sched. Q3 2022.
 - *Operations I (TOM-7311) – Process Analysis & Design*
Core MBA Course. Instructor – Course covered process analysis and design. Taught Q2 2019, 2020.
 - *Operations II (TOM-7312) – Supply Chain Management*
Core MBA Course. Instructor – Course covered supply chains, contracting, inventory. Taught Q3 2021.

University of Cambridge Judge Business School

Cambridge, UK

- Executive MBA*
- *Management Science*
Core EMBA Course. Coordinator & Lecturer. Taught Fall 2017, 2018.
- Executive Ed.*
- *Business Models for Transformative & Competitive Advantage (Online)*
Certificate Course. Tutor – Covered business model innovation. Taught 2018 Summer and Fall.
- MBA*
- *Management Science*
Core MBA Course. Teaching Assistant. Taught Fall 2017.
 - *Risk Management & Strategic Planning Elective*
MBA Elective. Teaching Assistant. Taught Spring 2019.
- UG Engineering*
- *Modelling Risk Elective*
3rd Year Undergraduate Engineering Course. Instructor – Course covered inventory management, stochastic models, regression and forecasting, portfolio analysis. Taught 2018.

IE Business School

Madrid, Spain

- MBA*
- *Operations Management*
Core MBA Course. Teaching Assistant. Taught 2014.

PEDAGOGICAL MATERIALS

- “Product–Market Alignment”, Darden School of Business Technical Note, UVA-OM-1706 (2021).
- “Product Development at StubHub: Don't Stop Believin'”, Darden Business Publishing, UVA-OM-1705 (2021). TN available.
- “Process Analysis Simulation”, Darden School of Business Simulation, UVA-OM-1718 (2020). TN available.
- “Healx: Routes to Funding for Start-Ups”, Cambridge Judge Business School case study (2018).

PROFESSIONAL SERVICE

- Reviewer for *Management Science*, *M&SOM*, *POM*, *JOM*
- Session Organizer & Chair: INFORMS 2019, 2021 (TIMES Cluster)
- Judge for M&SOM Best Student Paper Competition (2019-2021)
- Judge for INFORMS TIMES Best Working Paper Award (2019-2021)
- Reviewer for M&SOM iFORM SIG (2020-2021)
- 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 & 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, Industries Studies Association

INSTITUTIONAL SERVICE

- Daniel Family Scholarship Committee (2021)

- Technology & Operations Management Faculty Search Committee (2020)
- Faculty judge for 2019 Amazon Impact Challenge @ Darden case competition (2019)

MEDIA MENTIONS

- Learning from the Competition: How Drug Companies Can Increase Their R&D Effectiveness, *Darden Ideas to Action*, 15 December 2020
- Pharmaceutical Pipeline, *CJBS Insight*, 8 November 2018
- Trade Credit in the New Financing Solutions Landscape, *IE Insights*, 17 March 2017

EXTERNAL ENGAGEMENT & INDUSTRY EXPERIENCE

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)	Atlanta, GA, USA
06/07 – 08/08	Georgia Tech – Aerospace Systems Design Lab (ASDL)	Atlanta, GA, USA

HONORS AND AWARDS

Research

- Winner *2018 INFORMS TIMES Best Working Paper Award*
- Finalist *2018 FMA Annual Meeting Best Paper Award*
- 3rd Place *2020 PITM Student Paper Competition*

Funding

- Craddock Fund Grant for *Data-Driven R&D Portfolio Management* (\$30,000)
- Robert F. Bruner Fund for Faculty Excellence (2019-2022)
- 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)