

1. BRIEF BIO

Dr. Konstantinos Fouskas

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Holding the position of “Digital Entrepreneurship and Technological Innovation” at the department of Applied informatics at the University of Macedonia in Thessaloniki, Greece, I am teaching in the area of innovation and entrepreneurship, e-business and development of new products and services. I also currently teach at International Hellenic University and University of the Aegean related topics and also collaborate with a number of other Academic Institutes in the areas of innovation and entrepreneurship.

My research has been published in international peer-reviewed journals and conferences and I have participated in research consortia for more than 15 International and National research projects, including research projects in Developing countries.

I teach because I am passionate about entrepreneurship, innovation and development of new ventures. I also have been a serial entrepreneur developing a number of Business ventures mainly related to provision of Digital, innovative services, others resulting in success and others in teaching me valuable lessons.

My background is widespread and is combining studies and experience ranging from crafting and aligning a corporate strategy and responding to competition with innovative actions to handling and rearranging business operations and filling in accounting and financial information to analyzing pricing decisions.

This diversity has allowed me to obtain a broader view in developing new business ventures ranging from evaluation of the business proposition to financial projections analysis. To this end I am happy to assist new entrepreneurs of any age that pursue their dreams. I am doing so through various Incubator programs such as Orange Grove, Ace-In, EkinisiLab and by personal coaching and innovation competitions such as e-nnovation and iBank.

I have also been extensively engaged with business advisory, trying to assist established firms with limited organizational capabilities to evolve to viable, competitive players in their markets and organize their internal resources in a more efficient way. I have also been a member of the European Space Agency (ESA) Technology Transfer initiative team.

I believe that entrepreneurship is very important and can significantly advance economic prosperity and improvement of the national level of innovation through the utilization of ICT and smart ways to approach current customer pains worldwide.

2. STATEMENT OF RESEARCH INTERESTS

Digital Entrepreneurship and Innovation

Digital entrepreneurship is emerging as a key building block for economies globally. Against a backdrop of challenging financial landscapes, increased adoption of technology is providing opportunities to connect, coordinate and innovate. As our world becomes increasingly interconnected, web and digital technologies are making it possible for cultures, industries, and people to collaborate and partner in new ways. And entrepreneurship – with its emphasis on innovation and growth – can provide the spark that's needed to ignite new economic and societal vibrancy.

At the same time, although many organizations have been able to survive even with very limited amounts of innovation in the past today the role of innovation is greater than ever. The focus on providing quality products and simply update them to a level that maintains their competitiveness in the market still applies to some products with long lifecycles and few opportunities for innovation. However, due to factors such as globalization, outsourcing and adoption of technology, organizations require innovative processes and management that can drive down costs, improve productivity and move beyond this competitive advantages and gain customer loyalty. Innovation has been the catalyst to organizational and business ecosystems change. Successful enterprises have managed to improve their competitive positions by offering new value propositions for their customers and disrupt their respective industries. This, in a large scale, has been achieved by utilizing the web that provided them with unparalleled tools and procedures to better understand their customer needs and change the rules of the game.

Brought together, digital entrepreneurship and innovation represent a timely and relevant opportunity area for the global economy.

Priorities on digital entrepreneurship

- Evaluate emerging business models bridging the online and offline word and creating unique value propositions.
- Identify critical success factors for web entrepreneurship based on both competitive environment, internal resources and capabilities and entrepreneurial stance characteristics.
- Examine the transformation process of a firm from traditional to digital and identify the key points of success that allow the digital transformation process to succeed.
- Examine the importance of Digital Transformation in terms of individual firms and financial sectors and its economic impact.
- Initiate and Contribute to the development of both offline and online ecosystems and hubs to foster and enhance entrepreneurship and start-ups.
- Identify the factors that drive digital entrepreneurs in entrepreneurial decision making.

Priorities on innovation

- Examine the ways innovation is cultivated and deployed in enterprises, organizations and ecosystems.
- Assess the value of customer driven innovation. Optimization of how digital channels can be utilized by firms in order to enhance the product development process, from idea generation to commercialization.
- Examine the value of web based platforms, tools and techniques to foster innovation development to micro (organizational) and macro (regional and national) levels.
- Identify the value of innovation in terms of application in specific industries and sectors as well as initiatives such as “factory of the future” and point out critical success factors for successful digital transformation.

3. CURRICULUM VITAE

1. PERSONAL DATA & CONTACT DETAILS

E-mail: kfouskas@uom.gr, kfouskas@gmail.com
Marital Status: Married

2. EDUCATION

- 2008: **PhD – Doctor of Philosophy.** Athens University of Economics & Business, Department of Informatics (AUEB). Department of Management Science and Technology. Title: **«Examining managerial perceptions of competitive environment and organizational capabilities as antecedents of firms competitive reactions and performance»** (Supervisors: Prof. .G. Giaglis, Professor S. Lioukas, Associate Prof Eir. Voudouri)
- 2001: **Master (M.Sc.) in Decision Sciences (International MBA),** Specialization: eBusiness. Athens University of Economics and Business (AUEB), Department of Management Science and Technology.
- 2000: **BSc in Business Administration.** Specialization: Accounting and Financial Management, Athens University of Economics and Business (AUEB), Department of Management Science and Technology.

FOREIGN LANGUAGES

- Certificate of Proficiency in English, Cambridge University
- Certificate of Proficiency in English, Michigan University

3. ACADEMIC PROFESSIONAL EXPERIENCE

3.1 ACADEMIC TEACHING EXPERIENCE (UNDERGRADUATE – POSTGRADUATE LECTURES IN GREEK UNIVERSITIES)

AUTONOMOUS

Assistant Professor of “Digital Entrepreneurship and Technological Innovation”
Department Applied Informatics, University of Macedonia

October 2015-Today MSc in E-Business, Innovation and Entrepreneurship,
School of Science and Technology, International Hellenic University
Courses:
New Product Design, Development and Marketing,
Developing and financing an e-Business venture

September 2014-Today Graduate Program in Information and Communication Systems Direction:
Digital Innovation and Entrepreneurship, Department of Information and
Communication Systems, University of Macedonia
Course: Start-up Development

January 2014–today Department of Information and Communication Systems, University of the Aegean
Graduate Program Direction: Digital Innovation and Entrepreneurship,
Course: Innovation and Entrepreneurship,

January 2014–today Lecturer of Innovation for new products and services
Department of Applied Informatics, University of Macedonia
Courses:

- Entrepreneurship and Technology Innovation
- Entrepreneurial Case Studies (**Supported by SEN/JA**)
- Electronic Business
- Electronic Commerce
- Management and Technology

February 2008–September 2012 Lecturer of Innovation for new products and services
Department of Technology Management, University of Macedonia
Courses:

- Entrepreneurship and Technology Innovation
- Electronic Business
- Management and Technology
- Entrepreneurial Case Studies
- Human Resource Management
- Development of New Products and Services and Market Research

3.2 OTHER ACADEMIC TEACHING EXPERIENCE (UNDERGRADUATE – POSTGRADUATE LECTURES IN GREEK UNIVERSITIES)

- 2005-2006: **Business Process Re-Engineering**, Postgraduate of Management Science and Technology - International MBA, Athens University of Economics and Business (Research Lab courses, Assistant) (Lecturer, Prof. G. Giaglis)
- 2003-2005: **Department of Management Science and Technology, Athens University of Economics and Business**. Course: Simulation and Decision Support Systems (Research Lab courses, Lecture Notes) (Lecturer, Prof. G. Giaglis)
- 2002: **Department of Management Science and Technology, Athens University of Economics and Business**. Course: eMarketplaces, Erasmus Program Students

3.3 SEMINAR TEACHING EXPERIENCE

- 2011 -2012: Series of seminars entitled «electronic Invoicing » for executives, Athens University of Economics and Business,
- 2006: Seminar entitled «Achieving competitive advantage through new technologies» for executives, Athens University of Economics and Business,
- 2005: “Business Technology Excellence” for executives, Athens University of Economics and Business
- 2004 - 2005: Human Network of Excellence, Mobinet, **Business Game for the m-Business Market Athens University of Economics and Business**, (Athens, April 2004), **Aristotelian University of Thessaloniki**, (Salonika, March 2004) **University of Crete** (Crete, July, 2005)
- 2003 - 2004: Human Network of Excellence, Mobinet, **Analysis of the mBusiness Market**, **Athens University of Economics and Business**, (Athens, November - December 2003), **Aristotelian University of Thessaloniki**, (Salonika, January 2004)
- 2002: Two day organizational seminar “**Introduction to m-Commerce & m-Business**” **Vodafone, Greece** (Athens, June 2002)
- 2001: Scenario planning and methodology. Global eManagement Masters (GeM), **Athens University of Economics and Business**, Athens, November, 2001

3.4 SEMINARS ORGANIZATION

- 2006: Seminar entitled «Achieving competitive advantage through new technologies» for executives, Athens University of Economics and Business,
- 2005: “Business Technology Excellence” for executives, Athens University of Economics and Business
- 2004 - 2005: Human Network of Excellence, Mobinet, **Part B**
Athens University of Economics and Business, (Athens, April 2004),
- 2003 - 2004: 2004 - 2005: Human Network of Excellence, Mobinet, **Part A**
Athens University of Economics and Business, (Athens, November – December 2003),

3.5 CONFERENCE AND WORKSHOPS ORGANIZATION

- 2015: Half day Workshop in cooperation with the Industrial Property Organisation (OBI) "Protection of inventions from concept to commercialization", 27 May 2015, University of Macedonia, Thessaloniki
- 2015: **Presentation of “e-nnovation 2015”** Presentation of the Ennovation, 8th international student competition on Digital Entrepreneurship, Innovation and e-Business with presentation from academia and start-up enterprises. May,6, 2015, Thessaloniki, Greece
- 2015: **Presentation of “e-nnovation 2014”** Presentation of the Ennovation, 7th international student competition on Digital Entrepreneurship, Innovation and e-Business with presentation from academia and start-up enterprises. March,13, 2014, Thessaloniki, Greece
- 2005: **Gala, “Mobile Youth”** Presentation of research regarding the relationship of young people relationship with mobile phones. October 26, 2005, Athens, Greece
- 2005: **Gala (Mobile Business) Mobinet** Presentation of the Mobile Network of Excellence Mobinet, aiming at informing the public in issues related to mBusiness, July 8, 2005, Athens, Greece
- 2003: **MB-net National Workshop in Greece.** Experts Workshop for the project MB-net April, 21, 2003, Athens, Greece
- 2002: **‘Mobile eBusiness and eWork’** Networking Session for the MB-net project during the IST 2002 Conference (Copenhagen, November 5, 2002).
- 2002: **mBusiness 2006: Research Roadmap for Value Creation Workshop** Workshops for the projects Mobicom και MB-net during the 1st International Conference on Mobile Business (July 9, 2002) Athens, Greece

4. RESEARCH PROJECT EXPERIENCE

4.1 RESEARCH PROJECTS EXPERIENCE

2013-Today: **Tucan 3g- Wireless technologies for isolated rural communities in developing countries based on cellular 3G femtocell deployments (EU- FP7) (collaboration with KiNNO Consultants)**

The project aims at designing a technologically feasible and yet economically sustainable solution for the progressive introduction of voice and broadband data services in isolated rural communities of developing countries, using commercial cellular terminals, 3G femtocells (and its possible evolution to 4G) and heterogeneous backhauling (WiLD-WiMAX-VSAT)
(Project Manager KiNNO)

2011-2013: **ADES - Airports as Drivers of Economic Success in Peripheral Regions (ESPON) (collaboration with KiNNO Consultants)**

The project scope was to provide a better understanding of the opportunities and perspectives of regional airport investments in peripheral areas from a European and National perspective, as well as its contribution to regional economic development. The main aim is to provide inputs to policymakers on future options for infrastructure investment in peripheral regions in Europe.
(Project Manager KiNNO)

2012: **Segment: Segmented Marketing for Energy efficient Transport (IEE STEER) (collaboration with KiNNO Consultants)**

SEGMENT was a 3 year IEE STEER funded project which will test the use of consumer market segmentation techniques in persuading people to change their travel behaviour and adopt more energy efficient forms of transport. SEGMENT sought to employ consumer segmentation techniques to overcome perceptual or attitudinal barriers to the uptake of sustainable and energy-efficient mobility by EU citizens. Research suggests that 'life change moments' offer some of the best opportunities for fostering behaviour change. As people change jobs, move home or undergo other major change, they reflect on their habits and often make significant changes. **(Responsible for field research execution in Greece- KiNNO)**

2011-2012: **MET3 -Mediterranean Transnational Technology Transfer (MED program) (collaboration with KiNNO Consultants)**

Technology Transfer (TT) defines the process of transformation the results of Research and Development (R&D) activities into marketable products or services and it mainly involves collaboration between the Research Organisation and industry, licensing or the creation of a new company. In its 'broad-based innovation strategy', EU has highlighted the importance of improving knowledge transfer between Public Research and third parties including industry and society ('Triple Helix' concept). In particular, the Commission has identified the transnational dimension of TT as one of ten key areas for action. Building and sustaining such a network in MED by leading research organisations and innovation intermediaries is the central theme of MET3.

(Senior Researcher- Leader of Technology Transfer Missions KiNNO)

- 2009-2010: **E-Services for General Secretariat of Information Systems (GSIS) (collaboration with Eltrun)**
Examination of electronic Invoicing in Greece. The objective of the current project is to evaluate current state of European and Greek readiness regarding electronic invoicing and develop a framework and multiple scenarios for eInvoice implementation in Greece.
(Senior Researcher)
- 2008 **European Fund For The Integration Of Third-Country Nationals (collaboration with Master Hellas)**
The objective of the current project was to develop a strategic framework and annual programmes for the European Fund for the Integration of Third Country National in Greece. The project was done on behalf of Master Hellas S.A. for the Hellenic Republic – Ministry of Interior.
(Senior Researcher)
- 2006-2007: **Tracer Factory – Improvement and standardization of the Traceability Information System (collaboration with IST Lab)**
The objective of the current project was to implement an innovative information system (named Tracer Factory) that would support traceability in the food sector. Actions towards implementing Tracer Factory are: Desk research upon the best practises implemented world wide regarding traceability information systems along with legal issues and legislations affecting food safety, Interviews on numerous sectors of the Greek food industry in order to capture the specific attributes and ensure their embodiment in Tracer Factory, Analysis, design and implementation of Tracer Factory, Testing and evaluation of Tracer Factory in real conditions, Diffusion and business plan of Tracer Factory under the scopus of the Greek market.
(Senior Researcher)
- 2004-2006: **MAD - Mobile Advertising Effectiveness (collaboration with (IST Lab)**
The objective of this project was twofold: Under the light of an interdisciplinary approach a mobile advertising effectiveness framework will be developed for the evaluation of SMS, EMS, MMS advertising messages and in addition this model will acquire added value as it will be implemented in an electronic web environment, with real time data. Searching for factors contributing to successful advertising campaigns constitutes a perennial effort for marketing researchers. Although a significant amount of research has been devoted to traditional marketing channels, the advances of technology bring forth new and innovative media such as the Internet, interactive television. Amongst these new channels, mobile marketing has created significant interest to practitioners, however its theoretical potential in advertising terms needs to be further investigated. This project aims at identifying and conceptualizing the factors that influence the effects of a mobile advertising campaign. Factors are mainly inherited from traditional channels, like television and print, and are adjusted to the principles of this innovative medium, however a number of mobile channel specific attributes are also introduced. A novel classification model of the corresponding factors will be proposed and implemented. Funding programme: Research and Technological Development Consortiums in sections of National Priority
(Senior Researcher)
- 2004-2005: **Mobile Youth (collaboration with IST Lab)**
The primary goal of this project was to study the nature of adoption and social absorption of mobile technologies and services in the segment with the highest usage and adoption rates, the youth. This objective follows the argument that true mobile innovation will arise when the

adolescents of today become working adults; this is because this is the most adaptive user base that learns to assimilate new technologies in unique ways.

(Project Manager AUEB, Researcher)

2003-2004: Mobinet-Mobile Human Network of Excellence in Mobile Business (collaboration with Eltrun)

The Human Network of Excellence in M-Business (MobiNet) embraces a network of cooperation between scientific and industrial partners whose basic aim is the dissemination of knowledge and the education of students and executives in the area of wireless technologies and corporate applications based on the use of mobile devices. The creation of this network, aims in the synthesis of knowledge for the exchange and establishment of mBusiness teaching material. The main goal is the development of a complete teaching material portfolio, which will be used for the education and training of graduate or postgraduate students as well as business executives. This educational material could also be used at the end of the project as generic information in training and educational events that will be organized from time to time.

(Project Manager AUEB, Researcher)

2003-2005: Morse – Mobile Real-Time Supply Chain Execution (collaboration with Eltrun)

The basic aim of MO.R.S.E is to investigate the prospects of exploiting mobile and wireless technologies in the supply chain execution (focusing on urban distributions) and at the same time to design, implement, and evaluate an innovative decision support system, that will embrace dynamic routing algorithms and real-time applications in order to create an efficient supply chain execution network, capable of delivering value to its members (starting from the supplier and reaching the end-customer). The project, apart from the design and development of methods, algorithms, systems, and techniques that intend to transform the current state in urban distributions, will also develop a pilot integrated distribution system that will be tested in real-life distribution scenarios. Funding programme: Research and Technological Development Consortiums in sections of National Priority

(Senior Researcher)

2002-2003: MB-net - A network of Excellence in Mobile Business (collaboration with Eltrun)

MB-Net is a network of excellence in mobile business (mBusiness). The objective of the network is to systematically investigate the future of mBusiness by identifying research challenges, formulating policy recommendations, and providing strategic roadmaps on a 5-year horizon, through a robust methodological approach pursued by an independent discursive forum consisting of industry and research leaders that collectively represent excellence in mBusiness across Europe. The main strength of the Network lies on its plan of work that employs a scientifically proven methodology in order to overcome the inherent difficulties associated with investigating the future, especially in fast-moving and technology-dependent areas. MB-NET brings together in a collaborative forum the leading academic scholars and industry experts in mBusiness, representing all dimensions of mBusiness: Technology Push, Market Pull, and Know-how Development. The membership of MB-NET, as reflected in its 26 founding members and 8 different European countries represented, has been designed to satisfy the objectives of the project.

(Project Manager AUEB, Researcher)

2002-2003: mExpress - mobile in-EXhibition PProvision of Electronic Support (collaboration with Eltrun)

mEXPRESS aims to exploit the technological opportunities arising from evolution in the areas of wireless networks and positioning mechanisms in order to support and facilitate the professional exhibition industry in a context-aware manner. It will contribute to the economic development of the Community by providing means for efficient operation and interaction in

information-rich environments such as exhibitions, and significantly enhancing promotional activities and business communications.

(Researcher)

2000-2001: MobiCom - Evolution Scenarios for emerging Mobile Commerce services (collaboration with Eltrun)

MobiCom aims to explore the fundamental factors affecting the evolution of Mobile e-Commerce, such as market structure, key players, technology architectures, consumer behaviour, new products and services.

(Researcher)

5. STARTUPS COMPETITIONS & MENTORING

i-bank Innovation and Technology Competition	National Bank of Greece	Program of the evaluation committee	January 2016 – Today
ACEin - Athens Center of Entrepreneurship and Innovation	Athens University of Economics and Business	Mentoring and Teaching to teams	February 2014 - Today
Orange Grove	Dutch Embassy in Greece	Mentoring and Teaching to teams	April 2015- Today
Aegean Startups, PanHellenic Student e-Business Plan Competition	University of the Aegean	Evaluation Committee Member	2014-15
Innovative Entrepreneurship - Consulting - ACCI EkinisiLab	Planet SA/ Speed SA	Member of counseling subgroup at participating teams in ACCI EkinisiLab	June. 2014 – January 2015
Athens University of economics and Business competition on entrepreneurship	Athens University of Economics and Business	Mentoring to teams	January 2012 - Today
Ennovation an international student competition on Digital Entrepreneurship, Innovation and e-Business.	Athens University of Economics and Business (ELTRUN, the eBusiness Centre), the International Hellenic University and the University of Nicosia.	Evaluation Committee Member, mentoring to teams	June 2008 - Today
i-bank Innovation and Technology Competition	National Bank of Greece	4 th place with the team (isMood)	2013 –2014
“Greece Innovates!” Annual Competition for Applied Research and Innovation. The competition is organized by SEV and Eurobank.	EFG Eurobank	Evaluation Committee Member	June 2013
KiNISSIS services for SMEs	KINNO CONSULTANTS LTD	Συμβουλευτική σε θέματα ανάπτυξης ιδεών και προϊόντων / υπηρεσιών από νεοσύστατες και	2012-2013

		υπάρχουσες επιχειρήσεις	
Small Enterprises' Institute of the Hellenic Confederation of Professionals, Craftsmen and Merchants	IME GSEVEE	Instructor	2012-2013
OTENET "Innovation 2006" Competition. [,	OTENET	Evaluation Committee Member	2006-2007

6. PUBLICATIONS

6.1 JOURNAL PUBLICATIONS

- [1] D. Drossos, F. Kokkinaki, G. Giaglis, **K. Fouskas**, (2014). The Effects of Product Involvement and Impulse Buying on Purchase Intentions in Mobile Text Advertising, **Electronic Commerce Research and Applications**, 2014, 13 (2014) 423–430 (IF = 1.304)
- [2] Nikolaidis, Y., **Fouskas K.** and Carayannis, E. (2013). Assisting regional policy by rapidly comparing enterprise innovation between regions, *Journal of Innovation and Entrepreneurship*, June 2013, 2:16
- [3] Karaiskos, D., Drossos, D., Giaglis, G., Tsiaousis, A. and **Fouskas, K.** (2012) "Affective and social determinants of mobile data services adoption". *Behavioural & Information Technology*, Volume 31, Issue 3, pp. 209- 219, (I.F. 0.915),
- [4] Giaglis G., **Fouskas K.**, (2011) The impact of managerial perceptions on competitive response variety. *Management Decision*, Vol. 49 Iss: 8, pp.1257 – 1275, (I.F., 0,622)
- [5] D. Drossos, K. Fouskas, F. Kokkinaki, D. Papakyriakopoulos, (2011), Advertising on the Internet: Perceptions of advertising agencies and marketing managers, *International Journal of Internet Marketing and Advertising*, Vol. 6, No. 3, pp. 244-264, Inderscience Publishers,
- [6] Nanou T., Lekakos G., **Fouskas K.** (2010). "The effects of recommendations' presentation on persuasion and satisfaction in a movie recommender system", *ACM Multimedia Systems Journal*, Volume 16, Issue 4-5, pp 219-230 (I.F. 0.679).
- [7] **Fouskas, K.** D. Drosos, (2010) "The role of industry perceptions in competitive responses", *Industrial Management and Data Systems*, Vol 110 (4), p 477-494, (Impact Factor 0.945).
- [8] **Fouskas, K.**, G.M. Giaglis, S. Karnouskos, P. Kourouthanassis, A. Pitsillides, and M. Stylianou. "A roadmap for research in mobile business" (2005). *International Journal of Mobile Communications*, 3(4):350-373.

6.2 CONFERENCE PUBLICATIONS

- [9] Drosos D., **Fouskas K.**, Product involvement dimensionality and its effect on intentions to purchase. 9th International Conference on Mobile Business, Athens, Greece, June 13-15, 2010

- [10] D. Drosos, K. Fouskas, "Advertising on the internet: perspectives from advertising agencies and advertisers", In the Proceedings of the 4th Mediterranean Conference on Information Systems, Athens, Greece, September 25-27, 2009
- [11] K. Pramataris, L. Kioses, K. Fouskas, "Adoption of electronic supply chain collaboration services: the effect of collaboration climate and the role of perceptions of e-marketplace participation impact", In the Proceedings of the 4th Mediterranean Conference on Information Systems, Athens, Greece, September 25-27, 2009
- [12] K. Fouskas, E. Syrigos, "Εξετάζοντας την Σχέση Μεταξύ Χαρακτηριστικών των Σπουδών, Θέσης και Τμήματος των Διδασκόντων Στο Οικονομικό Πανεπιστήμιο Αθηνών", In the Proceedings of the 4th Student Conference on Management Science and Technology, Athens, Greece, May 17, 2007
- [13] K. Fouskas, "Οι ρίζες της ανταγωνιστικής συμπεριφοράς", In the Proceedings of the 3rd Student Conference on Management Science and Technology, Athens, Greece, May 10, 2006
- [14] E. Rodina, V. Zeimpekis, and K. Fouskas. Remote workforce business process integration through real-time mobile communications. In G.M. Giaglis, H. Werthner, V. Tchammer, and K.A. Froeschl, editors, Second International Conference on Mobile Business (ICMB), Vienna, Austria June 2003.
- [15] K. Fouskas, G.M. Giaglis, Η συμβολή των ασύρματων και κινητών επικοινωνιών στην μείωση της αστυφιλίας, In the Proceedings of the 1st Student Conference on Management Science and Technology, Athens, Greece, March 17, 2003
- [16] K. Fouskas, A. Pateli, D. Spinellis, and H. Virola. Applying contextual inquiry for capturing end-users behaviour requirements for mobile exhibition services. In 1st International Conference on Mobile Business, Athens, Greece, July 2002.
- [17] G.M. Giaglis, A. Pateli, K. Fouskas, P. Kourouthanassis, and A. Tsamakos. On the potential use of mobile positioning technologies in indoor environments. In 15th International Conference on Electronic Commerce, pages 413-429, June 2002.

6.3 BOOK CHAPTERS

- [18] Fouskas, K., D. Drossos, Competition Analysis Process and Effectiveness: Analysis and Research Directions, Organizational Behaviour and Culture: Globalization and the Changing Environment of Organizations, Mirjana Radovic-Markovic, (ed), 2011, VDM Verlag Dr. Müller
- [19] Drossos, D, Fouskas K. (2014) Case study «Using IT to reduce operating costs of financial data management: The case of implementation of electronic invoicing in B/S/H by Retail-Link SA.

6.4 WHITE PAPERS

- [20] Fouskas, Lekakos, Mantzari, (2009). «Παροχή υπηρεσιών ηλεκτρονικής τιμολόγησης». Athens University of Economics and Business Research Centre. (In Greek)
- [21] Fouskas, Lekakos, Zampou (2009) «Έκδοση και συναλλαγή με ηλεκτρονικά τιμολόγια». Athens University of Economics and Business Research Centre. (In Greek)
- [22] Fouskas, Drosos (2005), «Ασύρματη γενιά: Ανάλυση της νεανικής συμπεριφοράς και της θεωρίας αναγκών». Athens University of Economics and Business Research Centre. (In Greek)
- [23] Fouskas, Mylonopoulos, (2005), «Ασύρματη γενιά: Οι κοινωνικές επιδράσεις των κινητών τηλεφώνων στους εφήβους», Athens University of Economics and Business Research Centre. (In Greek)

- [24]Pitsillides, Valeri, **Fouskas**, Giaglis, (2003) "mBusiness Application and Services Research Challenges". Athens University of Economics and Business Research Centre
- [25]**Fouskas** K., Pateli A., (2002) "Mobile in Exhibition Provision of Electronic Support Services: Actor Requirements Framework & Realistic Application Scenarios". Athens University of Economics and Business Research Centre
- [26]Kirchinger, T., Düsener, M., **Fouskas** K., (2002)." Analysis of consumer behavior on M-Commerce Services". Κέντρο έρευνας Οικονομικού Πανεπιστήμιο Αθηνών. (In Greek)
- [27]**Fouskas**, K., J., Syros, P. (2002), "Feasibility Study of Mobile Ticketing in Greece". Athens University of Economics and Business Research Centre
- [28]N. Mylonopoulos, I. Sideris, K. **Fouskas**, and A. Pateli. Emerging market dynamics in the mobile services industry. Technical Report WHP-2002-001, the Members of the MobiCom Consortium, 2002.

7. ACKNOWLEDGMENTS OF SCIENTIFIC WORK

7.1 SELECTED INVITED SESSIONS

1. Invited Speaker in "Enterprise Mobility Conference, May 2014, Athens, Greece
2. Invited speaker in Project's IP4SMEs Conference, «**Innovation for SMEs**», Athens Chamber of Commerce and Industry, April 2013, Athens
3. Invited speaker in Project's Hidden Innovation Conference, «**Innovation for SMEs**», Region of Ipirus, March 2013, Ioannina
4. Participation in innovative workshop for για την «**Increasing transparency - combating corruption** " by the National Centre for Public Administration and Local Government, March 2011, Athens
5. **3rd e-Commerce Conference, Cyprus**, «The path from eCommerce to eBusiness», Utilizing ICT Beyond B2C, March, 16, 2011, Hilton, Nicosia, Cyprus
6. «**e-Commerce and digital entrepreneurship in Greece**», Organized by International Hellenic University, Ομιλία «e-Invoicing: A challenge or an opportunity for Greek companies?», 11, March, 2011, Thessaloniki,
7. **2nd Distance Selling & e-Commerce Conference**, « Electronic invoicing, Opportunities and Challenges ", Greek Association of Distance Selling and Direct Marketing (EPAM) and the Marketing Week Boussias Communications December, 2010, Athens
8. «**E-Business Innovation Forum**», "Readiness of the Greek Companies for Electronic Invoice, 22 & 23 November 2010, EEDE, Athens
9. «**Mobile Youth, mobile phones and young people**». Interview in ET3 National Channel, November 2005.
10. «**4G: A step closer to the customer?** », Mobile Marketing Forum, invited Speech, Athens, October, 2004.

7.2 SCHOLARSHIPS

1. «Irakleitos – Scholarship for PhD research» - ΕΠΕΑΕΚ ΙΙ. (2002- 2007)

7.3 PARTICIPATION IN SCIENTIFIC COMMITTEES

1. Member of the organizational committee of e-nnovation student contest for innovation and young e-Business entrepreneurs., 2010, 2011
2. Member of the organizational committee of the 1st Student Conference of the University of Macedonia, Thessaloniki, November 2010
3. Member of Programme Committee of the 4th Mediterranean Conference on Information Systems entitled, "Information Society Research, Education, Policy and Practice in the Mediterranean Region", Athens 25-27 September 2009.
4. Member of the organizational committee of the 1st Scientific Meeting of the Department of Technology Management, University of Macedonia, May 14th ,2008, Naoussa, Greece.

7.4 REVIEWER IN SCIENTIFIC JOURNALS

1. 2015: Reviewer Information Systems and e-Business Management (ISEB)
2. 2015: Reviewer South Eastern Europe Journal of Economics (SEEJE)
3. Member of the Editorial Board of International Journal of Human Computer Interaction (IJHCI)
4. 2010: Reviewer of European Journal of Information Systems (EJIS)
5. 2003: Reviewer of International Journal of Mobile Communications (IJMC)

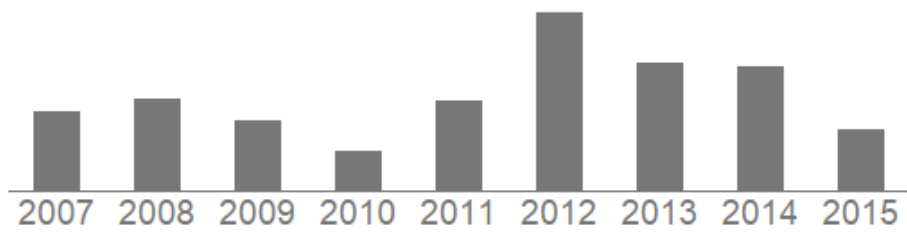
7.5 REVIEWER IN SCIENTIFIC CONFERENCES

1. Reviewer of 18th European Conference on Information Systems, Jun.7-9,2010, Pretoria, South Africa
2. Reviewer of 4th Mediterranean Conference on Information Systems, Sept. 25-27, Athens, 2010,Greece
3. Reviewer for IADIS e-Commerce 2005 conference, Porto, Portugal, 15-17 December, 2005
4. Reviewer of 16TH European simulation symposium and exhibition, October 17-20, 2004,Budapest, Hungary
5. Reviewer of International Conference on Mobile Business since 2002

7.6 RESEARCH CITATIONS

Citation Index	All	Since 2010
Citations	245	131
<u>h-index</u>	9	8
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Δείκτες παραθέσεων	Όλα	Από το 2010
Παραθέσεις	245	131
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8. OTHER WORKING EXPERIENCE

- 2011 -Today **Organization for the management and development of Athens University of Economics and Business Property S.A.**, Chief Financial Officer
- 2011 - Today **KINNO Consultants LTD**, Business Advisor, Development of Services for SMEs
- 2001-2012 **Hellenic Electronic Trading Research Unit (eLTRUN)**,
Senior Researcher and Project Manager for IST and National Projects
- 2000-today **Accounting Office, Konstantinos Fouskas**
Accountant, Grade A, Self employed
- 2001-2009 **IST – LAB, Wireless Research Center**
Senior Researcher and Project Manager for IST and National Projects
- 2008 **Master Hellas**, Consulting Company,
Ag,Paraskevi, Greece,
Consulting for the **Ministry of Interior**, regarding the Annuals and **Multi-Annual program of the European Fund for the Integration of Third Country Nationals** for the period 2007-2013.
- 2000-2001 **Nanni Aloizio and Co.** Machine Shop
Athens, Greece
Co-Owner, Sales Manager,
- 1996 -2000 **Rigas and Co**, Furniture Company
Athens, Greece
Accounting and Imports - Exports manager
- 1996 – 2000 **Carbocut, Ltd**, Cutting Tools Company
Athens, Greece
Accounting and Imports - Exports manager