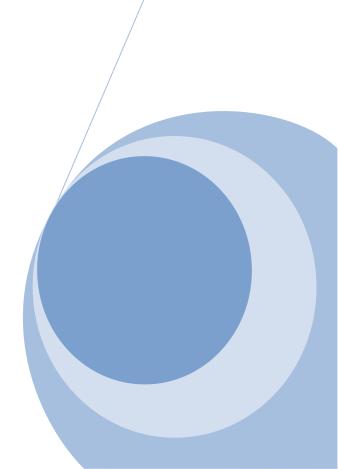
Adamantia Pateli

Curriculum Vitae



29/8/2013

Personal Information

Name:	Adamantia G. Pateli
Address:	7 Tsirigoti Sq., 49 100, Corfu – Greece
Tel:	+30 26610 87714
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Education

2002 - 2006:	PhD entitled "Governance of Strategic Alliances in Technology-based
	Industries: The Case of Wireless Services", Athens University of
	Economics & Business (AUEB) - Department of Management Science and
	Technology, Degree: EXCELLENT.
2000 - 2001:	MSc in Electronic Commerce, University of Manchester - Institute of
	Science and Technology (UMIST), Title of Thesis: "e-Interviewer – A web-
	based tool enabling HR managers to build online interviews", Degree:
	71.7/100.
1995 – 1999:	Bachelor in Informatics, Athens University of Economics & Business
	(AUEB), Department of Informatics, Specialization: Information Systems,
	Title of Thesis: "Surf On Classifieds – A Classified Advertising System on the
	Internet", Degree: 8.44/10 (VERY GOOD).
1992 – 1995:	Lyceum. Degree: 19 ^{9/11} (EXCELLENT).

Languages

English: Certificate of Proficiency, University of Cambridge, December 1993, TOEFL (Score: 663), March 2000.

French: Certificat de Langue Francaise, Mai 1996

Employment

3/2013 – Today:	Ionian University – Department of Informatics
	Assistant Professor in Information Systems
5/2008 - 3/2013:	Ionian University – Department of Informatics
	Lecturer in Information Systems
2/2006 - 5/2008:	Ionian University – Department of Informatics
	Adjunct Lecturer
10/2006 - 2/2007:	University of Crete – Department of Computer Science
	Adjunct Lecturer
9/2005 - 1/2007:	Municipality of Ag. Paraskevi,
	Counsellor in IT Development Projects
9/2001 - 12/2005:	Research Center of Athens University of Economics & Business (RC-
	AUEB), Research Group ELTRUN, Research Officer.
7/1999 – 7/2000:	POULIADIS Group, CYBERCE Ltd. – Integrated Electronic Commerce
	Solutions, Electronic Commerce Consultant.
9/1998 – 7/1999:	Research Center of Athens University of Economics & Business (RC-
	AUEB), Research Group HELTRUN (Hellenic Electronic Trading Research
	Unit), Research Assistant.
	CENERAL RANK OF CREECE D

7/1997 – 8/1997: GENERAL BANK OF GREECE, Department of Deposits and Funds Transfer, Assistant.

Publications & Citations

Journals

- Pappas, I., Pateli, A., Giannakos, M. & Chrissikopoulos, V. (2013) Moderating Effects of Online Shopping Experience on Customer Satisfaction and Repurchase Intentions, *International Journal of Retail and Distribution Management. (Forthcoming)*
- Mikalef, P., Giannakos, M., Pateli, A. (2013) Shopping and Word-of-Mouth Intentions on Social Media, *Journal of Theoretical and Applied Electronic Commerce Research, Vol. 8, No. 1*, pp. 1-15.

- Giannakos, M. N., Pateli, A., Chorianopoulos, K. (2012) Investigating Facebook's Acceptance and Satisfaction: A study in the Greek university community, *International Journal of Social and Humanistic Computing, Vol. 2, Nos. 1/2, pp. 104-117.*
- Pateli, A. (2011) Strategic Objectives affecting the Structure of Service Innovation Partnerships in Technology- and Knowledge-Intensive Sectors, *International Journal of Web Engineering and Technology, Vol. 6, No. 4*, pp. 320-334.
- Pateli, A., & Philippidou, S. (2011) Applying Business Process Change (BPC) to Implement Multi-Agency Collaboration: The Case of the Greek Public Administration, *Journal of Theoretical and Applied Electronic Commerce Research*, Vol. 6, No. 1, pp. 127-142.
- Giannakos, M., Pateli, A., Pappas, I. (2011) Identifying the Direct Effect of Experience and the Moderating Effect of Satisfaction in the Greek online market, *International Journal of E-Services and Mobile Applications, Vol. 3, No. 2,* pp. 39-58.
- 7. **Pateli, A.**, & Lioukas, S. (2011) The choice of governance mode in ICT alliances: A property rights approach, *Information & Management, Vol. 48, No. 1*, pp. 69-77.
- Pateli, A. (2009) Decision-Making on Governance of Strategic Technology Alliances, Management Decision, Vol. 47, No. 2, pp. 246-270.
- Pateli, A., & Giaglis, G. (2007) Governance Contingencies for Strategic Technology Alliances – A Case in Wireless Business, *International Journal of Technology Management*, *Vol. 40, No. 4*, pp. 310-329.
- Pateli, A., Giaglis, G., Spinellis, D. (2006) Wireless Value Added Services in Exhibition Shows, *International Journal of Mobile Communications, Vol. 4, No. 2,* pp. 193-209.
- Vlachos, P., Vrechopoulos, A., Pateli, A. (2006) Drawing Emerging Business Models for the Mobile Music Industry, *Electronic Markets, Vol. 16, No. 2*, pp. 154-168.
- Pateli, A., & Giaglis, G. (2005) Technology Innovation-Induced Business Model Change: A Contingency Approach, *Journal of Organizational Change Management, Vol. 18, No. 2, pp.* 167-183.
- 13. Pateli, A., & Giaglis, G. (2004) A research framework for analyzing eBusiness Models, *European Journal of Information Systems, Vol. 13, No. 4,* pp. 302-314.

Conference Proceedings

- 1. Mikalef, P., **Pateli, A.,** Batenburg., R. & van de Wetering, R. (2013) Investigating the Impact of Procurement Alignment on Supply Chain Management Performance, In: *Proceedings of the Conference on Enterprise Information Systems (CENTERIS). 23-25 October, Lisbon, Portugal.*
- Yfantis, V., Vassilopoulou, K., Pateli, A., Usoro, A. (2013) The Influential Factors of M-Government's Adoption in the Developing Countries, In: *F. Daniel, GA Papadopoulos, P. Thiran (Eds.): MobiWIS 2013, LNCS 8093*, pp. 157–171
- Mikalef, P., & Pateli, A. (2013) Why are users of Social Media inclined to Word-of-Mouth?, In: Proceedings of the 12th IFIP Conference on e-Business, e-Services, e-Society, April 25-26, Athens, Greece.
- 4. Giannakos, M., Pateli, A., Pappas, I. (2012) Investigation of the Hotel Customers Perceptions: A Study based on User-Generated Content of Online Booking Platforms, In: Proceedings of the 2nd Advances in Hospitality and Tourism Marketing & Management Conference, 31 May – 3 June, Corfu, Greece.
- Mikalef, P., Giannakos, M. & Pateli, A. (2012) Exploring the Business Potential of Social Media: An Utilitarian and Hedonic Motivation Approach. In: *Proceedings of the 25th Bled eConference*, 17-20 June, Bled, Slovenia.
- Mikalef, P., & Pateli, A. (2011) A Systematic Meta-Analytic Review on Factors Influencing the Strategic Alignment in Service-Oriented Architecture Projects, In: Karahanna, E., Kokkinaki, A., Stylianou, A. (eds.) Proceedings of the 6th Mediterranean Conference on Information Systems, September 3-5, Limassol, Cyprus.
- Pappas, I., Giannakos, M., Pateli, A., Chrissikopoulos, V. (2011) Online Purchase Intention: Investigating the Effect of the Level of Customer Perceptions on Adoption, In: *Proceedings* of the IADIS e-Society 2011, Avila, Spain, pp. 456-460.
- Morfis, I., & Pateli, A. (2010) Deconstructing ICT industry using Layered Policy Model, In: Proceedings of the 8th IAMB Conference, June 28-30, Madrid, Spain (CD-ROM Proceedings).
- Pateli, A. (2009) Building a Decision Tree to opt for the Structural Mode of Service Innovation Alliances in High-Tech Sectors, In: D'Andrea, V., Gangadharan, G.R., Iannella, R., Weiss, M. (eds.) Proceedings of the International Workshop on Enabling Service Business

Ecosystems (ESBE'09), In conjunction with the 4th Mediterranean Conference on Information Systems, September 25-27, Athens, Greece.

- Avlonitis, M., Pateli, A., Morfis, I. (2009) A Stochastic Model using Self-Organization to explore the ICT Industry Evolution, In: Proceedings of 13th Panhellenic Conference in Informatics (PCI 2009), September 10-12, Corfu, Greece, Lecture Notes in Computer Science (LNCS), IEEE Computer Society.
- Pateli, A. (2009) Ethical Issues in the Design and Use of Online Career Development Counseling, In: Proceedings of the 8th International Conference of Computer Ethics: Philosophical Enquiry, June 26-28, Corfu, Greece.
- Morfis, I., & Pateli, A. (2009) A knowledge based approach to co-operation for innovation in ICT industry, In: Huizingh, K.R.E., Conn, S., Torkkeli, M., Bitran, I. (eds.) *Proceedings of the XX ISPIM Conference, June 21-24, Vienna, Austria (CD-ROM Proceedings).*
- 13. Pateli, A., & Philippidou, S. (2008) Public Management Change and One-Stop Government Experience from the Greek Citizen Service Center (CSC), In: Proceedings of the 2nd International Conference on Methodologies, Technologies and Tools enabling e-Government, September 25-26, Corfu, Greece.
- 14. Pateli, A., Floros, A., Oikonomou, K., Magkos, E. (2008) CorfuNet: A Mesh Network providing Wireless Services at Metropolitan Level, In: *Proceedings of the IADIS International Conference on Wireless Applications and Computing 2008,* in conjunction with the IADIS MULTI CONFERENCE ON COMPUTER SCIENCE AND INFORMATION SYSTEMS 2008, July 22-24, Amsterdam, The Netherlands (CD-ROM Proceedings).
- 15. **Pateli, A.**, & Philippidou, S. (2008) Designing an Informal Dialogue and Decision-Making Mechanism to Deal with Organizational Change, In: *Proceedings of the 20th National Conference of the Hellenic Operational Research Society (HELORS), June 19-20, Spetses, Greece (CD-ROM Proceedings).*
- Koussouris, S., Lampathakis, F., Tsitsanis, A., Psarras, J., Pateli, A. (2007) A Methodology for Developing Local Administration Services Portals, In: *Proceedings of the eChallenges* 2007, October 24-26, The Hague, The Netherlands (CD-ROM Proceedings).
- 17. **Pateli, A.,** & Giaglis, G. (2007) The Impact of Value on Governance Decisions for IT-based Alliances: Evidence from a Joint Venture in the Wireless Networks Industry, In: *Proceedings*

of the Hawaii International Conference on System Sciences (HICSS-40), January 3-6, Big Island, Hawaii, USA (CD-ROM Proceedings).

- Pateli, A., & Giaglis, G. (2006) Governance Options for Strategic Technology Alliances in Value Webs, In: *Proceedings of the Hawaii International Conference on System Sciences* (*HICSS-39*), *January 4-7, Hyatt Regency Kauai, USA* (CD-ROM Proceedings).
- Pateli, A. (2005) A Value-Driven Decision Making Model on Governance Mode of Strategic Technology Alliances, In: Proceedings of the 17th National Conference of the Hellenic Operational Research Society (HELORS), June 16-17, Rio, Greece.
- Pateli, A., Giaglis, G., Spinellis, D. (2005) Trial Evaluation of Wireless Info-communication and Indoor Location-Based Services in Exhibition Shows, In: Bozanis, P., Houstis, E.N. (eds.) Proceedings of 10th Panhellenic Conference in Informatics (PCI 2005), Lecture Notes in Computer Science(LNCS) 3746, pp. 199–210.
- Pateli, A., Spinellis, D., Giaglis, G. (2004) Wireless Info-Communication and Navigation Services in Exhibition Shows, In: Horwitch M. (ed.) PROCEEDINGS of the 3rd International Conference on M-Business – m>Business 2004, Uncovering the Next Waves – Major Opportunities and the Essential Lessons, July 12–13, New York, USA.
- 22. Tsilira, A., Pateli, A., Athanasiadis, E., Spinellis, D. (2004) Targeted Messages in Indoor Mobile Environment: A Software-Oriented Approach, In: *Proceedings of the IASTED International Conference on SOFTWARE ENGINEERING ~SE~ 2004, February 17-19, Innsbruck, Austria*, presented in the Mobile Computing Systems in Dynamic Environments workshop, (CD- ROM Proceedings).
- Pateli, A., & Giaglis, G. (2003) A Framework for Understanding and Analysing e-Business Models, In: *Proceedings of the 16th Bled Electronic Commerce Conference – eTransformation, June 9–11, Bled, Slovenia,* (CD-ROM Proceedings).
- Pateli, A., & Giaglis, G. (2003) A Methodology for Business Model Evolution: Application in the Mobile Exhibition Industry, In: Giaglis, G.M, Werthner, H., Tschammer, V., Froeschl, K.A. (eds.) *Proceedings of The Second International Conference on Mobile Business (ICMB)*, *June 23-24, Vienna, Austria*, pp. 87-102.
- 25. Vassilopoulou, K., Ziouvelou, X., Pateli, A., Pouloudi, N. (2003) Examining E-Business Models: Applying a Holistic Approach in the Mobile Environment, In: C. Cibora et al. (eds.) New Paradigms in Organizations, Markets and Society - Proceedings of the 11th European

Conference on Information Systems (ECIS) 2003, June 16-21, Naples, Italy, (CD-ROM Proceedings).

- 26. Fouskas K., Pateli A., Spinellis D., Virola H. (2002) Applying Contextual Inquiry for Capturing End-Users Behaviour Requirements for Mobile Exhibition Services, In: *Proceedings of the First International Conference on Mobile Business, July 8-9, Athens, Greece* (CD-ROM – Proceedings).
- 27. Mathes I., Pateli, A., Tsamakos, A., and Spinellis, D. (2002) Context-aware services in an Exhibition Environment- the mEXPRESS approach, In: B. Stanford-Smith et al. (eds.), Challenges and Achievements in E-business and E-work: Proceedings of the E-business and E-work Conference, Prague, The Czech Republic, October 16-18, pp. 685-692.
- Giaglis, G.M., Pateli, A., Fouskas, K., Kourouthanassis, P., Tsamakos, A. (2002) On the Potential Use of Mobile Positioning Technologies in Indoor Environments, In: Loebbecke, C., Wigard, R.T., Gricar, J., Pucihar, A., Lenart, G. (eds.) *Proceedings of the 15th Bled Electronic Commerce Conference - e-Reality: Constructing the eEconomy, June 17-19, Bled, Slovenia, Vol.1: Research*, pp.413-429.
- 29. Dafoulas, G., **Pateli, A.**, Turega, M. (2002) Business-to-Employee Cooperation Support Through Online Job Interviews, In: *Proceedings of the WBC '02, 2nd International Workshop on Web Based Collaboration, in conjunction with DEXA '02, 13th International Conference on Database and Expert System Applications, September 2-6, Aix-en-Provence, France.*
- Doukidis, G., Nikolaou, A., Pateli, A. (1999) Surf on Classifieds: Electronic Commerce for Classified Advertising On Internet, In: Proceedings of EOUG Conference & Exhibition 1999, 'Web Enabled Business, Oracle Based Applications & Solutions...The Web Changes Everything', June 21–25, Copenhagen, Denmark.

Book Chapters

 Pateli, A., Lioukas, S. (2012) Antecedents to Value Creation and Value Appropriation Outcomes of Strategic Alliances, In: T.K. Das (ed.) *Management Dynamics in Strategic Alliances, Book Series "Research in Strategic Alliances"*, Chapter 3 (pp. 53-72) Information Age Publishing, Charlotte, NC. [BB1]

- Φιλιππίδου, Σ., Πατέλη, Α. (2008) Οργανωτικοί Παράγοντες που Επιδρούν και Επηρεάζουν την Αφομοίωση της Συνεχούς Αλλαγής, Στο: Ν.Φ. Ματσατσίνης (ed.) Διοίκηση των Αλλαγών & Επιχειρηματική Ευφυΐα, Κεφ. 1 (σελ. 9-22), Εκδόσεις Νέων Τεχνολογιών, Αθήνα. [AB1]
- Pateli, A., Giaglis, G.M (2007) An Interdisciplinary Research Framework To Investigate Electronic Business Models, In: A. Salazar, S. Sawyer (eds.) *Handbook of Information Technology in Organizations and Electronic Markets*, Chapter 6 (pp. 119-135), World Scientific Publishing Co. / Imperial College Press. [AB2]

Citation Analysis

According to Harzing, A.W. (2010) Publish or Perish, version 4.4.5. (15 August, 2013), www.harzing.com/pop.htm (*last accessed: August 28, 2013*):

Author's Name: "Pateli, Adamantia"	Total Articles: 42
Citations: 515	Years: 13
Cites/Paper: 12.26	Authors/Paper: 2.83 (mean)
h-index: 8	g-index: 22

Research Experience

European-Funded Research Projects

2007 - 2008:	PELAGOS, funded by the European Commission in the framework of
	INTERREG II, aims to decrease the penetrability of the Italian-Greek borders
	through the development of an integrated technological, regulatory and
	organizational security system.
2007 - 2008:	SWEB (Secure, Interoperable, cross border m-services contributing towards
	a trustful European cooperation with the non-EU member Western Balkan
	countries), funded by the European Commission in the framework of the EU 6^{th}
	Framework Programme, is designed to provide a technical infrastructure to
	enable efficient and secure cross-border eGovernment services in Europe.
2005:	SPEKs (Creating value through Change: An Anthropocentric Approach
	bringing together Social Partners, Enterprises and Knowledge Providers), is

funded by the European Commission under Article 6 of the European Social Fund Regulation. It concerns the study, design and the development of systems and corresponding software tools that will set the foundations so that SMEs could make faster and more effective progress in adopting innovative systems for information management, work methods and training practices that will accelerate their adaption to technological developments and infrastructure changes.

- **2001 2002:** mobile Exhibition PRovision of Electronic Support Services (mEXPRESS), funded by the European Commission in the framework of Information Societies Technology (IST) Programme, 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.
- 2001: MobiCom Project Evolution Scenarios for emerging Mobile Commerce services: New Policy, Market Dynamics, Methods of Work and Business Models. Funded by the European Commission in the framework of Information Societies Technology (IST) Programme that 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.
- 1999 2001: Virtual Guide for Educational and Training Material in the field of E-Commerce (VICTORIE). Funded by the European Commission in the framework of Leonardo Programme. It aims at covering the requirements of SMEs and their employees for education and training in the evolving field of Electronic Commerce.
- **1998- 1999:** Wide Electronic Commerce Awareness Network (WeCAN), funded by the European Commission in the framework of ESPRIT Programme, aims at: a) *analysing* the current problems of European Awareness initiatives in the field of Electronic Commerce (eCommerce), b) *developing* and *evaluating* best practice awareness model, c) *giving* them to professional organisers of awareness campaign in Europe, d) *motivating* and *supporting* them to implement the models in ongoing or future activities to improve their effectiveness and to make them more successful.

1998 - **1999:** Knowledge of the Information Society for SMEs and Electronic Trade

(**Kismet**). Funded by the European Commission in the framework of ESPRIT Programme. It aims to prepare SMEs in Europe for the challenges and opportunities presented by Electronic Commerce in the Information Society. Kismet identifies the significant role of intermediaries and policy makers in promoting new business practices to the SME community and thus provide them with useful material and services that make their promotion activities more effective and widely accessible.

National-Funded Research Projects

- **2011-2013:** Unit of Innovation and Entrepreneurship of the Ionian University funded by the Greek Ministry of Education. It concerns the provision of educational and other support services for inspiring the innovation and entrepreneurship spirit of the Ionian University's graduate and post-graduate students.
- 2008: E-Business Forum Ie2: Broadband counseling and monitoring services for human resources funded by the Greek Operational Programme "Information Society" (Meter 3.1). It concerns investigation and suggestion for the potential use of broadband services in the business sector of human resource management.
- 2007: TALWS (Continual Adjustment of Human Resources to New Conditions via an integrated change management approach with the use of intelligent information systems) funded by the General Secretariat of Research and Technology (Ministry of Development).
- **2005-2006:** Electronic Government Portal of the Municipality of Ag. Paraskevi funded by the Greek Ministry of Interiors.
- **2003-2005:** MobiNet (Mobile-Human Network of Excellence in Mobile Business) funded by the funding programme "Competitiveness – Human Networks in R&D" of the General Secretariat of Research and Technology (Ministry of Development). It concerns the development of 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.

2000 – 2001: National Networking Environment for the Public Administration in Greece -

SYZEYXIS. Funded by the Greek Ministry of the Interior, Public Administration and Decentralization.

- 1999 2000: Operational Redesign for the Greek Institute of Social Security.
- 1999: Consulting Services to the Greek PTT in point of Network Technology X.400.
- **1999:** Infrastructure of Electronic Commerce for the National Confederation of Hellenic Commerce.
- **1998 1999:** A' Programme Action of National Electronic Commerce Committee. Funded by the Greek Ministry of Development.

Teaching Experience

Graduate Courses Taught

- Introduction to Information Systems
- Analysis & Design of Information Systems
- Electronic Business
- Strategic Management of Information Systems
- Innovation and Entrepreneurship
- Decision Support Systems
- IS Project Management

Post-Graduate Courses Taught

- Digital Economy & Electronic Business
- Management of Information Systems
- New Technologies, Innovation and Entrepreneurship

Seminars

Business Models in Mobile and Wireless Business

Editorial Membership

• Associate Editor in International Journal of E-Services and Mobile Applications

Programme Committee Membership

- Pre-ECIS 2013 Workshop "Digitization in Business Models and Entrepreneurship", Utrecht -Netherlands, 5 June 2013.
- 13th Pan-Hellenic Conference of Informatics (PCI 2009), Corfu Greece, 10-12 September 2009.
- 10th IBIMA (International Business Information Management Association) Conference on Innovation and Knowledge Management in Business Globalization Lumpur, Malaysia, 30 June – 2 July 2008.
- 20th National Conference of the Hellenic Association of Operation Research, Spetses Greece, 19-20 June 2008.
- 19th National Conference of the Hellenic Association of Operation Research, Arta Greece, 21-23 June 2007.

Track Chair Participation

- Associate Editor of the Track "Business Models and Entrepreneurship Research in IS" at the European Conference on Information Systems (ECIS 2014), Tel-Aviv - Israel, 6-11 June, 2014.
- Chair of the Track "E- and M-Business" at the 4th Mediterranean Conference of Information Systems (MCIS 2009), Athens - Greece, 25-27 September 2009.

Reviewer in Journals

- Telecommunications Policy
- International Journal of Electronic Commerce (IJEC)
- International Journal of Mobile Communications (IJMC)
- Transportation Research Part C
- Management Decision

- British Journal of Management
- Encyclopedia of E-Business Development and Management in the Digital Economy
- International Journal of Internet Marketing and Advertising (IJIMA)
- Operational Research: An International Journal

Reviewer in Conferences

- Americas Conference Series on Information Systems (AMCIS)
- International Conference on Advanced Information Systems Engineering
- IADIS International Conference on Information Systems
- Academy of Management (AOM) Annual Meeting
- International Conference Series on Electronic Commerce, Bled, Slovenia
- European Conference Series on Information Systems (ECIS)
- Mediterranean Conference Series on Information Systems (MCIS)
- The IASTED International Conference on Software Engineering
- International Business Information Management Association (IBIMA) Conference
- Pan-hellenic Conference of Informatics
- eDemocracy

Scholarships

2002 - 2004:	Scholarship for Postgraduate Studies for the PhD title, Institute of Bodosakis,
	Department of Scholarships.
2000 - 2001:	Scholarship for Postgraduate Studies, Institute of Bodosakis, Department of
	Scholarships.
2000:	Scholarship and honour for Postgraduate Studies, NATO, Ministry of National
	Economy.
1997–1998:	Annual honour during the undergraduate studies in the Department of
	Informatics, Athens University of Economics and Business (AUEB), Scholarship
	– Institute of State Scholarships.
1995:	1 st honour during the General Exams for the entry in the Department of
	Informatics – Athens University of Economics and Business (AUEB),
	Scholarship - Institute of State Scholarships.