

**Curriculum Vitae**  
November 2019

**Professor George Baltas**

Department of Marketing & Communication  
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**Education**

- PhD, Warwick Business School, University of Warwick, England. Thesis title: An analysis of consumer choice among national and private brands. Supervisor: Late Professor Peter Doyle.
- Master in Business Administration with distinction, AUEB.
- B.S. in Economics, AUEB.

**Research Interests**

Marketing research, consumer research, consumer analytics, quantitative marketing models, empirical demand research, discrete choice analysis, bio-inspired models, shopper research.

**Faculty Positions**

- Professor of Marketing, Department of Marketing & Communication, AUEB (current)
- Associate Professor of Marketing, Department of Marketing & Communication, AUEB
- Lecturer in Marketing, Department of Marketing & Communication, AUEB
- Lecturer in Marketing, WBS, University of Warwick

**Refereed Articles in Scholarly Journals**

*(h-index 24, g-index 55, number of citations 3042, Google Scholar, query date November 20, 2019)*  
*47 journal articles (authorship: 14 single author, 15 first author, 10 second author, 8 other)*

Prieto, M., Stan, V., Baltas, G. and Lawson, S. (2019), "Shifting consumers into gear: car sharing services in urban areas", *International Journal of Retail & Distribution Management*, Vol. 47 No. 5, pp. 552-570.

Prieto, M., Baltas, G., & Stan V. (2017). Car sharing adoption intention in urban areas: what are the key sociodemographic drivers? *Transportation Research (Part A)*, Vol 101, pp 218-227 [5-year Impact Factor 2.855].

Baltas, G., Kokkinaki, F., & Loukopoulou, L. (2017). Does variety seeking vary between hedonic and utilitarian products? The role of attribute type. *Journal of Consumer Behaviour*. Volume 16, Issue 6, e1–e12. [5-year Impact Factor 1.022]

Saridakis, C., Baltas, G., Oghazi, P. and Hultman, M. (2016), Motivation Recipes for Brand-Related Social Media Use: A Boolean—fsQCA Approach. *Psychology and Marketing*, 33: 1062–1070. [5-year Impact Factor 1.367]

Skarmeas, D., Zeriti, A. & Baltas, G. (2016). Relationship value: Drivers and outcomes in international marketing channels. *Journal of International Marketing*, 24(1), 22-40. [5-year Impact Factor 3.60]

Saridakis, B. & Baltas, G. (2016). Modeling price-related consequences of the brand origin cue: An empirical examination of the automobile market. *Marketing Letters*, 27(1), 77-87. [5-year Impact Factor 1.26]

Tsafarakis, S, Saridakis, C., Matsatsinis, N., & Baltas, G. (2016). Private labels and retail assortment planning: a differential evolution approach. *Annals of Operations Research*, 247(2), 677–692. [5-year Impact Factor 1.50]

Giakoumaki, C., Avlonitis, G., & Baltas, G. (2016). Does ingredient advertising work? Some evidence on its impact. *Journal of Business & Industrial Marketing*, 31(7), 901 – 913. [5-year Impact Factor 1.403]

- Argouslidis, P., Baltas, G. & Mavrommatis, A. (2015). An empirical investigation into the determinants of decision speed in product elimination processes. *European Management Journal*, 33 (4), 268-285. [5-year Impact Factor 1.60]
- Prieto, M., Caemmerer, B., & Baltas, G. (2015). Using a hedonic price model to test prospect theory assertions: the asymmetrical and nonlinear effect of reliability on used car prices. *Journal of Retailing & Consumer Services*, 22, 206-212.
- Saridakis, C., Tsafarakis S., Baltas G., Delias P., Matsatsinis N (2015). Optimizing differentiation and commonality levels among models in car line-ups: An empirical application of a nature-inspired heuristic mechanism. *Expert Systems with Applications*, 42 (5), 2323-2335. [5-year Impact Factor 2.254]
- Argouslidis, P., Baltas, G. & Mavrommatis, A. (2014). Outcome of decision speed: an empirical study in product elimination decision-making processes. *European Journal of Marketing*, 48 (5/6), 982-1008. [5-year Impact Factor 1.569]
- Baltas, G. & Saridakis B. (2013). An empirical investigation of the impact of behavioural and psychographic consumer characteristics on car preferences: An integrated model of car type choice. *Transportation Research (Part A)* 54, 92-110. [5-year Impact Factor 2.855]
- Baltas, G., Tsafarakis, S., Saridakis, C. & Matsatsinis, N. (2013). Biologically inspired approaches to strategic service design: Optimal service diversification through evolutionary and swarm intelligence models. *Journal of Service Research*, 16 (2), 186-201. [5-year Impact Factor 4.138]
- Tsafarakis, S., Saridakis, C., Baltas G. & Matsatsinis, N. (2013). Hybrid particle swarm optimization with mutation for optimizing industrial product lines: An application to a mixed solution space considering both discrete and continuous design variables. *Industrial Marketing Management*, 42 (4), 496–506. [5-year Impact Factor 2.366]
- Angelaki, E., Baltas, G., Baourakis, G., Zopounidis, C. (2013). "The Entrance of New Products in the Cretan Market," *Journal of Euromarketing*, Vol. 22 (1&2), 74-85.
- Baltas, G., Argouslidis, P. & Skarmeas, D. (2010). The role of customer factors in multiple store patronage: a cost-benefit approach. *Journal of Retailing*, 86 (1), 37-50. [5-year Impact Factor 2.452]
- Baltas, G. & Saridakis, C. (2010). Measuring brand equity in the car market: a hedonic price analysis. *Journal of the Operational Research Society*, 61 (2), pp. 284-293. [5-year Impact Factor 1.272]
- Baltas G. & Saridakis, C. (2009). Brand-name effects, segment differences, and product characteristics: an integrated model of the car market. *Journal of Product and Brand Management*, 18 (2), 143-151.
- Argouslidis, P. & Baltas, G. (2007). Structure in product line management: the role of formalization in service elimination decisions. *Journal of the Academy of Marketing Science*, 35 (4), 475-491. [5-year Impact Factor 4.230]
- Baltas, G. & Argouslidis, P. (2007). Consumer characteristics and demand for store brands. *International Journal of Retail and Distribution Management*, 35 (5), 328-341.
- Baourakis, G., Baltas, G., Izmiryan, M., and Kalogeras, N. (2007). Brand preference: a comparative consumer study in selected EU countries. *Operational Research*, 7 (1), 105-120.
- Baltas, G. (2006). Econometric models for discrete choice analysis of travel and tourism demand. *Journal of Travel and Tourism Marketing*, 21 (4), 25-40.
- Baltas, G. (2005). Exploring consumer differences in food demand: a stochastic frontier approach. *British Food Journal*, 107 (9), 685-692. [5-year Impact Factor 1.069]
- Baltas, G. (2005). Modelling category demand in retail chains. *Journal of the Operational Research Society*, 56, 1258-1264. [5-year Impact Factor 1.272]
- Baltas, G. (2004). A model for multiple brand choice. *European Journal of Operational Research*, 154, 144-149. [5-year Impact Factor 2.625]

- Salavou, H., Baltas, G., & Lioukas, S. (2004). Organisational innovation in SMEs: the importance of strategic orientation and competitive structure. *European Journal of Marketing*, 38 (9), 1091-1112. [5-year Impact Factor 1.569]
- Baltas, G. (2003). A combined segmentation and demand model for store brands. *European Journal of Marketing*, 37, 1499-1513. [5-year Impact Factor 1.569]
- Baltas, G. (2003). Determinants of internet advertising effectiveness: an empirical study. *International Journal of Market Research*, 45, 505-513. [5-year Impact Factor 0.94]
- Baltas, G. & Papastathopoulou, P. (2003). Shopper characteristics, product and store choice criteria: a survey in the Greek grocery sector. *International Journal of Retail and Distribution Management*, 31, 498-507.
- Baourakis, G., & Baltas G. (2003). Comparative Behavioral Analysis in Selected EU countries: A Brand Modeling Approach. *Operational Research*, 3 (2), 165-182.
- Karayanni, D. & Baltas, G. (2002). Web-site characteristics and business performance: some evidence from international business-to-business organisations. *Marketing Intelligence and Planning*, 21, 105-114.
- Baltas, G. (2002), An applied analysis of brand demand structure. *Applied Economics*, 34, 1171-1175. [5-year Impact Factor 0.77]
- Baltas, G. (2001). The effects of nutrition information on consumer choice. *Journal of Advertising Research*, 41, 57-63. [5-year Impact Factor 1.58]
- Baltas, G. (2001). Utility-consistent brand demand systems with endogenous category consumption: principles and marketing applications. *Decision Sciences*, 32, 399-421. [5-year Impact Factor 3.15]
- Baltas, G. (2001). Nutrition labelling: issues and policies. *European Journal of Marketing*, 35, 708-721. [5-year Impact Factor 1.569]
- Baltas, G. & Doyle, P. (2001). Random utility models in marketing research: a survey. *Journal of Business Research*, 51, 115-125. [5-year Impact Factor 2.341]
- Baltas, G. & Freeman, J. (2001), Hedonic price methods and the structure of high-technology industrial markets: an empirical analysis. *Industrial Marketing Management*, 30, 599-607. [5-year Impact Factor 2.366]
- Baltas, G. (1999). Understanding and managing store brands. *Journal of Brand Management*, 6, 175-187.
- Baltas, G. (1998). An integrated model of category demand and brand choice. *Journal of the Market Research Society*, 48, 295-306. [5-year Impact Factor 0.94]
- Baltas, G. & Doyle, P. (1998). A flexible model of consumer choice in packaged goods markets. *Journal of the Market Research Society*, 40, 141-153. [5-year Impact Factor 0.94]
- Baltas, G. & Doyle, P. (1998). An empirical analysis of private brand demand recognising heterogeneous preferences and choice dynamics. *Journal of the Operational Research Society*, 49, 790-798. [5-year Impact Factor 1.272]
- Baltas, G. (1997). Modelling ordered data in marketing research. *Journal of Targeting, Measurement and Analysis for Marketing*, 6, 131-144.
- Baltas, G., Doyle, P. & Dyson, P. (1997). A model of consumer choice for national vs. private label brands. *Journal of the Operational Research Society*, 48, 988-995. [5-year Impact Factor 1.272]
- Baltas, G., Arnott, D., & Doyle, P. (1997). Antecedents and consequences of consumer relationships-part I. *Journal of Targeting, Measurement and Analysis for Marketing*, 5, 199-209.
- Baltas, G., Arnott, D., & Doyle, P. (1997), Antecedents and consequences of consumer relationships-part II. *Journal of Targeting, Measurement and Analysis for Marketing*, 5, 359-364.
- Baltas, G. (1997). Determinants of store brand choice: a behavioural analysis. *Journal of Product and Brand Management*, 6, 315-324.

### Articles in Refereed Conference Proceedings

- Baltas, G., Kontopoulou, L and Kokkinaki, F. (2019). Deceptive status signalling through fake luxury brands: is it effective? Proceedings of the 33th British Academy of Management Conference. Aston University, Birmingham, UK.
- Baltas, G., Kontopoulou, L and Kokkinaki, F. (2019). Fake luxury products as deceptive status signals: An evolutionary informed analysis. Proceedings of the 41st ISMS/INFORMS Marketing Science Conference. University of Rome III, Rome, Italy.
- Prieto, M., Baltas, G., Stan, V, & S. Lawson. (2018). Collaborative Consumption: What Drives Participation in Carsharing? Proceedings of the 32th British Academy of Management Conference. University of the West of England, Bristol Business School, Bristol, UK.
- Prieto, M., Baltas, G., & Stan, V. (2017). Consumer Choice of Car Sharing Services. Proceedings of the 31th British Academy of Management Conference. University of Warwick, UK.
- Giakoumaki, G., Avlonitis, G., & Baltas, G. (2017). Does Consumer Involvement with the Product Category Matter in Co-branding Advertising? Proceedings of the 31th British Academy of Management Conference. University of Warwick, UK.
- Baltas, G., Kokkinaki, F., & Loukopoulou, L. (2016). The interaction of product category and attribute type on variety-seeking behaviour. Proceedings of the 30th British Academy of Management Conference. Newcastle University, Newcastle, UK. (Best paper award).
- Baltas, G., Kokkinaki, F., & Loukopoulou, L. (2016). Not seeing the forest for the trees: The role of specificity effect on variety-seeking behaviour. Proceedings of the SABE / IAREP Conference 2016, Wageningen, Netherlands.
- Baltas, G., Kokkinaki, F., & Kontopoulou, V. (2016). Counterfeit luxury brands and competition for status: An evolutionary approach. Proceedings of the 30th British Academy of Management Conference. Newcastle University, Newcastle, UK.
- Prieto, M., Baltas, G., & Stan, V. (2016). Consumer adoption of car sharing systems: A multinational survey. 23rd International Conference on Recent Advances in Retailing and Consumer Services Science. Edinburgh, UK.
- Giakoumaki, G., Avlonitis, G., & Baltas, G. (2016). Understanding ingredient advertising through grounded theory methodology. 23rd International Conference on Recent Advances in Retailing and Consumer Services Science. Edinburgh, UK.
- Prieto Marc, Stan V. & Baltas G. (2016). User Adoption of Car Sharing Systems: A Multinational Empirical Study. Proceedings of the American Marketing Association Educators Conference. Atlanta, Georgia, USA.
- Giakoumaki, G., Avlonitis, G., & Baltas, G. (2015). Stimulating derived demand through ingredient advertising in both low and high-involvement product categories. Proceedings of the 29th British Academy of Management Conference. University of Portsmouth. Portsmouth, UK.
- Saridakis, C. & Baltas, G. (2015). An examination of car marque loyalty: Modeling the effects of consumer characteristics and attribute-level performance. Proceedings of the 29th British Academy of Management Conference. University of Portsmouth. Portsmouth, UK.
- Giakoumaki, G., Avlonitis, G., & Baltas, G. (2015). Do Ingredient Ads Work? Some Evidence on their Impact. 22nd International Conference on Recent Advances in Retailing and Consumer Services Science. Montreal, Canada.
- Baltas, G., Painesis, G. & Argouslidis, P. (2014). Exploring the effectiveness of cross-ruff coupons: an experimental approach. Proceedings of the 2014 AMA Winter Educators' Conference, Orlando, Florida, USA.
- Prieto, M., Caemmerer, B., & Baltas, G. (2014). Using a hedonic price model to test prospect theory assertions: The asymmetrical and nonlinear effect of reliability on used car prices. Proceedings of the 2014 AMA Winter Marketing Educators' Conference. Orlando, Florida, USA.

Giakoumaki, G., Avlonitis, G., & Baltas, G. (2014). Does consumer advertising of industrial products work? An experimental study in a high-involvement context. Proceedings of the Academy of Marketing Conference. Bournemouth University, UK.

Saridakis, C., Tsafarakis S. & Baltas, G. (2014). Introducing differential evolution to product assortment planning: Optimizing variety and service levels of private labels in retail product portfolios. Proceedings of the 43rd European Marketing Academy Conference. Valencia, Spain.

Saridakis, C., Tsafarakis, S. & Baltas, G. (2014), Introducing evolutionary analysis to retail assortment planning, Proceedings of the Global Marketing Conference (GMC). Singapore.

Saridakis, C., Tsafarakis, S. & Baltas, G. (2014), Optimizing service levels in the grocery retail sector, Proceedings of the American Marketing Association SERVSIG conference. Thessaloniki, Greece.

Saridakis, C. & Baltas, G. (2013). Modeling country-of-origin effects in the car market: implications for pricing. Academy of Marketing Science Annual Conference, Monterey Bay, California, USA.

Tsafarakis, S., Saridakis, C., Baltas G. & Matsatsinis, N. (2013). An innovative artificial intelligence mechanism for market segmentation: Some preliminary empirical evidence of its performance. Proceedings of the 27th British Academy of Management Conference. Liverpool University, UK.

Saridakis, C. & Baltas, G. (2013). Measuring country-of-origin effects in the automobile market: A hedonic price analysis. Proceedings of the 27th British Academy of Management Conference. Liverpool University, UK.

Tsafarakis, S., Saridakis, C., Baltas G. & Matsatsinis, N. (2013). A new nature-inspired mechanism for market segmentation: Empirical Implementation and evaluation. Proceedings of the 42nd European Marketing Academy Conference. Istanbul Technical University, Turkey.

Saridakis, C. & Baltas, G. (2013). Evaluating the differential country-of-origin effects across market segments: Pricing implications for the car market. Proceedings of the 42nd European Marketing Academy Conference. Istanbul Technical University, Turkey.

Saridakis, C., Tsafarakis S, Baltas G., & Matsatsinis N. 2013. Optimizing the degree of differentiation in car lineups: a swarm intelligence approach. Proceedings of the 2013 AMA Winter Marketing Educators' Conference. Las Vegas, Nevada, USA.

Saridakis, C., Tsafarakis S, Baltas G., & Matsatsinis N. 2013. Advances in market segmentation through nature-inspired intelligence methods: An empirical evaluation. International Symposium on Management Intelligent Systems, Salamanca, Spain.

Baltas, G., Argouslidis, P. & Painesis, G. (2012). The effects of framing, stock-up nature and promotion depth on consumers' evaluation of coupon offers. Proceedings of the British Academy of Management Conference. Cardiff University, UK.

Argouslidis, P., Baltas, G. & Mavrommatis, A. (2012). Outcomes of decision-making pace: evidence from product elimination decision processes. Proceedings of the British Academy of Management Conference. Cardiff University, UK. (Best paper award).

Baltas, G., Painesis, G., & Argouslidis, P. (2012). Framing effects on evaluation of coupon offers: assessing the performance of alternative face value frames. Proceedings of the 2012 AMA Summer Marketing Educators' Conference. Chicago, Illinois, USA.

Baltas, G. & Saridakis, C. (2012). A discrete choice model of car type choice. Proceedings of the 2012 Academy of Marketing Conference. Southampton, England, University of Southampton.

Painesis, G., Baltas, G., & Argouslidis, P. (2012). Framing effects on evaluation of coupon offers: assessing the performance of alternative face value frames. Proceedings of the 2012 Academy of Marketing Conference. Southampton, England, University of Southampton.

Baltas, G, Kokkinaki, F., & Loukopoulou, A. (2012). The effects of product category and attribute type on variety-seeking behavior. Proceedings of the 41th European Marketing Academy Conference. ISCTE Business School, Lisbon, Portugal.

Saridakis, C., Tsafarakis, S., Baltas, G. & Matsatsinis, N. (2012). Designing lines of cars that optimize the degree of differentiation vs commonality among models in the line: A natural intelligence approach. International Symposium on Management Intelligent Systems, Salamanca, Spain.

Saridakis, C., Tsafarakis, S., Baltas, G., & Matsatsinis, N. (2012). An artificial intelligence-based optimization mechanism for handling a mix of discrete and continuous design variables: Implications for industrial product lines. Proceedings of the 41th European Marketing Academy Conference. ISCTE Business School, Lisbon, Portugal.

Baltas, G., Matsatsinis, N., Saridakis, C. & Tsafarakis, S (2011). A Nature-inspired Approach to Retail Strategy: Introducing Swarm Intelligence to Store Type Portfolio Management. Proceedings of the 2011 AMA Summer Marketing Educators' Conference. San Francisco, California, USA.

Argouslidis, P., Baltas G. (2011). Pace of the service product elimination decision-reaching process: an empirical investigation into the effects of firm and product characteristics. Proceedings of the 2011 Academy of Marketing Conference. Liverpool, England, University of Liverpool.

Baltas, G., Kokkinaki, F., & Loukopoulou, A. (2011). Does variety-seeking at the attribute level vary between utilitarian and hedonic products? An experimental study. Proceedings of the 2011 Academy of Marketing Conference. Liverpool, England, University of Liverpool.

Baltas, G., Matsatsinis, N., Saridakis, C. & Tsafarakis, S (2011). Using particle swarm optimization to design optimal product lines. Proceedings of the 40th European Marketing Academy Conference. University of Ljubljana, Faculty of Economics, Ljubljana, Slovenia.

Baltas G. & Painesis, G. (2011), Coupon face value framing and the moderating effect of stock-up product nature. Proceedings of the 16th Corporate and Marketing Communications Conference. Athens University of Economics & Business.

Baltas G. & Saridakis C. (2010), A unified framework for dealing with preference and variance heterogeneity in conjoint experiments, Proceedings of the German-French-Austrian Conference on Quantitative Marketing. Vienna-Austria: University of Vienna (16-18 September, 2010).

Baltas, G., Matsatsinis, N., Saridakis, C. & Tsafarakis, S (2010). A combined experimental and evolutionary method for optimal store type diversification. Proceedings of the 2010 AMA Summer Marketing Educators' Conference. Boston, Massachusetts, USA.

Baltas, G., Saridakis, C. & Tsafarakis, S (2010). Introducing evolutionary modeling to strategic retail decisions: optimal diversification of store portfolios through genetic algorithms. Proceedings of the 39th European Marketing Academy Conference. Copenhagen, Denmark, Copenhagen Business School.

Baltas, G., Argouslidis, P. & Painesis, G. (2009). Coupon face value framing: a neglected issue. 2nd Biennial International Conference in Services Marketing. Thessaloniki.

Baltas, G. & C. Saridakis (2009). A model for the empirical determination of heterogeneous and heteroscedastic preferences in conjoint experiments. Proceedings of the 2009 Academy of Marketing Conference. Leeds, England: Leeds Metropolitan University.

Argouslidis, P., Baltas G., & Mavrommatis A. (2009). Exploring product delisting in retail firms. Proceedings of the 2009 Academy of Marketing Conference. Leeds, England: Leeds Metropolitan University.

Baltas, G. & Saridakis C. (2009). Car marques and car models: the dual structure of brand names and their pricing implications in the automobile market. Proceedings of the 38<sup>th</sup> EMAC Conference. Nantes, France: Audencia Nantes School of Management

Argouslidis, P.C., Indounas, K., Baltas, G., & Mavrommatis A. (2008). Exploring the Role of Relationship Pricing in Industrial Export Settings: Empirical Evidence from the UK. Proceedings of the 2008 AMA Summer Educators' Conference, San Diego, California, USA.

Argouslidis, P.C., Baltas, G., & Indounas, K. (2008). Retrospective Assessment of Decisions to Prune the Product Line: Evidence from the UK Financial Services Sector. Proceedings of the Academy of Marketing Conference, Aberdeen, UK.

- Skarmeas, D. & Baltas, G., (2008). Building cross-national inter-firm relationship quality. Proceedings of the Academy of World Business Conference. Rio de Janeiro, Brazil.
- Baltas, G. & Saridakis C., (2008). Brand and segment heterogeneity: Implications for car prices. Proceedings of the Academy of Marketing Conference. Aberdeen, United Kingdom.
- Argouslidis, P., Baltas, G., & Papavassiliou, N. (2007). Determinants of decision speed in product line pruning. Proceedings of the 36<sup>th</sup> EMAC Conference. Reykjavik, Iceland: Reykjavik University.
- Baltas, G., Argouslidis, P., & D. Skarmeas (2007). The use of store portfolios by supermarket customers: An empirical study. Proceedings of the 2007 AMA Summer Educators' Conference. Wasinghton, DC, USA.
- Argouslidis, P.C., Baltas G. & Lodorfos G. (2007). How fast can financial firms withdraw a product from the line? The effects of selected product characteristics. Proceedings of the Academy of Marketing Conference, London, UK.
- Bikou, D., G. Baltas, & G. Baourakis (2006). Consumer attitudes towards nutrition labelling. Proceedings of the 98th Seminar of the European Association of Agricultural Economists. Chania, MAICH.
- Baltas, G., P. Argouslidis, & D. Skarmeas (2006). Exploring heterogeneity in store brand preferences: A survey. Proceedings of the 13th Conference on Recent Advances in Retailing & Services Science. European Institute of Retailing & Services Studies. Budapest.
- Skarmeas, D., M. Robson, AliKhalifa Al-Khalifa, G. Baltas, & C. S. Katsikeas (2005). Actual Influence in Cross-Cultural Buyer-Seller Relationships: Sources and Outcomes. Proceedings of the 34<sup>th</sup> EMAC Conference. Milan: University of Bocconi.
- Baltas, G. (2004). A Demand Model at the retail-chain level with application to scanner data. Proceeding of the Academy of Marketing Conference. Cheltenham: University of Gloucestershire Business School.
- Baltas G., M. Izmiryan & G. Baourakis (2003). Brand preference in the juice sector: A comparative consumer study in Greece and the Netherlands. CMS 2003 Conference, Workshop on Agricultural & Environmental Science Modelling, Crete.
- Baltas, G. (2002). A Simultaneous Approach to Choice and Consumption of Retail Brands. Proceedings of the 31<sup>st</sup> EMAC Conference. Braga, Portugal.
- Baltas, G. & Papastathopoulou, P. (2001). Consumer characteristics, product and store choice criteria: An exploratory analysis in the Greek food retail business. Proceedings of the 30<sup>th</sup> EMAC Conference. Bergen: Norwegian School of Economics and Business Administration.
- Baltas, G. & Salavou, H. (2000). An empirical investigation of the determinants of product innovation in small and medium sized firms. Proceedings of the 29<sup>th</sup> EMAC Conference. Rotterdam: Erasmus University.
- Baltas, G. (2000). A utility-consistent brand demand system with endogenous category consumption. Proceedings of the 29<sup>th</sup> EMAC Conference. Rotterdam: Erasmus University.
- Baltas, G. & Freeman, J. (1999). Implications of segment and vendor heterogeneity for the price structure of high-technology industrial markets: A hedonic model with application to the data storage industry. Proceedings of the 28<sup>th</sup> European Marketing Academy Conference. Berlin: Humboldt University.
- Baltas, G. & Doyle, P. (1998). Exploring private brand buying. Proceedings of the 27<sup>th</sup> EMAC Conference. Stockholm: Stockholm School of Economics.
- Baltas, G. (1998). The state of private label brands. Proceedings of the Academy of Marketing Conference. Sheffield: Sheffield Business School.
- Baltas, G. & Doyle, P. (1997). A new model of consumer choice in frequently bought categories with application to panel data. Proceedings of the Academy of Marketing Conference. Manchester: Manchester Metropolitan University.

Baltas, G. & Doyle, P. (1997). A nested logit model of asymmetric competition across manufacturer and store brands. Proceedings of the 26<sup>th</sup> EMAC Conference. Coventry: University of Warwick.

Baltas, G., Arnott, D. & Doyle, P. (1996). Towards a theory of relationship marketing in consumer markets. Proceedings of the Marketing Educators Group Conference. Glasgow: University of Strathclyde.

### **Papers in Edited Volumes**

Saridakis, C., & Baltas, G. (2015). Modeling Country-of-Origin Effects in the Car Market: Implications for Pricing. In *Ideas in Marketing: Finding the New and Polishing the Old* (pp. 534-537). Springer International Publishing.

Saridakis, C., Tsafarakis, S., Baltas, G. & Matsatsinis, N (2013), Advances in market segmentation through nature-inspired intelligence methods: An empirical evaluation. In Casillas, J., Martinez-Lopez, F.J., Vicari, R. & De la Prieta F. (eds), *Management Intelligent Systems: Advances in Intelligent Systems and Computing*, Vol. 220, pp. 59-66, Springer, London.

Saridakis, C., Tsafarakis, S., Baltas, G. & Matsatsinis, N (2012), Designing lines of cars that optimize the degree of differentiation vs commonality among models in the line: A natural intelligence approach. In Casillas, J., Martinez-Lopez, F.J. & Corchado, J.M. (eds), *Management Intelligent Systems: Advances in Intelligent Systems and Computing*, Vol. 171, Part 3, pp.89-97, Springer, London.

Baourakis G. and Baltas G. (2004). Brand management in the fruit juice industry. In P. Pardalos, A. Migdalas and G. Baourakis (eds), *Supply Chain and Finance*. World Scientific, Series on Computers and Operations Research, Vol. 2, pp. 153-159.

### **Textbooks**

Baltas, G. & Papavassiliou, N. 2003. Retail and wholesale marketing. Rosili publications, Athens.

Baltas, G. & Papavassiliou, N. 2003. Channel management & logistics. Rosili publications, Athens.

Baltas, G. & Papastathopoulou, P. 2003. Consumer behavior: principles, strategies and applications. Rosili publications, Athens.

Dimitriadis, S. & Baltas, G. (2003). Electronic commerce and marketing. Rosili publications, Athens.

Baltas, G. & Papastathopoulou, P. 2013. Consumer behavior. 2nd Edition. Rosili publications, Athens.

Baltas, G. & Repousis, P. (2017). Business analytics and quantitative marketing models. Rosili publications, Athens.

Baltas, G. & Repousis, P. (2018). Business analytics and quantitative marketing models. 2nd Edition. Rosili publications, Athens.

### **Editorial Service - Reviewing**

- Editorial Board of the Industrial Marketing Management, 2010-
- Editorial Board of the Journal of Product and Brand Management, 2013-
- Editorial Board of the International Journal of Retail and Distribution Management, 2013-
- Editorial Board of the Journal of Economic & Administrative Sciences, 2014-

Reviewing for numerous refereed journals including:

- Decision Sciences
- European Journal of Marketing
- European Journal of Operational Research
- Industrial Marketing Management
- International Journal for Research in Marketing
- International Journal of Retail & Distribution Management



- International Marketing Review
- International Review of Retail Distribution & Consumer Research
- Journal of Agricultural & Food Industrial Organization
- Journal of Brand Management
- Journal of Business Research
- Journal of International Marketing
- Journal of Marketing Management
- Journal of Product and Brand Management
- Journal of Retailing
- Journal of Retailing & Consumer Services
- Journal of Service Research,
- Journal of the Academy of Marketing Science
- Journal of the Operational Research Society
- Marketing Intelligence and Planning
- Marketing Science
- Transportation Research

Reviewer for the Netherlands Organization for Scientific Research (2014)

Reviewer for the National Science Foundation USA (2013)

#### **Academic Conference Organizing**

- Chair of the Methods, Modelling & Marketing Analytics track. 47<sup>th</sup> EMAC conference, 2018, Glasgow, UK.
- Professional Development Workshop “Frontiers in Data-driven Retail Management”. 2015 British Academy of Management Conference, Portsmouth, UK.
- Chair of the Modeling and Forecasting track. 41<sup>th</sup> EMAC conference, 2012, Lisbon, Portugal.
- Chair of the Modeling and Forecasting track. 40<sup>th</sup> EMAC conference, 2011, Ljubljana, Slovenia.
- Scientific Committee of the 16<sup>th</sup> Corporate Marketing Communications Conference, 2011, Athens, Greece.
- Scientific Committee of the 113<sup>th</sup> EAAE Seminar, 2010.
- Chair of the Modeling and Forecasting track. 39<sup>th</sup> EMAC conference, 2010, Copenhagen, Denmark.
- Chair of the Modeling and Forecasting track. 38<sup>th</sup> EMAC conference, 2009, Nantes, France.
- Organizing Committee of the 35<sup>th</sup> European Marketing Academy Conference, 2006, Athens, Greece.
- Chair of the Doctoral Colloquium, 35<sup>th</sup> EMAC Conference, 2006.
- Chair of the Modeling and Forecasting track. 35<sup>th</sup> EMAC conference, 2006.
- Scientific Committee of the 83<sup>th</sup> EAAE Seminar, 2003.

#### **University Administrative Positions**

- Director of the AUEB Laboratory of Marketing Research, 2016-
- Director of the MSc in Marketing & Communication, 2014 –
- Director of the PhD Program in Marketing & Communication, 2010 – 2018.
- Head of the Department of Marketing & Communication, academic years 2012/13, 2013/14.
- Deputy Head of the Department of Marketing & Communication, academic years 2010/11, 2011/12, 2014-2015.

#### **University Service**

- Department committee for the new post-graduate curriculum, 2017
- Department committee for the new post-graduate curriculum, 2013
- Department committee for the new under-graduate curriculum, 2011
- MSc in Marketing & Communication Steering Committee, 2010 –
- Senate Committee for Basic Research Funding, 2009-2012
- University Senate, 2005-2006, 2012-2013
- MBA Admissions Committee, 2004 – 2018
- MBA Steering Committee, 2004 – 2018
- MSc in Marketing & Communication Admissions Committee, 2003 -

- Chair and/or Member of numerous faculty selection and promotion committees, 2003 –

### **Other Professional Service**

- Chair of External Evaluation Committees (EEC), Cyprus Agency for Quality Assurance and Accreditation in Higher Education, 2017
- Chair of the Evaluation committee, Pharmaceutical Marketing Awards, 2015.
- Chair of the Evaluation committee, Pharmaceutical Management Awards, 2018.
- Selection Committee, Effie Advertising Awards, 2008
- Selection Committee, Customer Service Awards, 2014, 2013, 2012
- Organizing Committee, Made in Greece Awards, 2013, 2015, 2017, 2019
- Organizing Committee, Marketing Excellence Awards, 2013
- Evaluation Committee, Marketing Excellence Awards, 2009, 2011, 2016
- Evaluation Committee, Corporate Social Responsibility Awards, 2013, 2012, 2011
- Evaluation Committee, Retail Business Awards, 2017, 2018, 2019
- Evaluation Committee, Sales Excellence Awards 2019
- Evaluation Committee, Product of the Year, 2019.
- Corporate Affairs Awards 2019
- Estia Awards, 2017, 2018, 2019, 2020
- Packaging Awards 2018, 2019
- Organizing Committee of the Greek Marketing Academy Symposia, 2003 –
- Onassis Foundation Scholarship Programs Judge, 2017, 2018, 2019.

Session chair, keynote speaker and panelist in numerous professional meetings, roundtables, and conferences.

Significant presence in the media with several hundred articles, interviews and reports in major newspapers, trade publications, digital and broadcast media.

### **Teaching portfolio**

- Research Methods & Market Research (Postgraduate)
- Quantitative Marketing Models (Undergraduate)
- Marketing Research (Graduate)
- Research Methods (Doctoral)
- Consumer Behavior (Undergraduate, postgraduate)
- Marketing Management (Undergraduate, postgraduate)
- Retail Marketing (Undergraduate, postgraduate)
- Sales Promotion (Undergraduate, postgraduate)
- Executive teaching programs
- E-learning programs

### **Doctoral Dissertation Supervision**

#### **Principal supervisor**

- Loukopoulou, L. (Current)
- Tamiolakis G. (Current)
- Kontopoulou V. (Completed)
- Saridakis B., (Completed)
- Painesis, G., (Completed)

#### **Co-supervisor**

- Kyriakopoulos, N. (Current)
- Panagiotopoulou, A. (Current)
- Trobeta, M. A. (Current)
- Konstantoulaki, C., (Completed)
- Halkias, G., (Completed)
- Piha, A., (Completed)
- Kyrousi, A. (Completed)

### **Research Grants & Awards**

- Best paper award. Marketing & Retailing. British Academy of Management Conference, Newcastle, 2016.
- Yale School of Management & Aspen Institute International MBA Case Competition, 2015.
- Best paper award. Marketing & Retailing. British Academy of Management Conference, Cardiff, 2012.
- AUEB Senate Research Grants, 2009, 2010, 2011, 2015, 2017.
- AUEB Department of Marketing & Communication, Research Excellence Award, 2014, 2016.
- Emerald Awards for Excellence, International Journal of Retail and Distribution Management, 2008.
- Warwick Business School, Research Fund 2000 Grant, 1999.
- Best paper award, Journal of Product and Brand Management, 1998.
- ANBAR Excellence Award, 1997.
- Doctoral Scholarship HNSF 1995-1998.

#### **Memberships of Professional Associations**

- Academy of Marketing, UK, 1996-
- European Marketing Academy, 1997-
- Greek Marketing Academy, 2000-
- American Marketing Association, 2007-
- British Academy of Management, 2012-