

Ioanna Deligianni

Athens University of Economics and Business
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Education

2006-2009

PhD in Entrepreneurship

Department of Management Science and Technology,
Athens University of Economics and Business
PhD Thesis Title: "New Ventures' Strategic Growth Patterns: Antecedents and Outcomes"

2004-2005

Master of Business Administration (MBA-International)

Athens University of Economics and Business
Diploma Grade: 8.55/10 (excellent)

1999-2004

Diploma in Chemical Engineering

Department of Chemical Engineering,
National Technical University of Athens
Diploma Grade: 9.18/10 (Excellent)

Research Interests

- Entrepreneurship and Innovation
- Business Strategy and Business Competitiveness
- Internationalization and International Entrepreneurship
- Sustainability and Sustainable Entrepreneurship

Experience

Teaching Experience

Oct 2019-

Assistant Professor

Department of Management Science and Technology

Courses:

- Entrepreneurship (undergraduate) (Fall Semester)
- International Business Administration (Undergraduate) (Spring Semester)
- Ethics and Responsibility Issues (undergraduate) (Spring Semester)

Courses:

- Business and Technological Ethics (MSc in Business Administration, co-taught with M. Bouras)
- Business Strategy (MSc in Business Administration, co-taught with E. Voudouris)
- Strategy in Public Organizations (MSc in Public Policy and Administration)
- Entrepreneurship and Business Planning (MSc International MBA, the last year co-taught with A. Pramataris)
- Social Change and Innovation (MSc Athens MBA, co-taught with G. Papagiannakis)

2016-2019

Lecturer (Presidential Decree 407/80)

**Undergraduate Program of Study in Marketing and Communication,
Athens University of Economics and Business**

Course: Entrepreneurship (Co-teaching with Assistant Professor E. Galanaki)
(Spring Semester)

University Scholar

**Undergraduate Program in Accounting and Finance, Athens University of
Economics and Business**

Course: Entrepreneurship (Fall Semester)

2013-2014

**MSc in Human Resource Management, Department of Management Science and
Technology and Department of Marketing and Communication, Athens
University of Economics and Business**

Lectures in the Course of Prof. S. Liouka: Business Strategy

2011- 2013

Visiting Lecturer

**Undergraduate Program of Study in Public Administration and Business
Administration,
University of Cyprus**

Courses:

- Principles of Business Administration (Fall and Spring Semester)
- Communication in Management (Spring Semester)
- Negotiation and Conflict Handling (Winter and Spring Semester)

2010-2012

Lecturer (Presidential Decree 407/80)

**Undergraduate Program in Accounting and Finance, Athens University of
Economics and Business**

Course: Principles of Business Administration (Independent Teaching) (Fall
Semester)

Research Associate

**Undergraduate Program of Study in Health and Welfare Unit Management
Undergraduate Program of Study in Marketing and Advertising,
Higher Technological Educational Institute of Athens**

Courses:

- Organization and Management of Laboratories (Winter Semester)
- Principles of Business Organization and Management (Winter Semester)

2009-2010

**Postgraduate Program in Economics and Management for Engineers,
Department of Economics and Management Engineering,
University of the Aegean**

Course: Strategy and Management for Engineers

***Teaching Experience
in Distance
Education***

2013-present

Member of the Collaborating Teaching Staff Hellenic Open University

Postgraduate Program in Innovation Management and Entrepreneurship

Course: New Venture Creation and Business Planning (IME52) (2021-present)

Undergraduate Program of Studies in Public Administration

Course: Basic Principles of Management (DDR23) (2020-2021)

Undergraduate Program in Business and Organization Management, Hellenic Open University

Course: Principles of Business Administration (DEO11) (2013-2020)

2014-2018, 2020-present

Member of the Collaborating Teaching Staff, Open University of Cyprus

Undergraduate Program of Study in Business Administration

Courses:

- Principles of Business Administration (PIP101)
- Organizational Behavior (PIP252)
- Human Resource Management (PIP302)
- Company Policy (PDE451)

Undergraduate Study Program in Economics

Courses:

- Entrepreneurship: Theory and Practice (OIK414)

Other Teaching Experience

2014-2015

Trainer

Hellenic Post Vocational Training Center (KEK ELTA)

Course: Strategy

Trainer

Institute of Education and Training of Members of the Technical Chamber of Greece (IEKEM TEE)

Course: Social Entrepreneurship

2011-2014

**Postgraduate Program-MA Management,
Postgraduate Study Program-MBA,
Undergraduate Program of Study in Business Administration
Business of CollegeAthens**

Courses: Business Administration and Organizations, Business Strategy, International Environment

2010-2013

Participation in the Entrepreneurship Summer School

Athens University of Economics and Business

Course: Business Plan Development

2006- 2011

**Participation in the Postgraduate Study Program at the International MBA,
Department of Management Science and Technology,
Athens University of Economics and Business**

Supervision of assignments in the Course of Prof. C. Marsden and S. Zyglidopoulou: Ethics and Corporate Social Responsibility

2006- 2011

Participation in the Undergraduate Program of Studies in Management Science and Technology,

Athens University of Economics and Business

1st Year Preparatory Course: Business Game

Research Experience

2005-present

Member of the Management, Strategy and Entrepreneurship Laboratory of the Athens University of Economics and Business

Research on strategic management, new business development, flexibility and transformation, competitiveness and entrepreneurship. Indicative projects:

- HFRI-3rd Call for Research Projects for the Support of Faculty Members and Researchers: Raising Environmental Consciousness and Innovation in Public Sector Organizations – RECIPeS
Athens University of Economics and Business, 2025-2028
Scientific Project Manager
- Drasi I: Exploring the link between entrepreneur's goal orientation and effectuation: The moderating impact of resource availability
Athens University of Economics and Business, 2021-2023
Scientific Project Manager
- Original Scientific Publications by Professors-Lecturers of the Athens University of Economics and Business
Athens University of Economics and Business, 2019
Scientific Project Manager
- Original Scientific Publications by Professors-Lecturers of the Athens University of Economics and Business
Athens University of Economics and Business, 2016
Support in data collection, analysis and writing of scientific articles
- Business Growth Success Factors in the Crisis Period
Youth and Lifelong Learning Foundation – National Service and the General Secretariat for Youth, EU Programme "Youth in Action", 2013
Participation in the collection and processing of data for case studies and drawing conclusions
- Conducting a Research and Information Campaign on the Factors Influencing the Decision to Undertake Business Action
Youth and Lifelong Learning Foundation – National Service and the General Secretariat for Youth, EU Programme "New Generation in Action", 2012-2013.
Participation in the review of the literature, the formulation of a research conceptual framework, the selection of variables, the development of a questionnaire, the analysis of data and the extraction of conclusions, the formulation of proposals and policies.
- Modernization and Development of New Educational Course Material
Athens University of Economics and Business, 2012
Participation in the development of new educational material on company strategies during the crisis in the context of the modernization of the course "Business strategy" and teaching-presentation of the case studies in the classroom for the courses "Business strategy" and "Corporate Governance".

- Advancing Knowledge-Intensive Entrepreneurship and Innovation for Economic Growth and Social Well-Being in Europe
National Technical University of Athens, 2012
Participation in research on the social impact of entrepreneurial activity.
- Establishment and Operation of the Innovation and Entrepreneurship Unit at the Athens University of Economics and Business
Athens University of Economics and Business, 2012
Development of educational material "Lessons from successful businesses" and Survey of alumni and students regarding their attitudes towards "business".
- Performance of Technology Adoption: The Impact of Technological Capabilities and Managerial Socio-Cognitive Capacities, Basic Research Support Program (PEBE) 3
Athens University of Economics and Business, 2010-2011
Participate in research on the impact of the company's technological characteristics and the socio-cognitive abilities of managers on the performance of technology adoption.
- Effects of Functional and Numerical Flexibility on New Ventures Innovation, Basic Research Support Program (CAPE) 2
Athens University of Economics and Business, 2009-2010
Participation in research on the contribution of flexible forms of work to the development of innovation by new businesses.
- Specification of the Eligibility Criteria and Evaluation for the Implementation of SME Support Actions in the Framework of the Operational Programs of the NSRF 2007-2013
Athens University of Economics, 2009
Participation in the collection and processing of data.
- Innovative Entrepreneurship
National Observatory for SMEs, Hellenic Organization of Small and Medium-sized Enterprises & Handicrafts (EOMMEX), 2008
Participation in the writing of the handbook in the context of the Entrepreneurship Forum.
- New Postgraduate Program of the Athens University of Economics and Business entitled "Human Resource Management" (part-time)
Athens University of Economics and Business, 2007
Participation in the research on human resource management in Greek enterprises.
- Annual Report on Competitiveness, 2005
Ministry of Development & Athens University of Economics and Business, 2005-2006
Data collection and processing. Participation in the drafting of the report.
- Driving Change and Business Transformation
Ministry of Development & Athens University of Economics and Business, 2005-2006
Analysis of research results of the factors that contribute to the successful guidance of organizational change and business transformation. Development of tools for business executives.

- Expansion of the Program for the Encouragement of Business Activities, Innovative Applications and Elective Courses for Students of the Athens University of Economics and Business
Athens University of Economics and Business, 2005-2008
Responsible for project administration, monitoring, and coordination, application guidance, preparation of progress reports, and presentation of application examples in the laboratory.
- Statistical Analysis of the Criteria of International Competitiveness Indicators: Their Independent Dimensions and Impact on GDP
Ministry of Development & Athens University of Economics and Business, 2005
Statistical analyses of databases of criteria of international competitiveness indicators. Benchmarking of countries in terms of their competitiveness. Proposals to strengthen competitiveness.

Consulting Experience

- 2009-2010 Project "Financial Literacy Educational Program"
EFG Eurobank Ergasias and Athens University of Economics and Business
Participation in the conduct of primary and secondary research for the development of the Financial Literacy Training Program.
- 2009-2010 Project "Development of a Center for Culture, Recreation and Commerce"
Prufrock Management and Athens University of Economics and Business
Participation in the literature review of the benefits of similar projects internationally, in the identification and analysis of the social impacts of the project and the development of a plan for the management of the social impacts of the project
- 2007 Project "Implementation of New Working Methods in Culturally Diverse Groups"
Hellenic Organization of Small & Medium Enterprises & Handicrafts (EOMMEX) SA
Responsible for the operation of the Center for Intercultural and Technological Management. Providing advisory support to the target groups of the project. Support for e-commerce and teleworking pilot applications.
- 2007 Project "Network for the Adaptation and Restructuring of the Production and Labor System in the Clothing Sector".
Textile, Clothing & Fiber Industry Technology Development Company (TAKEI) SA
Study and development of a preventive model for managing human resources crises in the clothing industry. Utilization of international experience and achievements implemented by other bodies and/or sectors.

Work Experience

- 2016-2019 Ministry of Economy and Development
Directorate-General for Industrial and Enterprise Policy
Directorate for the Support of Small and Medium-sized Enterprises
Department of Policies and Support Structures for Small and Medium-sized Enterprises
- 2003 Veterin ABEE

Internship

Participation in the preparation of the laboratory for the inspection of the implementation of the ISO 9001 standard.

Publications

Scientific Journals (with review)

1. Oguguo, P. , Liouka, I., and Deligianni, I. 2025. "Firm Innovation in Developing Countries: Effects of Urban Agglomeration and Global Value Chain Integration", **Urban Studies**, accepted for publication, ABS (2024): 3, SSCI Impact Factor (2023): 4.1.
2. Deligianni, I., Liouka, I., Oguguo, P., and Voutsina, K. 2025. "Exploring Fear of Failure in Nascent Entrepreneurship: The Role of Self-efficacy and The Moderating Effects of the Institutional Context", **European Management Review**, DOI: 10.1111/emre.70006, ABS (2024): 3, SSCI Impact Factor (2023): 3.4.
3. Kousina, E., Deligianni, I., and Voudouris, I. 2024. "Entrepreneurial Leadership and Innovation in the Public Sector: The Role of Causal- and Effectual-Logic Processes", **Public Administration**, DOI: 10.1111/padm.13022, ABS (2024): 4, SSCI Impact Factor (2023): 4.3.
4. Shahid, S., Liouka, I. and Deligianni, I. 2024. "Signaling Sustainability: Can it Entice Business Angels' Willingness to Invest?", **Business Strategy and the Environment**, 33(4): 2832-2848, ABS (2024): 3, SSCI Impact Factor (2023): 12.5.
5. Zografou, I., Galanaki, E., Pahos, N., and Deligianni, I. 2024. "Not a Single Path to Success: Alternative HRM Configurations for Well-Performing Small- and Medium-Sized Hotels", **Employee Relations: The International Journal**, 46(9):21-41, ABS (2024): 2, SSCI Impact Factor (2023): 3.3.
6. Deligianni, I. 2022. "Revisiting the Relationship between Product and International Diversification in New ventures: The Moderating Effect of Effectuation Processes", **International Business Review**, 32(1):102051, ABS (2024): 3, SSCI Impact Factor (2023): 5.9.
7. Deligianni, I., Sapouna, P., Voudouris, I., and Lioukas, S. 2022. "An Effectual Approach to Innovation for New Ventures: The Role of Entrepreneur's Prior Start-Up Experience", **Journal of Small Business Management**, 60(1): 146-177, ABS (2024): 3, SSCI Impact Factor (2023): 5.3.
8. Deligianni, I., Voudouris, I., Spanos, Y., and Lioukas, S. 2019. "Non-Linear Effects of Technological Competence on Product Innovation in New Technology-Based Firms: Resource Orchestration and the Role of the Entrepreneur's Political Competence and Prior Start-Up Experience", **Technovation**, 88, ABS (2024): 3, SSCI Impact Factor (2023): 11.1.
9. Deligianni, I., Voudouris, I., and Lioukas, S. 2017. "Do Effectuation Processes Shape the Performance Output of Product Diversification in New Ventures?", **Entrepreneurship Theory and Practice**, 41(3): 349-377, ABS (2024): 4*, SSCI Impact Factor (2023): 7.8.
10. Voudouris, I., Deligianni, I., and Lioukas, S. 2017. "The Relationship Between Labour Flexibility and New Ventures Innovation: Does the Entrepreneur Matter?",

Industrial and Corporate Change, 26(5), 931-951, ABS (2024): 3, SSCI Impact Factor (2023): 2.8.

11. Deligianni, I., Dimitratos, P., Petrou, A., and Aharoni, Y. 2016. "Entrepreneurial Orientation and International Performance: The Moderating Effect of Decision Making Rationality", **Journal of Small Business Management**, 54(2): 462-480, ABS (2024): 3, SSCI Impact Factor (2023): 5.3.

12. Deligianni, I., Voudouris, I., and Lioukas, S. 2015. "Growth Patterns of Small Technology Firms: The Effects of Different Knowledge Types Over Time", **Journal of World Business**, 50(3): 491-504, ABS (2024): 4, SSCI Impact Factor (2023): 8.9.

13. Deligianni, I., Voudouris, I., and Lioukas, S. 2014. "The Relationship Between Innovation and Product Diversification in New Ventures: Unidirectional or Bidirectional?", **IEEE Transactions on Engineering Management**, 61(3): 462-475, ABS (2024): 3, SSCI Impact Factor (2023): 4.6.

14. Deligianni, I., and Voudouris, I. 2011. "New Venture Strategies in a Catching-Up Economy: Identifying a Strategic Typology and Trajectory through Case Studies", **Management Research Review**, 34(7): 732-753. ABS (2024): 1, SSCI Impact (2023): 3.1. Outstanding Paper Award Winner at the Literati Network Awards for Excellence 2012

Number of citations in Google Scholar (Jan 2026): 683

Google Scholar page: <https://scholar.google.gr/citations?user=fExGI-sAAAAJ&hl=en>

Book Chapters (with judgment)

1. Deligianni, I. "Unsung Champions in the Crisis", in the book by S. Lioukas "Innovate, Entrepreneur" (2013), Athens: Asset Development and Management Company of the Athens University of Economics and Business, p. 97-118.

2. Voudouris, I., and Deligianni, I. "Emerging Entrepreneurship and SME Policy Development in Greece After the Economic Crisis", in A. Szabo "Emerging Entrepreneurship and SME Policy Development in BSEC After the Economic Crisis" (2012), : K-A-S, pp. 198-216. Turkey

3. Plakoyiannaki, E., and Deligianni, I. "Growth and Learning Spillovers from International Markets: Empirical Evidence from Greece", in M.V. Jones, P. Dimitratos, M. Fletcher & S. Young "Internationalization, Entrepreneurship, and the Smaller Firm" (2009), : Edward Elgar Publishing, pp. 37-53.UK

Articles in Conference Proceedings (with review)

1. Deligianni, I., Kousina, E., and Voudouris, I. "Combining Learning Capability, Effectuation and Causation: A Configurational Approach to Public Sector Innovation", accepted for presentation in the Effectuation.org conference, November 2025, Enchente, Netherlands.

2. Kousina, E., Deligianni, I., and Voudouris, I. "Bringing Perceptions: How Leader-Employee Perceptual Distance in Innovation Shapes Employee Citizen Focus", International Symposium in Finance (ISF), July 2025, Preveza, Greece.

3. Kousina, E., Deligianni, I., Voudouris, I., and Galanaki, E. "Resolving the Puzzle: How Does Employee Psychological Ownership Over the Organisation Matter?",

European Academy of Management Conference (EURAM), June 2025, Florence, Italy.

4. Kousina, E., Deligianni, I., Voudouris, I., and Galanaki, E. "How Does Psychological Ownership in the Public Sector Matter? The Mediating Role of Territoriality", International Symposium in Finance, July 2024, Preveza, Greece.

5. Kousina, E., Deligianni, I., and Voudouris, I. "Entrepreneurial leadership and innovation in the public sector: The role of effectuation and causation processes", Effectuation Conference, November 2023, Gdansk, Poland.

6. Shahid, S., Liouka, I., and Deligianni, I. "New Venture Sustainability: Signaling Effects on Business Angels' Willingness to Invest", Academy of Management Conference, August 2023, Boston, USA.

7. Kousina, E., Deligianni, I., and Voudouris, I. "Entrepreneurial leadership and innovation in the public sector: The role of effectuation and causation processes", International Symposium in Finance, July, 2023, Sounio, Greece.

8. Fotaki, M., Zyglidopoulos, S, Voudouris, I. and Deligianni, I. "Corporate Governance and the Internationalization of Digital Firms", Where Digital Meets Global Conference, December 2022, Cambridge, UK.

9. Deligianni, I., Sapouna, P., Voudouris, I., and Liouka, I. "The impact of entrepreneur's goal orientation on new ventures' effectual behavior", Effectuation Conference, November 2022, Naples, Italy.

10. Chatzopoulou, E., Deligianni, I., Voudouris, I., and Lioukas, S. "Delving into the link between subsidiaries' entrepreneurial behavior and their long-term performance", European Association for Evolutionary Political Economy (EAEPE) Online Conference, September 2022.

11. Deligianni, I., Sapouna, P., Voudouris, I., and Liouka, I. "Exploring the effect of entrepreneur's goal orientation on effectuation processes in the case of new ventures", European Association for Evolutionary Political Economy (EAEPE) Online Conference, September 2022.

12. Fotaki, M., Deligianni, I., and Voudouris, I. "Entrepreneurial orientation and governance for sustainability: A configurational analysis", European Association for Evolutionary Political Economy (EAEPE) Online Conference, September 2022.

13. Chatzopoulou, E., Deligianni, I., Voudouris, I., and Lioukas, S. "Subsidiaries' entrepreneurial behavior, long-term performance and the quality of the HQ-subsidiary relationship", International Symposium in Finance (IFSAM), Kissamos, Crete, July 2022.

14. Chatzopoulou, E., Deligianni, I., Voudouris, I., Lioukas, S. "Built to last: A real options theory perspective on organizational resilience", International Corporate Governance Society Conference. Online Conference, October 2021.

15. Chatzopoulou, E., Deligianni, I., Voudouris, I., Lioukas, S. "Subsidiary survival in times of disruption", Annual EAEPE Online Conference, September 2021.

16. Deligianni, I. "The relationship between product and international diversification in new ventures: The role of effectuation processes", European Academy of Management (EURAM) Online Conference, June 2021.
17. Zografou, I., Pahos, N., Galanaki, E., and Deligianni, I. "HRM Configurations for Performance in Hospitality SMEs", European Academy of Management (EURAM) Online Conference, June 2021.
18. Deligianni, I., Sapouna, P., Voudouris, I. and Liouka, I. "Revisiting the Effects of Effectuation on New Venture Performance: A Regulatory Fit Perspective", Effectuation Conference, November 2019, Berlin, Germany.
19. Deligianni, I., Sapouna, P., Voudouris, I. and Liouka, I. "When Do Effectuation Principles Drive High New Venture Performance? The Importance of Regulatory Fit", International Symposium in Finance, July 2019, Crete, Greece.
20. Deligianni, I., Sapouna, P., Voudouris, I. and Lioukas S. "An Effectual Approach to Product Innovation for New Ventures: The Role of the Entrepreneur's Prior Start-Up Experience", Research in Entrepreneurship and Small Business XXXI (RENT) Annual International Conference, November 2017, Lund, Sweden.
21. Giannadaki, A., Deligianni, I. and Sapouna, P. "The Relationship Between Product Diversification and International Entry Mode: The Role of International Experience", 14th Annual Conference of the Department of Management Science and Technology, May 2017, Athens, Greece.
22. Deligianni, I., and Voudouris, I. "The Relationship Between Innovation and Product Diversification in New Ventures: Does Relatedness Matter? ", European of Management (EURAM), June 2016, .AcademyParis, France
23. Deligianni, I., Voudouris, I., and Spanos, Y. "The Relationship Between Technological Competence and Product Innovation in New Technology-Based Ventures and the Role of the Entrepreneurs' Competences", European of Management (EURAM), June 2016, . AcademyParis, France
24. Caloghirou, Y., Protogerou, A., and Deligianni, I. "How Could Education Systems Cultivate Knowledge-Intensive Entrepreneurship? An Example from Engineering Education", 35th Druid Celebration Conference, June 2013, . Barcelona, Spain
25. Deligianni, I, Dimitratos, P, and Petrou, A. "International Entrepreneurial Orientation and Micromultinationals: The Moderating Effect of Being an International New Venture", European (EIBA), December 2012, .InternationalBusinessAcademyBrighton, UK
26. Salavou, H., Deligianni, I., and Lioukas, S. "Examining Entrepreneurial Intentions of Greek Business Students", Research in Entrepreneurship and Small Business XXVI (RENT) Annual International Conference, November 2012, Lyon, France.
27. Deligianni, I., Voudouris, I., and Lioukas, S. "Do Effectuation Processes Shape the Performance Output of Product Diversification in New Ventures?", International Federation of Scholarly Associations of Management (IFSAM), June 2012, Limerick, Ireland.

28. Deligianni, I., and Raftopoulos, K. "Technological Capability and New Venture Innovation: The Moderating Effects of Entrepreneur-Specific Abilities", 9th Students' Conference of Strategic Management and Technology, May 2012, Athens, Greece.
29. Deligianni, I., and Voudouris, I. "The Relationship between Innovation and Diversification in the Case of New Ventures: Unidirectional or Bidirectional?", 2010 Babson Entrepreneurship Research Conference (BCERC), June 2010, . CollegeLausanne, Switzerland
30. Voudouris, I., and Deligianni, I. "Labor Flexibility and New Ventures' Innovation", 2010 Babson Entrepreneurship Research Conference (BCERC), June 2010, . CollegeLausanne, Switzerland
31. Deligianni, I., Voudouris, I., and Lioukas, S. "The Impact of Technological Capability, Entrepreneurial Locus of Control and Political Competence on New Venture Innovation", Dynamics of Institution and Markets in Europe (DIME) Conference, May 2010, Athens, Greece.
32. Voudouris, I., Deligianni, I., and Lagara, P. "Effects of Functional and Numerical Flexibility on New Ventures Innovation", Research on Entrepreneurship (RENT) XXIII Conference, Nov 2009, Budapest, Hungary.
33. Deligianni, I., and Voudouris, I. "New Venture Strategies and Performance in a Catching-Up Economy: Identifying a Strategic Typology and Trajectory Through Case Studies", Research on Entrepreneurship (RENT) XXII Conference, Nov 2008, Covilha, Portugal.
34. Plakoyiannaki, E., Deligianni, I. and Dimitratos, P. "Growth and Learning Spillovers from International Markets: Empirical Evidence from Greek Firms", 33rd European (EIBA) Annual Conference, December 2007, . InternationalBusinessAcademyCatania, Italy
35. Deligianni, I., and Voudouris, I. "Strategic Growth Trajectories Predicting New Venture Performance: An Analysis through Case Studies", 52nd International Conference of Small Business (ICSB) World Conference, June 2007, Turku, Finland.
36. Deligianni, I. "Strategic growth Patterns of New Ventures: Analysis through Case Studies", 4rth Annual Conference of the Department of Management Science and Technology, May 2007, Athens, Greece.
37. Deligianni, I. "Performance Patterns of New Ventures: The Case of a Greek Venture from the Food Industry", 3rd Annual Conference of the Department of Management Science and Technology, May 2006, Athens, Greece.

Working papers

1. Kousina, E., Deligianni, I., Voudouris, I. and Galanaki, E. "Too little of a good thing: Curvilinear effects of psychological ownership, territoriality and citizen focus"
2. Deligianni, I., Sapouna, P., Voudouris, I., and Liouka, I. "Revisiting the Impact of Effectuation on New Venture Performance: A Regulatory Fit Perspective"
3. Chatzopoulou, E., Deligianni, I., Voudouris, I., and Lioukas, S. "Subsidiary Initiatives and Performance Effects of Monitoring and Trust"
4. Deligianni, I., Sapouna, P., Voudouris, I., and Liouka, I. "The impact of entrepreneur's goal orientation on new ventures' effectual behavior"

Other Publications and Papers

1. Writing a chapter in the textbook: "Innovative Entrepreneurship" in the context of the Entrepreneurship Forum, National Observatory for SMEs, EOMMEX.
2. Academic notes of the course "Strategy". KEK ELTA.

Reviewer

- Journal of Business Venturing
- Technovation
- Journal of Small Business Management
- European Management Review
- International Small Business Journal
- Journal of International Entrepreneurship
- European Academy of Management Conference
- British Academy of Management Conference

Participation in Scientific Communities

Member:

- ECSB (European Council for Small Business and Entrepreneurship)
- BCERC (Babson College Entrepreneurship Research Conference)
- ICSB (International Conference for Small Business)
- EURAM (European Academy of Management)
- TEE (Technical Chamber of Greece)

Administrative Work at the Athens University of Economics and Business

- Member of the Department's OMEA Committee (2020 to date).
- Member of the Foreign Language Undergraduate Program Formulation Committee at the Athens University of Economics and Business.
- Member of the Placement Examination Ranking Committee for the course "Management"
- Responsible for the organization of the Student Conference on Management Science and Technology in the years 2019-2020, 2020-2021 and Co-responsible for the years 2023-2024, 2024-2025.
- Member of the Committee on Technology Transfer, Innovation and Start-up Entrepreneurship (2023-2024)
- Member of the Department's 20th Anniversary Celebration Committee (2020-2021)

Foreign Languages

- English
Certificate of Proficiency (University of /)CambridgeUniversity of Michigan
General Management Admission Test - GMAT (Score: 700, below: 93%)
- French
Advanced Diploma in French Language (DALF)
- Spanish
Diploma of Spanish as a Foreign Language (DELE) Higher Level

Computer Skills

- Microsoft Office (Word, Excel, Power Point)
- Statistical programs STATA, SPSS, EQS, Mplus

Awards-Distinctions-Scholarships

- MBA International
Teaching Excellence 2019-2020
- Literati Network Awards for Excellence 2012
Outstanding Paper Award Winner for the paper: Deligianni, I., and Voudouris, I. 2011. "New Venture Strategies in a Catching-Up Economy: Identifying a Strategic Typology and Trajectory through Case Studies", Management Research Review, 34(7):732-753. ABS (2024): 1, SSCI Impact (2023):3.1.
- Propontis Foundation
Full PhD Scholarship: 2006-2008
- Bodossaki Foundation
Full Postgraduate Scholarship: 2004-2005
- State Scholarships Foundation (IKY)
Performance Awards: 2000-2001, 2001-2002
- Hellenic Seafarers' Allowances Organization (ELOEN)
Performance Awards: 2000-2001, 2001-2002, 2002-2003, 2003-2004