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# CURRICULUM VITAE – KATERINA PRAMATARI

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## 1. Personal and Contact Details

Katerina Pramatar  
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**Date of birth:** February 21, 1973

**Place of birth:** Athens-Greece

**Marital status:** Married with 2 children

## 2. Education

- **PhD – Doctor of Philosophy.** Athens University of Economics & Business, Department of Management Science & Technology. Title: "Efficient Store Replenishment through Internet-based information sharing and collaborative supply-chain practices in grocery retailing", 2003.
- **MSc - Master of Science in Information Systems.** Athens University of Economics & Business, Department of Informatics (Degree: 9.2/10), 1994-1996.
- **BSc - Bachelor of Science in Informatics.** Athens University of Economics & Business, Department of Informatics (Degree: 8.9/10), 1990-1994.
- **General High School.** Degree: 19.5/20

## 3. Professional Experience

**5/2014 – to date: Associate Professor, Department of Management Science and Technology,**  
Athens University of Economics & Business

**2018 – to date: Founding Partner, Uni.Fund**

**2015 – to date: Scientific Coordinator, ACEin – Athens Center for Entrepreneurship and**  
Innovation, Athens University of Economics & Business

**2008 – 2017: Independent Expert – Reviewer on behalf of the European Commission**  
in the fields of e-Procurement, Internet-of-Things, RFID, Supply chain

**4/2008 – 5/2014: Assistant Professor, Department of Management Science and Technology,**  
Athens University of Economics & Business

**10/2003 – 3/2008: Visiting Lecturer, Department of Management Science and Technology,**  
Athens University of Economics & Business

**3/2001 – 5/2003: ONIA-NET S.A. Supply Chain Electronic Services**  
Marketing & IT Director

**6/1999 – 3/2001: Research Officer, eLTRUN (Electronic Trading Research Unit)**  
Athens University of Economics & Business

**12/1999–12/2000: Administrative Course Coordinator, Global e-Commerce Masters,**  
Athens University of Economics & Business

**12/1998 – 6/1999: Administrative Manager, Graduate Program in Decision Sciences,**  
Athens University of Economics & Business

**3/1998 – 12/1998: Assistant Brand Manager, Procter & Gamble Hellas**  
Marketing Department (Wash&Go, Head&Shoulders, Pantene)

**12/1997-3/1998: Systems Analyst, Procter & Gamble Hellas**  
Management Systems Department, Global Category Management Group

**5/1996-12/1997: Systems Analyst, Procter & Gamble – European Technical Center**  
European ECR Design Group, Brussels, Belgium

**1993 – 1996: Research Associate, ELTRUN (formerly HELTRUN) Group,**  
Athens University of Economics & Business

## **4. Research Experience**

### **4.1 Research Interests**

- Tech Entrepreneurship
- Shopper Analytics
- Design and Assessment of Innovative Electronic Services
- Supply-chain information systems
- Internet of Things

### **4.2 International Research Grants Obtained**

2017–2019: **TT - Transforming Transport**, Horizon 2020 Program. Partner Scientific Coordinator.

2016–2019: **CHARGED** – CleAnweb Gamified, Energy Disaggregation, Horizon 2020 Program (2016-2019). Partners: European Dynamics, Wattics, Plegma labs, Prosyst, Mnha, Institut Catala d’Energia. Partner Scientific Coordinator.

- 2015-2017: **EU-XCEL** – European Virtual Accelerator, Horizon 2020 Program. Partner Scientific Coordinator.
- 2015–2018: **U-TURN** - Rethinking Urban Transportation through advanced tools and supply chain collaboration, Horizon 2020 Program – 635773. Partners: Cranfield University, Barilla, Technical University Dortmund, Intrasoftware, TRT, LCP, etc. Project Scientific Coordinator.
- 2015–2018: **ENTROPY** – Design of an Innovative Energy-Aware IT Ecosystem for motivating behavioural changes towards the adoption of energy efficient lifestyles, Horizon 2020 Program (2015-2018). Partners: University of Murcia, Intelen, Ubitech, DunavNet, Innsbruck University etc. Partner Scientific Coordinator.
- 2014–2016: **SERAMIS** (Sensor-Enabled Real-World Awareness for Management Information Systems, FP7-ICT-612052 (2013-2015). Partners: University of Wuerzburg, University of Parma, Vienna Univ. of Econ. & Business, Diffusione Tessile (MaxMara), Adler. Partner Scientific Coordinator.
- 2012–2014: **e-SAVE** (Energy Efficiency in the Supply Chain through Collaboration, Advanced Decision Support and Automatic Sensing) FP7 288585, Co-funded by the European Commission. Partners: Intrasoftware International, Metro S.A., Quantis, EPFL, BOC, TUDO, Simplan, Intelen, ECR Europe, Barilla. Project Scientific Coordinator.
- 2011-2012: Consumer & Shopper Journey**, in collaboration with Veropoulos Retailer, Kraft Foods and the Coca-Cola Company. The project was based on a series of analyses and data mining on basket data in order to identify shopping missions and exploit this information in order to redefine the in-store shopping experience in a field pilot. Project Scientific Coordinator.
- 2009-2011: RACE Network – RFID in Europe** CIP-ICT-PSP.2008-2, Co-funded by the European Commission. European Thematic Network on RFID in collaboration with GS1-EPCglobal, ETSI, AIDC, AIM, VTT, BIBA etc. Partner Scientific Coordinator. Management Board member.
- 2007-2008: Dynamic Pricing.** International Commerce Institute – Unilever Research Fund. Scientific Coordinator.
- 2006–2009: SMART** (Intelligent Integration of Supply Chain Processes and Consumer Services based on Unique Product Identification in a Networked Business Environment) IST FP6-2005 (2006-2009). Partners: Intrasoftware International, Cambridge University, Trinity College Dublin, MIT, WHU School of Management, Veropoulos Supermarkets, Planning Cyprus, Alpha-Mega Papaellinas Supermarkets, SUN Microsystems Hellas, Henkel-Rilken Hellas. Partner Scientific Coordinator.

### 4.3 Involvement in Funded Research

- 2013-2014:** BFRP - Information Quality Evaluation in the Internet of Things. Basic Research Funding Program (BRFP) for Post-Doc Researchers, Athens University of Economics & Business. Scientific coordinator.
- 2010-2011:** BFRP - Information Quality Evaluation of Object Tracking Systems. Basic Research Funding Program (BRFP), Athens University of Economics & Business. Scientific coordinator.
- 2009-2010:** Scientific coordinator, BFRP - Investigating the Role of Social Information Systems and Technology Contact on Consumer Experience. Basic Research Funding Program (BRFP), Athens University of Economics & Business. Scientific coordinator.
- 2009-2010:** OOS Prevention. The project is conducted in collaboration with ECR Hellas and aims at preventing out-of-shelf situations in retail stores using demand forecasting and data mining techniques. Scientific coordinator.
- 2005–2008:** Develop models for measuring the adoption and benefits of electronic services and B2B practices (PYTHAGORAS – GSRT). This project deals with studying the impact of using collaborative practices and electronic services among partners in the supply chain. Scientific coordinator.
- 2005–2009:** Utilizing RFID technology and the Internet to support supply chain management and consumer marketing in a collaborative context (PENED – GSRT). The objective of this project is to analyze these fields, to study the needs and develop the solutions required for the better exploitation of RFID technology in order to achieve efficient supply chain management, improved customer services, assure quality standards and innovative procedures. Scientific coordinator.
- 2005–2008:** Simulating and evaluating the deployment of RFID in supply chain operations (International Collaboration with Massachusetts Institute of Technology – GSRT). The project studies the impact of RFID technology and real-time data in effective supply chain decision making through simulation techniques. Scientific coordinator.
- 2005-2008:** RFID-Enabled traceability in the fresh fish supply chain (Ministry of Agriculture). The objective of this project is to support the production and distribution of fresh fish, in order to increase the fresh fish quality and safety, and also the efficiency of the fresh fish supply chain. In the context of the project, a traceability information system will be developed, employing RFID technology. In addition, a central information exchange node will be used, in order to store, process and communicate all the necessary information about the fresh fish life cycle (e.g. quality, age, production date). Scientific coordinator.
- 2005:** Retail Contribution and Competitiveness: The opinion of the Greek consumers (ECR Hellas). This has been a consumer survey that aimed to measure the opinion of the public on the contribution and competitiveness of grocery retailing and

more specifically of the supermarket sector. The study also included a competition analysis of the Greek grocery retail market. Scientific coordinator.

- 2004-2005:** Demand Forecasting and Efficient Replenishment of high technology products – OTE, OTEplus (Temagon) The objective of this project has been to develop and evaluate demand forecasting and order proposal models to support the efficient replenishment of the OTE-shops from the organization's central distribution centre. The project included data analysis work and pilot evaluation, where the suggested demand forecasting and replenishment models were tested in practice with the participation of ten stores. Scientific coordinator.
- 2004-2005:** The ECR Business Case - ECR Europe. This project dealt with studying the current adoption status of innovative collaborative practices in grocery retailing. More specifically, the project was carried out on behalf of ECR Europe committee (Efficient Consumer Response) in collaboration with St. Gallen University (Switzerland), WHU University (Germany), Lean Enterprise Academy (UK), IULM University (Italy) and IBM Consulting. Researcher.
- 1999 – 2001:** iMEDIA (Intelligent Mediated Environment for Digital Interactive Advertising). iMEDIA provides an intelligent mediation platform for the broadcasting of personalized interactive advertising in digital TV environments (IST Program). In addition, the project offers gateways for access to product catalogues in other digital environments, such as Internet, as well as analysis of interactive consumer behavior for the valuation of advertising and product efficiency. Researcher.
- 1998 – 2000:** ACTIVE (Advertising & Commerce through Internet in the context of the Virtual Enterprise). ACTIVE is an ESPRIT research project on the establishment of a multi-agent electronic retail marketplace that transforms the online advertising, promotion and shopping experience by leveraging the unique features of the Internet, Electronic Commerce and software agent technologies. Researcher.
- 1997 – 1998:** ECR - Co-operative strategy in Greek Retail Sector (a GSRT project). The project aimed at developing a collaborative plan for the transition of Greek Retailers and Suppliers in the new era of ECR (Efficient Consumer Response). Researcher.
- 1996:** Information Systems Potential in the ECR Context, Procter & Gamble, European Technical Center. Decision Support application development for Category Management. Internship.
- 1996:** Greek Public Oil Enterprise (DEP). Feasibility study for EDI information exchange.
- 1995 – 1996:** EUROMEDIES (EC AIM). The main objective of this European project was to investigate the requirements for regulatory data and incident reports, pertaining to the medical devices, exchange between member states and the Commission. Development of a specific EDIFACT message and prototype development. Researcher.
- 1995 – 1996:** Hellenic EDI VAN (GSRT project). User requirements, design of EDIFACT messages and prototype development of an inter-organisational system for VAT declaration and management. Researcher.

- 1995 – 1996:** Electronic Commerce Laboratory. Evaluation of EDI software and network platforms. Researcher.
- 1995:** Hellenic Aviation Industry. Computer network and communications infrastructure techno-economical study.
- 1995:** Multimedia Development of Educational Applications. Prototype development for the Hellenic Banks Association and the Commercial Bank of Greece.
- 1994:** EC EUROFORM Project. Multimedia application development on the topic of “Production Automation and Operational Research”.

#### **4.4 Research Evaluation**

- 2017:** WISE-IOT: Worldwide Interoperability for SEmantics IoT (H2020-ICT-723156)
- 2015-2017:** FIESTA: Federated Interoperable Semantic IoT/cloud Testbeds and Applications (FP7-ICT-643943)
- 2015-2016:** External evaluator on behalf of the European Commission for the Greek e-procurement tools: the e-notification portal (KHMDHS) and the e-tendering platform (ESHDHS)
- 2013-2015:** VITAL: Virtualized programmable InTerfAcEs for innovative cost-effective IoT depLoyments in smart cities (FP7-ICT-608682)
- 2015:** Evaluator for the Erasmus+ Call: 2015, KA2 - Cooperation for Innovation and the Exchange of Good Practices, Strategic Partnerships for higher education
- 2015:** Evaluator for the Horizon 2020, Call: H2020-ICT-2015, Topic: ICT-30-2015 “Internet of Things and Platforms for Connected Smart Objects”
- 2014-2016:** RERUM: REliable, Resilient and secUre IoT for sMart city applications (FP7-ICT-609094)
- 2013:** Evaluator for the 7th Framework Programme, ICT Priority, Objective 1.4: “A reliable, smart and secure Internet of Things for Smart Cities”
- 2012-2014:** iCore: Internet Connected Objects for Reconfigurable Ecosystems (FP7-287708)
- 2012-2014:** openIoT: Open source blueprint for large scale self-organizing cloud environments for IoT applications (FP7-287305)
- 2008 – 2010:** iSURF-An Interoperability Service Utility for Collaborative Supply Chain Planning across Multiple Domains Supported by RFID Devices (FP7-213031)
- 2007-2010:** Indisputable Key: Intelligent distributed process utilisation and blazing environmental key (FP7 -34732)

**2010-2011:** Evaluator for the "Calls of Proposals of 2011" of the Research Promotion Foundation of Cyprus' Framework Programme for Research, Technological Development and Innovation

## **5. Teaching Experience**

### **5.1 Undergraduate Courses**

2006-to date **Information Systems Development and Architecture**  
Department of Management Science & Technology (5<sup>th</sup> semester), AUEB

2014- to date **Business Analytics**  
Department of Management Science & Technology (7<sup>th</sup> semester), AUEB

2005- to date **Electronic Commerce**  
Department of Management Science & Technology (6<sup>th</sup> semester), AUEB

2004-2012 **Supply Chain and Demand Management**  
Department of Management Science & Technology (7<sup>th</sup> semester), AUEB

### **5.2 Postgraduate Courses**

2017-to date **Innovation & Entrepreneurship**  
MSc in Business Analytics, AUEB

2007-to date **E-Commerce**  
Executive MBA, AUEB

2011-2017 **E-Commerce and Interorganizational Networks**  
(Lectures in English), International MBA, AUEB

2007-2013 **E-Commerce: Systems and Protocols**  
(Lectures in English), MSc in ICT Systems, International Hellenic University

2005-2008 **E-Commerce**  
MSc in Information Systems, AUEB

2004-2008 **E-Procurement**  
International MBA, AUEB

### **5.3 PhD Theses Supervision**

- Vassilis Stravrou: Indoor localization systems for retail stores: An Artificial Intelligence Location Analytics Approach (2019)
- Dimosthenis Kotsopoulos: Organisational Energy Conservation Behaviour & the Effect of Motivational Information Systems and Gamification on Employees' Energy Saving (2019)
- Anastasia Griva: Data-driven Innovation in Shopper Marketing: A Business Analytics Approach for Visit Segmentation in the Retail Industry (2019)
- Stavros Lounis: Design of Electronic Services Employing Gamification: The impact of game elements on user behaviour and motivation (2017)

- Panos Sarantopoulos: Shopping Missions and their Impact on Assortment Organization: An Analytics-informed Shopper Marketing Approach (2016)
- Eleni Zampou: Design and Impact Assessment of Green Information Systems: the case of Energy and Carbon Management Systems in the Supply Chain (2015)
- Andriana Dimakopoulou: IT project investments evaluation: A Real Options Perspective (2013)
- Cleopatra Bardaki: Information Quality Evaluation of Object Tracking Systems in the Internet of Things: an Analytical Model Applied to the Supply Chain (2012)
- Aggeliki Karagiannaki RFID-Enabled Supply Chain Process Redesign Using Simulation (2011)
- Lefteris Kioses: The role of business-to-business electronic services in buyer-supplier collaboration: Organizational Factors affecting Collaborative Supply Chains (2009)
- Aris Theotokis: Consumer Acceptance of Technology-Based Services in Retailing: A Service Science Approach (2009)

#### **5.4 Member of PhD Theses Supervisory Committee**

- Thanos Giannopoulos: Exploitation of IT Research results and the creation of Innovation in the context of collaborative Transport R&D projects (2019)
- Ariana Polyviou: Cloud Computing Adoption Decisions: A mixed-method approach to study the influencing factors and decision-making process (2016)
- Katerina Fraidaki: Investigating the role of different types of social media as sources of information: the cases of consumer pre-purchase and health information acquisition (2014)
- Dimitris Papakiriakopoulos: Machine-learning information system to support out-of-shelf detection in the supply chain (2006)

#### **5.5 External Member of PhD Examination Committees**

- Christina Arampantzi, "Design of Efficient and Sustainable Supply Chain Networks", Department of Financial and Management Engineering, University of the Aegean (2017)
- Wenrong Lu, "On IoT Impact of Supply Chain Visibility", University of Cambridge (2016)
- Alex Wang, University of Cambridge (2009)

### **6. Scientific and Technical Activities**

#### **6.1 Editorial Board Member and Reviewer**

- Associate co-editor for the Special Issue on "Information Systems Research, Education and Policy in the Mediterranean Region", European Journal of Information Systems (EJIS).
- Associate co-editor for the Special Issue "From RFID to Internet of Things: Business Implications and Research Challenges", Journal of RF Technologies and Applications

Reviewer for the following journals:

- Journal of the Association of Information Systems
- European Journal of Operational Research
- European Journal of Information Systems



- Information and Management
- International Journal of Electronic Commerce
- International Journal of Operations and Production Management
- Computers in Industry
- Electronic Markets
- RF Technologies and Applications

Reviewer for the following Conferences:

- International Conference on Information Systems
- European Conference on Information Systems
- Mediterranean Conference on Information Systems

## **6.2 Conference Programme Committee Member**

- Track chair for the Conference Theme Track “Bridging the Internet of People, Data, and Things”, International Conference on Information Systems, ICIS 2018 (by invitation).
- Track chair for the Track “Entrepreneurship and IS”, European Conference on Information Systems, ECIS 2017.
- Workshop co-chair in the European Conference on Information Systems, ECIS 2015, Münster, Germany.
- Research-in-progress co-chair, European Conference on Information Systems, ECIS 2011, Helsinki.
- Chair of the 7<sup>th</sup> Student Conference on Management Science and Technology, Athens, 2010.
- Local Organization Chair, 4th Mediterranean Conference on Information Systems, 25-27 September 2009, Athens, Greece.
- Associate Editor, European Conference on Information Systems, ECIS 2010, 6-9 June, South Africa.
- Associate Editor, European Conference on Information Systems, ECIS 2009, 8-10 June, Verona, Italy.
- Chair of the International Workshop on Supply Chain Innovation and RFID Technology, Athens, September 2007.
- Member of the organizing committee of 2007 EU RFID Forum and 4<sup>th</sup> RFID Academic Convocation, Brussels, 13-14 March 2007.

## **6.3 Entrepreneurship Support Activities**

2014-to date: Athens Center for Entrepreneurship and Innovation (ACEin) of Athens University of Economics & Business. Scientific Coordinator.

2010 - to date: Youth Entrepreneurship Summer Program for Lyceum Students, Department of Management Science & Technology, Athens University of Economics & Business. Scientific Coordinator.

2009 - to date: International Student Competition on Entrepreneurship and Innovation (Ennovation), Program Committee Chair.

## 7. Publications

### 7.1 Peer-Reviewed Journal Articles

- 1 Polyviou, A., Pouloudi, N., Pramataris, K., Silva, L. (2024) A DNA Helix Analogy for Interdependent Mixed Methods Research: Enabling Cross-Fertilizations and Interim Meta-Inferences, *Journal of the Association for Information Systems*, 25 (6), 585-1627. DOI: 10.17705/1jais.00902 **(ABS List: 4\*)**
- 2 Zampou E., Mourtos I., Pramataris K., Seidel, S. (2022) A Design Theory for Energy and Carbon Management Systems in the Supply Chain. *Journal of the Association for Information Systems* 23 (1), 329-371 **(ABS List: 4\*)**
- 3 Baloutsos, S., Karagiannaki, A., Pramataris, K. (2020) Identifying Contradictions in an Incumbent-Startup Ecosystem – An Activity Theory Approach. *European Journal of Innovation Management*, 25 (6), 527-548, doi:10.1108/EJIM-04-2020-0114
- 4 Milioti, C., Pramataris, K., Kelepouri, I. (2020) Modelling consumers' acceptance for the click and collect service. *Journal of Retailing and Consumer Services*, 2020, 56, 102149
- 5 Milioti, C., Pramataris, K., Zampou, E. (2020) Choice of prevailing delivery methods in e-grocery: a stated preference ranking experiment. *International Journal of Retail and Distribution Management*, 49 (2)
- 6 Eliakis, S., Kotsopoulos, D., Karagiannaki, A., Pramataris, K. (2020) Survival and Growth in Innovative Technology Entrepreneurship: A Mixed-Methods Investigation. *Administrative Sciences*, 10 (39), doi:10.3390/admsci10030039.
1. Kotsopoulos, D., Bardaki, C., Papaioannou, T.G., Pramataris, K. (2020), "User-Centered Gamification: The case of IoT-enabled Energy Conservation at Work". *International Journal of E-Services and Mobile Applications (IJESMA)*, 12(2).
2. Gazis, N., Tanke E., Apostolopoulos, T., Pramataris, K., Rochow, R., Gazis, E. (2019) Light Sources in Europe—Case Study: The COMPACTLIGHT Collaboration. *Instruments* 3, 43, doi:10.3390/instruments3030043
3. Sarantopoulos, P., Theotokis, A., Pramataris, K., Roggeveen, A. (2019) The Impact of a Complement-Based Assortment Organization on Purchases". *Journal of Marketing Research*, 56 (3), 459-478, 2019 **(ABS List: 4\*)**
4. Stavrou, V., Bardaki, C., Papakyriakopoulos, D., Pramataris, K. (2019), An ensemble filter for indoor positioning in a retail store using bluetooth low energy beacons. *Sensors* (Switzerland), 19 (20), 4550. (doi: 10.3390/s19204550).

5. Griva, A., Bardaki, C., Pramadari, K., Papakiriakopoulos, D. (2018) Retail business analytics: Customer visit segmentation using market basket data. *Expert Systems with Applications*. Vol. 100, pp. 1-16
6. Kotsopoulos, D., Bardaki, C., Lounis, S., & Pramadari, K. (2018). "Employee Profiles and Preferences towards IoT-enabled Gamification for Energy Conservation". *International Journal of Serious Games*, 5(2), 65–85.
7. Kotsopoulos, D., Bardaki, Cleopatra, Papaioannou, T. G., Lounis, S. and Pramadari, K. (2018). Agile User-Centered Design of an IoT-enabled Gamified Intervention for Energy Conservation at the Workplace. *IADIS International Journal on WWW/Internet*, 16(1), 1-25.
8. Diakanastasi, E., Karagiannaki A., Pramadari K. (2017) Entrepreneurial team dynamics and new venture creation process: An exploratory study within a startup incubator, Diakanastasi, E., Karagiannaki, A. and Pramadari, K., Special Issue: Entrepreneurial Teams: Towards a Contextualized Understanding. *SAGE Open*, 8(2).
9. Sarantopoulos, P., Theotokis, A., Pramadari, K., Doukidis, G. (2016). Shopping missions: An analytical method for the identification of shopper need states. *Journal of Business Research*. Vol. 69, No. 3, pp. 1043-1052 (ABS List: 3)
10. Dimakopoulou, A., Pramadari, K., Tsekrekos, A. (2014) Applying real options to IT investment evaluation: The case of radio frequency identification (RFID) technology in the supply chain. *International Journal of Production Economics*, Vol. 156, pp. 191–207 (ABS List: 3)
11. Karagiannaki, A., Doukidis, G., Pramadari, K. (2013) A Framework for mapping the RFID-enabled Process Redesign in a Simulation Model. *Journal of the Operational Research Society (JORS)*, Vol. 65, No. 7 (ABS List: 3)
12. Pouloudi, N., Poulymenakou, A., Pramadari, K. (2012) A profile of information systems research in the Mediterranean region. *European Journal of Information Systems*, Vol. 21, No. 4, pp 341 - 467 **(ABS List: 4)**
13. Theotokis, A., Pramadari, K., Tsiros, M. (2012) Effects of Expiration Date-Based Pricing on Brand Quality Perceptions. *Journal of Retailing*. Vol. 88, No. 1, pp. 72-87 **(ABS List: 4)**
14. Bardaki, C., Pramadari, K., Kourouthanassis, P. (2012) Deploying RFID-enabled Services in the Retail Supply Chain: Lessons Learnt Towards the Internet of Things. *Information Systems Management*. Vol. 29, No. 3, pp. 233-245 (ABS List: 2)
15. Bardaki, C., Kourouthanassis, P., Pramadari, K. (2011) Modeling the Information Quality of Moving Objects. *Journal of Strategic Information Systems*. Vol. 20, No. 3, pp. 268-282 **(ABS List: 4)**
16. Vlachos, P., Vrechopoulos, A., Pramadari, K. (2011) Too Much of a Good Thing: Curvilinear Effects of Service Evaluation Constructs and the Mediating Role of Trust. *Journal of Services Marketing*. Vol. 25, No. 6, pp. 440-450 (ABS List: 2)
17. Chatziantoniou, D., Pramadari, K., Sotiropoulos, Y. (2011) Supporting real-time supply chain decisions based on RFID data streams. *Journal of Systems and Software*, Vol. 84 pp. 700–710 (ABS List: 2)
18. Bardaki, C., Kourouthanassis, P., Pramadari, K. (2010). Exploring the Deployment and Adoption of RFID-enabled Retail Promotions Management. *International Journal of RF Technologies: Research and Applications*, Vol. 2, No 2, pp. 91-115.

19. Papakiriakopoulos, D., Pramatar, K. (2010) Collaborative performance measurement in the supply chain. *Industrial Management & Data Systems*, Vol. 110, No. 9, pp. 1297–1318 (ABS List: 2)
20. Vlachos, P., Theotokis, A., Pramatar, K., Vrechopoulos, A. (2010) Consumer-Retailer Emotional Attachment: Some Antecedents and the Moderating Role of Attachment Anxiety. *European Journal of Marketing*, Vol. 44, No. 9/10, pp. 1478–1499 (ABS List: 3)
21. Pramatar, K., Theotokis, A. (2009) Consumer acceptance of RFID-enabled services: a model of multiple attitudes, perceived system characteristics and individual traits. *European Journal of Information Systems*, Vol. 18, pp. 541–552 (ABS List: 4)
22. Pramatar, K., Evgeniou, T., Doukidis, G. (2009) Implementation of collaborative e-supply chain initiatives: an initial challenging and final success case from grocery retailing. *Journal of Information Technology*. Vol. 23, No. 4, pp. pp. 269 – 281 (ABS List: 4)
23. Papakiriakopoulos, D., Pramatar, K., Doukidis, G. (2009) A Decision Support System for detecting products missing from the shelf based on heuristic rules. *Decision Support Systems*. Vol. 46, No. 3, pp. 685-694 (ABS List: 3)
24. Chrysoschoidis, G., Karagiannaki, A., Pramatar K., Kehagia O. (2009). A cost-benefit evaluation framework of an electronic-based traceability system. *British Food Journal*, Vol 111, No. 6, pp. 565-582 (ABS List: 1)
25. Theotokis, A., Vlachos, P., Pramatar, K. (2008) The Moderating Role Of Customer-Technology Contact On Attitude Towards Technology-Based Services. *European Journal of Information Systems*. Vol. 17, No. 4, pp. 343–351 (ABS List: 4)
26. Kelepouris, T., Miliotis, P., Pramatar, K.C. (2008) The impact of replenishment parameters and information sharing on the Bullwhip effect: A computational study. *Computers and Operations Research*, Vol. 35, No. 11 pp. 3657-3670 (ABS List: 3)
27. Pramatar, K.C., Miliotis, P. (2008) Impact of Collaborative Store Ordering on Shelf Availability. *Supply Chain Management-An International Journal*, Vol. 13, No. 1, pp. 49-61 (ABS List: 3)
28. Doukidis, G.I., Pramatar, K.C., Lekakos, G. (2008) OR and the Management of Electronic Services. *European Journal of Operational Research*. Vol. 187, No. 3, pp. 1297-1309 (ABS List: 4)
29. Pramatar, K., Huchzermeier, A. (2007) Opposing views: Can innovative retail services be the driver behind RFID adoption? *International Commerce Review*, Vol. 7, No. 1.
30. Bardaki, K, Pramatar, K., Miliotis, P. (2007) Demand Forecasting and Efficient Replenishment in a high-tech retail chain. *Journal of Business Forecasting*, Vol. 26, No. 2, pp. 19-22.
31. Kelepouris, T., Pramatar, K., Doukidis, G.I. (2007) RFID-Enabled Traceability in the Food Supply Chain. *Industrial Management and Data Systems*, Vol. 107, No. 2, pp. 183-200 (ABS List: 2)
32. Pramatar, K.C. (2007) Collaborative Supply Chain Practices and Evolving Technological Approaches. *Supply Chain Management - An International Journal*, Vol. 12, No. 3., pp. 210-220 (ABS List: 3)

33. Pramataris, K.C., Doukidis, G.I. (2005) New Forms of Collaboration and Information Sharing in Grocery Retailing: The PCSO Pilot at Veropoulos. *Journal of Cases on Information Technology*, Vol. 7, No. 4, pp. 18-33.
34. Ioannou, G., Pramataris, K.C., Prastacos, G. (2004). Quality Function Deployment Approach to Web Site Development: Applications for Electronic Retailing. *Les Cahiers du Management Technologique*, Vol. 13, No. 3.
35. Vrechopoulos, A.P., Pramataris, K.C., Doukidis, G.I., Lekakos, G. (2003) An Internet Retailing Data Framework for Supporting Consumers and Business Processes. *Information Systems Journal*, Vol. 13, No. 4, pp. 353-374 **(ABS List: 4)**
36. Pramataris, K., Papakiriakopoulos, D., Poulymenakou, A., Doukidis, G.I. (2002) New forms of CPFR. *International Commerce Review*, Vol. 2, No. 2, pp. 38-43.
37. Doukidis, G.I., Pramataris, K.C. (2001) Alternative Business Models for Electronic Grocery Retailing. *International Commerce Review*, Vol. 1, No. 1, pp. 45-49.
38. Pramataris, K.C., Mylonopoulos, N., Papakiriakopoulos, D, Lekakos, G. (2000) Personalised Interactive TV Advertising: The iMEDIA Business Model. *Electronic Markets Journal*, Vol. 11, No. 1, pp. 17-25 (ABS List: 2)
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