

# Curriculum Vitae of Dr. Georgios Batsakis

ALBA GRADUATE BUSINESS SCHOOL, THE AMERICAN COLLEGE OF GREECE  
6-8 XENIAS STR., ATHENS, GREECE

## PERSONAL INFORMATION

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Email: [gbatsakis@alba.acg.edu](mailto:gbatsakis@alba.acg.edu); Tel: +30 210 8964 531 (ext. 3207)

Citizenship: Greek, British

Public profiles: [Google Scholar](#); [LinkedIn](#); [ResearchGate](#)

## CURRENT ACADEMIC POSITIONS

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| 2018 – present | Associate Professor (with tenure) of International Business, Alba Graduate Business School, The American College of Greece, Athens, Greece       |
| 2019 – present | Associate Professor of International Business, Brunel University London, Brunel Business School, London, United Kingdom (fractional appointment) |

## PAST ACADEMIC POSITIONS

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|-------------|---|
| 2017 – 2018 | Assistant Professor of International Business, Alba Graduate Business School, The American College of Greece, Athens, Greece  |
| 2015 – 2019 | Assistant Professor of International Business, Brunel University London, Brunel Business School, London, United Kingdom (on a fractional appointment since 09/2017) |
| 2013 – 2015 | Postdoctoral research associate in International Business, University of Kent, Kent Business School, Canterbury, United Kingdom                                     |
| 2010 – 2013 | Teaching assistant, Brunel University London, Brunel Business School, London, United Kingdom  |
| 2009 – 2010 | Research assistant, Alba Graduate Business School, Athens, Greece   |

## EDUCATION

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Doctor of Philosophy in Management Studies	2010 – 2013	Brunel University London, Brunel Business School, London, United Kingdom (AACSB-accredited) Dissertation title: ‘ <i>Examining Multinational Corporations R&amp;D Subsidiaries’ Embeddedness in Multiple Networks of Knowledge</i> ’ Supervisors: Prof. Suma Athreye & Prof. Satwinder Singh External examiner: Prof. Lucia Piscitello
Master of Science in Economics & Business	2008 – 2009	Erasmus University Rotterdam, Erasmus School of Economics, Rotterdam, The Netherlands Subject: Entrepreneurship, Strategy, and Organisation Economics
Bachelor of Science in Business Administration	2002 – 2006	University of The Aegean, School of Business, Greece

## RESEARCH OUTPUT

(Google Scholar citations > 500; h-index: 11; i10-index: 11)

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### Publications in peer-reviewed journals

1. Batsakis, G. & Theoharakis, V. (2021). Achieving the paradox of concurrent internationalization speed: internationalizing rapidly in both scope and scale. *Management International Review* (ABS: 3, ABDC: A, Impact factor: 3.426)].
2. Shirodkar, V., Batsakis, G., Konara, P & Mohr, A. (2021). Disentangling the effects of domestic corporate political activity and political connections on firms’ internationalisation: Evidence from US retail MNEs. *International Business Review* (ABS: 3, ABDC: A, Impact factor: 5.133).
3. Foroudi, P., Gupta, S., Patel, P., Batsakis, G., Väättänen, J. & Czinkota, M. (2021). The effect of home country characteristics on the internationalization of EMNEs: The moderating role of knowledge stock. *International Business Review* (ABS: 3, ABDC: A, Impact factor: 5.133).
4. Mohr, A. & Batsakis, G. (2019). The contingent effect of TMT international experience on firms’ internationalization speed. *British Journal of Management*, 30(4), 869-887 (ABS: 4, ABDC: A, Impact factor: 5.794).
5. Batsakis, G., Theoharakis, V., Azar, G., Singh, S., & Singh, R. (2019). The contingent effect of product relatedness on B2B firms’ pricing strategy. Evidence from India. *Industrial Marketing Management*, 83, 266-274 (ABS: 3, ABDC: A\*, Impact factor: 4.950).
6. Theoharakis, V., Angelis, Y., & Batsakis, G. (2019). Architectural marketing capabilities of exporting ventures: the contingent effect of distributor capabilities. *International Marketing Review*, 36(6), 1026-1041 (ABS: 3, ABDC: A, Impact factor: 4.495).
7. Batsakis, G. & Singh, S. (2019). Added distance, entry mode choice, and the moderating effect of experience: The case of British MNEs in emerging markets.

*Thunderbird International Business Review*, 61 (4), 581-594 (ABS: 2, ABDC: B, Impact factor: 1.890).

8. Sarpong, D., Eyres, E., & Batsakis, G. (2019). Narrating the future: A distinctive capability approach to strategic foresight. *Technological Forecasting and Social Change*, 140, 105-114 (ABS: 3, ABDC: A, Impact factor: 7.609).
9. Mohr, A., Batsakis, G., & Stone, Z. (2018). Explaining the effect of rapid internationalization on horizontal foreign divestment in the retail sector. An extended Penrosean perspective. *Journal of International Business Studies*, 49(7), 779-808 (FT 50, ABS: 4\*, ABDC: A\*, Impact factor: 8.407).
10. Singh, S, Tabassum, N., Darwish, T. & Batsakis, G. (2018). Corporate Governance and Tobin's Q as a Measure of Organizational Performance. *British Journal of Management*, 29(1), 171-190 (ABS: 4, ABDC: A, Impact factor: 5.794).
11. Batsakis, G., Wood, G., Azar, G., & Singh, S. (2018). International diversification and firm performance in the post-acquisition period: A resource dependence perspective. *Journal of Business Research*, 93, 151- 159 (ABS: 3, ABDC: A, Impact factor: 6.740).
12. Mohr, A. & Batsakis, G. (2018). Firm resources, cultural distance and simultaneous international expansion in the retail sector. *International Business Review*, 27(1), 113-124 (ABS: 3, ABDC: A, Impact factor: 5.133).
13. Batsakis, G. & Mohr, A. (2017). Revisiting the relationship between product diversification and internationalization process in the context of emerging market MNEs. *Journal of World Business*, 52(4), pp. 564-577 (ABS: 4, ABDC: A\*, Impact factor: 7.434).
14. Mohr, A. & Batsakis, G. (2017). Internationalisation Speed and MNE Performance: A Study of the Market-seeking Expansion of Retail MNEs. *Management International Review*, 57(2), pp. 153-177 (ABS: 3, ABDC: A, Impact factor: 3.426).
15. Athreye, S., Batsakis, G., & Singh, S. (2016). Local, global, and internal knowledge sourcing: the trilemma of foreign-based R&D subsidiaries. *Journal of Business Research*, 69(12), pp. 5694-5702 (ABS: 3, ABDC: A, Impact factor: 6.740).
16. Batsakis, G. (2016). Host location knowledge sourcing and subsidiary innovative performance: examining the moderating role of alternative sources of knowledge and IPR distance. *International Journal of Innovation Management*, 20(6) (ABS: 2, ABDC: B, Impact factor: 1.300).
17. Mohr, A. & Batsakis, G. (2014). Intangible Assets, International Experience and Internationalisation Speed of Retailers. *International Marketing Review*, 31(6), pp. 601-620. (ABS: 3, ABDC: A, Impact factor: 4.495).
18. Batsakis, G. (2014). Impediments on the way to entrepreneurship: some new evidence from the EU's Post-socialist world. *Journal of Small Business and Enterprise Development*, 21(3), pp. 385 - 402. (ABS: 2, ABDC: C, Impact factor: 1.15).

#### **Chapters in edited books**

19. Anderson, U., Athreye, S., & Batsakis, G. (2016). Complementarity and substitution in the knowledge networks of R&D subsidiaries. In Ambos, T.C., Ambos, B., & Birkinshaw, J. (Eds.), *Research in Global Strategic Management -*

*Volume 17: Perspectives on Headquarters-Subsidiary Relationships in the Contemporary MNC.* Emerald.

***Papers in review process (titles undisclosed due to blind review)***

20. Konara, P., Batsakis, G., & Shirodkar, V. (Under 3<sup>rd</sup> Round of Review, *Journal of Product Innovation Management* [ABS: 4, Impact factor: 6.325]).
21. Batsakis, G., Konara, P., & Theoharakis, V. (Under 2<sup>nd</sup> Round of Review, *Global Strategy Journal* [ABS: 4, Impact factor: 6.694]).
22. Batsakis, G., Konara, P., Mohr, A., & Koritos, C. (Under Review, *Journal of World Business* [ABS: 4, Impact factor: 7.434]).
23. Batsakis, G., Li, C., Theoharakis, V. & Konara, P. (Under Review, *Journal of The Academy of Marketing Science* [ABS: 4\*, Impact factor: 9.418]).
24. Azar, G., Batsakis, G., Drogendijk, R., & Geng, R. (Under Review, *British Journal of Management* [ABS: 4, Impact factor: 5.794]).
25. Singh, S., Darwish, T., Batsakis, G. & Potocnik, K. (Under Review, *British Journal of Management* [ABS: 4, Impact factor: 5.794]).

***Working papers (titles and target journals are tentative)***

26. Contract types, institutional distance and capacity utilization. Evidence from the LNG industry. (with Robotis, A., Koulamas C., & Zeritis, F.). Target journal: *Journal of Supply Chain Management* [ABS: 4 (final revisions)].
27. The moderating effect of implementation readiness on the relationship between Technology adoption and firm Performance. Evidence from the UK. (with Azar, G., & Georgiadis, A.). Target journal: *Research Policy* [ABS: 4\*] (writing-up).
28. A systematic literature review on the role of internationalization in the field of global supply chain management and operations research. (with Theoharakis, V., Bak, O., Robotis, A. & Theodosopoulos, G.). Target journal: *European Journal of Operational Research* [ABS: 4] (writing-up).
29. A systematic literature review on the role of artificial intelligence in the field of management studies (with Cui, Z., Li, X., Robotis, A., & Braganza, A.). Target journal: *Journal of Management* [ABS: 4] (writing-up).

***Papers presented in conference proceedings***

30. Batsakis, G., Konara, P. & Theoharakis, V. (2020). In Pursuit of Complementarity in the Internationalisation Process: Evidence from Hybrid Retailers. In: *American Marketing Association Winter Academic Conference*, February 14-16, San Diego, CA.
31. Batsakis, G., Konara, P. & Theoharakis, V. (2019). Revisiting the relationship between product and international diversification. Adding the digital dimension. In: *The European International Business Academy Conference*, December 13-15, Leeds, UK.
32. Batsakis, G. & Theoharakis, V. (2019). Concurrent Internationalization Speed, CEO Characteristics and Firm Performance: A Paradox Perspective. In: *The Academy of International Business Conference*, June 24-27, Copenhagen.
33. Batsakis, G., Konara, P. & Theoharakis, V. (2019). Adding the digital dimension in the relationship between product and international diversification. Evidence from

- hybrid retail MNEs. In: *The Academy of International Business Conference UK & Ireland Chapter*, April 25-27, Brighton, UK.
34. Konara, P., Batsakis, G. & Shirodkar, V. (2018). Innovating in Foreign Subsidiaries in Isomorphic IP Regimes vs. Non-Isomorphic IP Regimes. In: *The Academy of Management Annual Conference*, August 10-14, Chicago, IL.
  35. Batsakis, G., Konara, P. & Shirodkar, V. (2017). Home-government lobbying and international diversification: Evidence from U.S. retail MNEs. In: *The European International Business Academy Conference*, December 14-16, Milan, Italy.
  36. Singh, S. & Batsakis, G. (2017). Added Distance, Entry Mode Choice, and the Moderating Effect of Experience: The Case of British MNEs in Emerging Markets. In: *The Academy of International Business*, July 2-5, Dubai, UAE.
  37. Batsakis, G., Azar, G., & Singh, S. (2017). Pricing Strategies of Domestic Vs Multinational Firms in an Emerging Market: An Empirical Study. In: *The Academy of International Business*, July 2-5, Dubai, UAE.
  38. Mohr, A., Batsakis, G., & Stone, Z. (2016). Explaining foreign divestment in the retailing sector. A Penrosean perspective. In: *The European International Business Academy Conference*, December 2-4, Vienna, Austria.
  39. Mohr, A., Batsakis, G., & Stone, Z. (2016). Explaining foreign divestment in the retailing sector. A Penrosean perspective. In: *The Academy of International Business Conference UK & Ireland Chapter*, April 7-9, London, UK.
  40. Mohr, A. & Batsakis, G. (2014). Internationalisation Speed and MNE Performance: The Inverted U-Curve Hypothesis. In: *The Academy of International Business*, June 23-26, Vancouver, Canada.
  41. Mohr, A. & Batsakis, G. (2014). Explaining Simultaneous Internationalisation. In: *The Academy of International Business Conference UK & Ireland Chapter*, April 10-12, York, UK.
  42. Andersson, U., Athreye, S., & Batsakis, G. (2013). Complementarity and Substitution in the Knowledge Networks of R&D Subsidiaries. In: *The European International Business Academy Conference*, December 12-14, Bremen, Germany.
  43. Batsakis, G. (2013). Examining R&D Subsidiaries' Innovative Performance under the Multiple Embeddedness Context: A Multilevel Analysis. In: *The Academy of International Business Conference UK & Ireland Chapter*, March 21-23, Birmingham, UK.
  44. Athreye, S., Batsakis, G., & Singh, S. (2012). The Dual External Embeddedness of Geographically Distributed R&D. In: *The Academy of International Business Conference*, June 30 - July 3, Washington, DC.
  45. Athreye, S., Batsakis, G., & Singh, S. (2012). The Multiple Embeddedness of MNEs' Foreign R&D Subsidiaries in External Home, External Host and Internal Networks. In: *DRUID Conference*, June 19-21, Copenhagen.
  46. Batsakis, G. (2012). R&D Subsidiaries' Innovative Performance "revisited": A Multilevel Approach. In: *DRUID Conference*, June 19-21, Copenhagen.

## TEACHING EXPERIENCE

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### I. Alba Graduate Business School at The American College of Greece (2017-present)

#### Graduate courses (MSc and MBA level)

- *Career Development* (MSc, 2018 - 2020)
- *Entrepreneurial Strategy and International Growth* (MSc, 2017 - 2021)
- *Entrepreneurship* (MBA, 2017 - present)
- *Entrepreneurship in Tourism* (MSc, 2019 – 2021)
- *Global Business and Trade* (MSc, 2017 -2021)
- *International Business* (MSc, 2021 – present)
- *Lean Entrepreneurship* (Alba - Eurobank MBA, 2021 - present)
- *Strategy Formulation and implementation* (MSc, 2021 – present)
- *Strategy in Tourism* (MSc, 2021 - present)

#### Executive education

- *Business Economics* (WIND mini MBA, mini MBA in Pharma, mini MBA in Energy, HEMEXPO mini MBA, Sunlight mini MBA, TITAN mini MBA)
- *Business Planning and Reporting* (Sunlight mini MBA)
- *Economics of International Business* (mini MBA in Pharma)
- *Global trade in times of crisis* (field trip lectures for programs, such as TIAS Executive MBA, Bern University of Applied Sciences Executive MBA, University of St. Gallen Executive MBA, University of Kent)

### II. Brunel University London (2010-present)

#### Lectures

- *International Business Strategy* (Module leader, core PG, 2015-present)
- *Strategic Management* (Module leader, elective UG3, 2016-17)
- *Business Economics* (MBA, 2015-16)
- *Entrepreneurship & Marketing in Business* (core UG2, 2016-present)

#### Seminars

- *Issues & Controversies in Management* (core UG3, 2015-16, 2016-17)
- *International Business in Emerging Markets* (core UG2, 2015-16, 2016-17)
- *International Business Environment* (Teaching assistant, core UG1, 2011-2012)
- *International Technology Management* (Teaching assistant, elective UG3, 2010-2011)

#### Supervision of MSc dissertations - Brunel University London (2015-present)

- Supervised dozens of MSc dissertations in the areas of Strategy, International Business, Entrepreneurship and Marketing.

#### Supervision of doctoral students - Brunel University London (2015-present)

1. Nattacia Dabescki (Completion in 2019)
2. Amit Rawal (Completion in 2021)
3. Zequn Cui (expected completion in 2022)

### III. University of Kent (2013-2015)

#### Lectures

- *Innovation and Knowledge Management in MNEs* (Kent executive MBA, 2013-2014)
- *International Marketing* (core PG, 2014-2015)

#### IV. Doctoral committees

- *Internal examiner*, Heba Alqurashi (2017)
- *Internal examiner*, Adel Fadhil (2019)

#### **TEACHING EVALUATIONS AS MODULE LEADER (2015 – present) – Average score 4.40 / 5.00**

<b>University</b>	<b>Module title</b>	<b>Level</b>	<b>Academic Year</b>	<b>Score</b>
Alba	Entrepreneurship in Tourism (Online)	PG	2020-21	4.2/5.0
Alba	Entrepr. Strategy & International Growth (Online)	PG	2020-21	4.4/5.0
Alba	Entrepreneurship (Section I) (Online)	MBA	2020-21	4.4/5.0
Alba	Entrepreneurship (Section II) (Online)	MBA	2020-21	4.8/5.0
Alba	Business Economics (Online)	Exec	2020-21	4.7/5.0
Alba	Business Economics (Online)	Exec	2020-21	4.4/5.0
Brunel	International Business Strategy (Online)	PG	2020-21	4.3/5.0
Alba	Global Business & Trade (Online)	PG	2019-20	4.1/5.0
Alba	Entrepreneurship in Tourism (Online)	PG	2019-20	4.1/5.0
Alba	Entrepr. Strategy & International Growth (Online)	PG	2019-20	4.2/5.0
Alba	Entrepreneurship (Section I)	MBA	2019-20	4.9/5.0
Alba	Entrepreneurship (Section II)	MBA	2019-20	4.5/5.0
Alba	Business Economics	Exec	2019-20	4.5/5.0
Alba	Business Economics	Exec	2019-20	3.8/5.0
Brunel	International Business Strategy	PG	2019-20	4.5/5.0
Alba	Global Business & Trade	PG	2018-19	4.3/5.0
Alba	Entrepr. Strategy & International Growth	PG	2018-19	4.4/5.0
Alba	Entrepreneurship (Section I)	MBA	2018-19	4.5/5.0
Alba	Entrepreneurship (Section II)	MBA	2018-19	4.1/5.0
Alba	Business Economics	Exec	2018-19	4.5/5.0
Brunel	International Business Strategy	PG	2018-19	4.6/5.0
Alba	Entrepreneurship (Section I)	MBA	2017-18	4.6/5.0
Alba	Entrepreneurship (Section II)	MBA	2017-18	4.3/5.0
Alba	Global Business & Trade	PG	2017-18	4.5/5.0
Alba	Business Economics	Exec	2017-18	4.5/5.0
Alba	Entrepr. Strategy & International Growth	PG	2017-18	4.2/5.0
Brunel	International Business Strategy	PG	2017-18	4.6/5.0
Brunel	International Business Strategy	PG	2016-17	4.6/5.0
Brunel	Strategic Management	UG	2016-17	3.8/5.0
Brunel	International Business Strategy	PG	2015-16	4.6/5.0
Brunel	Business Economics	MBA	2015-16	4.8/5.0

## **GRANTS AND AWARDS**

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- 2010 – 2013. Recipient of the Brunel Business School doctoral scholarship (approximately £55,000)
- 2011 – 2012. Entrepreneurship and Innovation Unit, Athens University of Economics and Business. “Innovative Entrepreneurship”, Education and Lifelong Learning project, co-funded by the European Union (European Social Fund) and the Hellenic Republic (Ministry of Research and Education). Co-researcher. (contract €6,500)
- 2009-2010. Stelios Haji-Ioannou Start-up of the Year Competition, administered by AHEAD, Alba Graduate Business School. Co-investigator for Greece’s leading start-up competition (contract €60,000).

## **PROFESSIONAL ACTIVITIES**

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### **I. Reviewing service (ad-hoc)**

- Journal of World Business, British Journal of Management, Global Strategy Journal, International Marketing Review, Journal of Business Research, Regional Studies, Management International Review, Journal of International Management, International Business Review, Long Range Planning, among others
- Academy of International Business Conference, Academy of Management Conference, European Academy of Management Conference, Academy of International Business UK & Ireland Chapter Conference, European International Business Academy Conference

### **II. Affiliations**

- Academy of International Business (Member)
- Academy of Management (Member)
- European International Business Academy (Member)
- Higher Education Academy (Fellow)

### **III. External engagement**

- Mentor of startups at pre-seed stage (areas of involvement: MVP, proof of concept, demand validation)
- Mentor VISA Innovation Program (2021-)
- Supervisor / Alba faculty responsible for supervising the Alba MBA team in the European Business Plan of the Year Competition (2021-)
- Coordinator of the 13th People Management Executive Seminar (2017, 2021)
- Judge for the Disrupt Greece Competition, the startup event of the year (2018)
- Judge for EGG (Enter – Grow – Go), Eurobank’s official startup accelerator, Athens, Greece (2018-)
- International Marketing Track Chair, 46th Academy of International Business UK & Ireland Chapter Conference (2019)

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## **RESEARCH INTERESTS**

- Corporate strategy: Product and international diversification
- Global strategy: Temporal process of internationalisation, Foreign divestment and de-internationalization processes, Digitalization of MNEs

## **ADMINISTRATIVE DUTIES & PROGRAM - COURSE DESIGN**

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- Alba Graduate Business School, Academic Director of the *Alba MSc in International Business and Management* (2021 – present)
- Alba Graduate Business School, Academic Director of internships for the *Alba MSc in International Business and Management* (2018 – 2020)
- Alba Graduate Business School, Research Seminar Series coordinator (2017 – present)
- Alba Graduate Business School, member of Ethics Committee and Fact-finding Committee (2020 – present)
- Re-designed the postgraduate program *Alba MSc in International Business and Management* (2021)
- Brunel Business School, Ethics coordinator (2018 – present)

## **OTHER QUALIFICATIONS**

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- Fellow of the Higher Education Academy
- Expertise in Applied econometrics (attended the PG certificate in Econometrics, Birkbeck College, 2011-2012)
- Statistical / Econometric Software: STATA, SPSS
- Competent use of various computer-based learning platforms (Moodle, Blackboard Learn)

## **REFERENCES**

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Prof. Vasilis Theoharakis  
Professor of Strategic Marketing  
Director of the Executive MSc in Marketing and Leadership  
Cranfield University  
[V.Theoharakis@cranfield.ac.uk](mailto:V.Theoharakis@cranfield.ac.uk)

Prof. Alexander Mohr  
Professor of Export Management and Internationalization Processes  
Vienna University of Economics and Business  
Director of the MSc Export and Internationalization Management  
[alexander.mohr@wu.ac.at](mailto:alexander.mohr@wu.ac.at)

Prof. Nikolaos Papageorgiadis  
Chair in International Business  
University of Liverpool  
[N.Papageorgiadis@liverpool.ac.uk](mailto:N.Papageorgiadis@liverpool.ac.uk)

Prof. Christos Koulamas  
Ryder Eminent Scholar Chair in Management Information Systems  
Florida International University  
[koulamas@fiu.edu](mailto:koulamas@fiu.edu)