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## Michail S. Xenakis

Assistant Professor

Dept. of Management, School of Business and Economics

The American College of Greece - Deree College

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## I. Education

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<b>Doctor of Philosophy in Strategic Management (PhD)</b>	2022
Athens University of Economics and Business Thesis title: Business Model Portfolios and Firm Performance.	
<b>Master of Business Administration (MBA)</b>	2017
Athens University of Economics and Business ▶ 1 <sup>st</sup> out of 47 students	
<b>Postgraduate Professional Qualification of Education for Certified Public Accountants (PgD)</b>	2013
The Institute of Certified Public Accountants of Greece	
<b>Master of Applied Economics and Finance (MSc)</b>	2011
National Kapodistrian University of Athens ▶ 1 <sup>st</sup> out of 44 students	
<b>Bachelor of Computer Science (BSc)</b>	2009
National Kapodistrian University of Athens	

## II. Academic Experience

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### The American College of Greece – Deree College

Assistant Professor

9/2023 - Present

Adjunct Professor (9/2022 – 8/2023)

Part-time Lecturer (9/2021 – 8/2022)

**Courses:** Strategic Management (L6), Capstone to Entrepreneurship Management (L6), Entrepreneurship Theory (L6), Introduction to Entrepreneurship Management (L4), Management Principles (L4)

## Athens University of Economics and Business

Visiting Professor

9/2024 - Present

**Courses:** Strategic Change Management (MBA)

Guest Lecturer (9/2020 – Present)

- ▶ Master's programs (e.g., MBA, MSc in Marketing and Communication)
- ▶ Topics: Strategy, Business Models

## III. Industry Experience

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### **SOL Crowe**

Audit Manager

4/2017 – 11/2023

- ▶ Practice in various sectors including technology, energy, manufacturing and services among others
- ▶ Designing the overall audit strategy, conducting audit procedures, compiling audit forms, reviewing team's work, assembling and signing off the audit files
- ▶ Preparing financial documents and related statutory reports under Greek GAAP & IFRS
- ▶ Liaising with client executives, identifying client needs and participating in business development

Indicative Client List: Info-Quest, Kri-Kri, Thetis Group, ACS Courier

Audit Methodology Committee

9/2016 – 4/2017

- ▶ Partaken in the development of the audit manual, audit form templates and training material for the provision of audit services
- ▶ Engaged in audit staff training on audit methodology matters

Junior – Senior Auditor

9/2012 – 9/2016

- ▶ Experience in numerous projects with publicly and non-publicly listed clients
- ▶ Practice in diverse sectors including technology, manufacturing, construction, shipping, retail, courier services, and financial institutions

Indicative Client List: NBG, Alpha Bank, Gek Terna, Mediterranean Shipping Company, Maersk, Speedex Courier

### **Optimum Value – Ministry of Foreign Affairs**

10/2020- 12/2020

Consultant

- ▶ Development of an integrated methodological framework for the attractiveness of target countries and business guides

## IV. Publications

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### A. Articles published by peer-reviewed academic journals

Manolopoulos, D., Salavou, H., Papadopoulos, A. & Xenakis, M. (2022). Strategic Decision-Making and Performance in Social Enterprises: Process Dimensions and the Influence of Entrepreneurs' Proactive Personality. *Entrepreneurship Research Journal*. <https://doi.org/10.1515/erj-2021-0147>

### B. Articles published by or presented in peer-reviewed academic conferences

Xenakis, M., & Voutsina, K. (2024), 'A fresh wind in brewing: Understanding the nexus of business model innovation, its internal antecedents and craft brewery performance'. 40<sup>th</sup> EGOS Colloquium, Milan, Italy

Voutsina, K. & Xenakis, M., (2024), 'Exploring the relationship of inclusive Leadership and Innovative Craft-based Work: the case of Greek microbrewing industry.' 7th Interdisciplinary Perspectives on Leadership Symposium, Thessaloniki, Greece.

Xenakis, M., Manolopoulos, D. & Papadopoulos, A. (2022), 'Business Model Portfolio Designs and Firm Performance: A Configurational Approach.' Administrative Sciences Association of Canada Conference, Halifax, Canada.

Xenakis, M. (2020), 'In Search of a Comprehensive Typology: Business Models in the Software Industry', 47th Academy of International Business (UK & Ireland) Conference, AIB, Glasgow, UK.

### C. Articles on book chapters

Xenakis, M. (2010), 'Identification and Matching Mechanism for XML Datatypes', *Selected Graduate and Undergraduate Dissertations*, vol. 7(73–82), National Kapodistrian University of Athens, Department of Informatics and Telecommunications, ISSN: 1790-4544.

## V. Honours and Awards

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Entrepreneurship Award - National Bank of Greece, Business Seeds Competition (5 <sup>th</sup> Place)	2024
MBA Scholarship – Athens University of Economics and Business (1 <sup>st</sup> Place)	2017
Special Account for Research Grants (ELKE) Scholarship on Master of Applied Economics and Finance – National Kapodistrian University of Athens (1 <sup>st</sup> Place)	2011
Best Undergraduate and Graduate Dissertations Award - National and Kapodistrian University of Athens, Department of Informatics and Telecommunications, Research and Development Committee	2009

## VI. Qualifications & Certifications

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<b>Data Science</b> Johns Hopkins University	2019
<b>Certified Public Accountant</b> Hellenic Accounting and Auditing Standards Oversight Board (ELTE)	2016

## VII. Digital Skills

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Programming Languages: R; Java; VBA

Operating Systems: Microsoft Windows; Mac OS; Linux

Office and Research Tools: Google Suite; Microsoft Office; Openoffice; R Studio; SPSS; NVivo; Endnote

## VIII. Languages

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English (Fluent): Certificate of Proficiency, University of Michigan  
IELTS, University of Cambridge (8.0/9.0)

German (Basic): Zertifikat Deutsch, Goethe Institut