

**Academic Personnel Short Profile / Short CV**

<b>University:</b>	University of Nicosia
<b>Surname:</b>	Ioulianou
<b>Name:</b>	Sophocles
<b>Rank:</b>	Adjunct Faculty
<b>Faculty:</b>	Law
<b>Department:</b>	Law
<b>Scientific Domain: *</b>	Public Procurement

*\* Field of Specialization*

**Academic qualifications  
(list by highest qualification)**

Qualification	Year	Awarding Institution	Department	Thesis title
PhD	2012	University of Cyprus (UCY)	Faculty of Economics and Management, Dept of Public Business and Business Administration	"Essays on Real Options and Multinationality"
MSc	2004	Lancaster University, UK,	Management School, Dept of Accounting and Finance	"An empirical study of corporate defaultable debt: The case of Gannett Co. Inc."
Ptychion (4yrs BSc)	2003	University of Cyprus (UCY)	Faculty of Economics and Management, Dept of Public Business and Business Administration	

Employment history – List by the three (3) most recent				
Period of employment		Employer	Location	Position
From	To			
1/1/2017	Today	University of Nicosia	Nicosia, Cyprus	Adjunct Faculty
1/1/2018	Today	House of Representatives of the Republic of Cyprus	Nicosia, Cyprus	Chief Financial Administration Officer of the Parliament
1/4/2005	31/12/2017	Tenders Review Authority (TRA) of the Republic of Cyprus (Public Procurement Review Body)	Nicosia, Cyprus	Administrator/Manager

Key <u>refereed</u> journal papers, monographs, books, conference publications etc. List the five (5) more recent and other five (5) selected –(max total 10)						
Ref. Number	Year	Title	Other authors	Journal and Publisher / Conference	Vol.	Pages
1	2021	“Multinationality, portfolio diversification, and asymmetric MNE performance: The moderating role of real options awareness”	L. Trigeorgis and M. Leiblein	Journal of International Business Studies	52	388–408
2	2018	“The Impact of Real Options Awareness on Downside Risk in Multinational Firms”	Michael J. Leiblein and Lenos Trigeorgis	<i>Academy of Management Proceedings</i>	No. 1	12170
3	2017	“Multinationality and firm value: The role of real options awareness”	L. Trigeorgis and T. Driouchi	<i>Journal of Corporate Finance</i>	46	77–96
4	2014	“The right of appeal against decisions of the Tenders Review Authority of Cyprus” (in Greek)	-	<i>Journal of Administrative Law (Legislation - Jurisprudence - Theory)</i> , Sakkoulas SA (Athens - Thessaloniki)	6/2014	776-782
5	2013	“The Legislative Framework, the responsibilities and the Mission of the Tenders Review Authority” (in Greek)	-	<i>Cyprus and European Law Yearbook 2013</i> , published by Hippasus Publishing Ltd under Scientific		249-255

				Management Centre Scientific Dialogue and Research in collaboration with the Department of Law of the University of Nicosia		
6	2013	“Valuing a high-tech growth company: the case of EchoStar Communications Corporation”	L. Trigeorgis	<i>The European Journal of Finance</i>	19, Issue 7-8, September 2013	734- 759
7	2012	“The integration of European Directives for coordinating the public procurement procedures and review procedures in the Cypriot legislation” (in Greek)	-	<i>Journal of Administrative Law (Legislation - Jurisprudence - Theory),</i> Sakkoulas SA (Athens - Thessaloniki),	5/2012	716- 722

Research Projects. List the five (5) more recent and other five (5) selected (max total 10)				
Ref. Number	Date	Title	Funded by	Project Role*
1	Sept 2016	“Review and Remedies in Public Procurement – Does it work in Cyprus?”; “How to reflect international standards in the public procurement review and remedies”; “Lessons learned and the next steps”	organized by TAIEX and the Treasury of the Republic of Cyprus in cooperation with European Bank for Reconstruction and Development (EBRD), Limassol, Cyprus.	keynote speaker lecturing at the Capacity Building Session for Republic of Moldova
2	June 2016	“Public Procurement Review and Remedies – how and why it works in Cyprus”	organized by the European Bank for Reconstruction and Development (EBRD) in cooperation with the Treasury of the Republic of Cyprus, Limassol, Cyprus.	keynote speaker at the Capacity Building Session for Egypt and Georgia
3	July 2015	“Public Procurement Review and Remedies – how it works in	organized by the European Bank for Reconstruction and	keynote speaker at the Capacity Building Session for

		<i>Cyprus</i>	Development (EBRD) in cooperation with the Treasury of the Republic of Cyprus, Limassol, Cyprus.	Kyrgyz Republic and Ukraine
4	May 2015	<i>“Tenders Review Authority, functions and operation”</i>	Public Procurement Directorate of the Treasury of the Republic of Cyprus, Nicosia, Cyprus.	keynote speaker for the study visit on Public Procurement by the Jamaican delegation
5	Feb 2015	<i>“Cyprus’ specialized administrative tribunal” &amp; “Institutional and organizational aspects of the Cyprus review model”</i>	organized by the European Bank for Reconstruction and Development (EBRD) in cooperation with World Trade Organization (WTO), Geneva, Switzerland.	keynote speaker at the Capacity Building Session for Observers from Eastern Europe/Central Asia to WTO Agreement on Government Procurement (Armenia, Moldova, Kyrgyz Republic, Tajikistan, Turkey, Ukraine)
6	Dec 2017	<i>“Public Procurement Procedures and safety measures in Cypriot legislation”</i>	National and Kapodistrian University of Athens, Greece.	. keynote speaker at Law School of the National and Kapodistrian University of Athens, Greece.
7	Nov 2017	<i>“The new EU directives and the Tenders Review Authority”</i>	the Hellenic Single Public Procurement Authority – HSPPA, Athens, Greece	keynote speaker at the Hellenic Single Public Procurement Authority – HSPPA, Athens, Greece
8	Sept 2014	<i>Public Procurement Review and Remedies – how it works in Cyprus</i>	organized by the European Bank for Reconstruction and Development (EBRD) in cooperation with the Competent Authority for Public Procurement and Shared Services Entity for Public Administration of Portugal, Nicosia, Cyprus.	Presentation under the project «Armenia: Policy Advice for eProcurement Reform in Public Sector Capacity Building Session»
9	July 2008	<i>“Impact of growth options, real options capability and multinationality on firm performance and stock returns”,</i>	University of Cyprus	15 <sup>th</sup> Annual Conference of the Multinational Finance Society, Orlando, Florida.
10	June 2007	<i>“Valuing company expansion</i>	University of Cyprus	Professional section of the

		<i>strategy: An application at Cyprus winery”</i>		11 <sup>th</sup> Annual International Conference on Real Options, University of California at Berkeley
--	--	---	--	--

<b>Consulting Services and/or Participation in Councils / Boards/ Editorial Committees. List the five (5) more recent</b>				
<b>Ref. Number</b>	<b>Period</b>	<b>Organization</b>	<b>Title of Position or Service</b>	<b>Key Activities</b>
1	2002-2005	Real Options Group (ROG)	Consultant - Analyst	<i>DCF and Real Options Analysis – Selected examples: Cerep, Time Warner, General Motors, Guidant, Echostar Communications</i>

<b>Awards / International Recognition (where applicable). List the five (5) more recent and other five (5) selected. (max total 10)</b>			
<b>Ref. Number</b>	<b>Date</b>	<b>Title</b>	<b>Awarded by:</b>
1	1999-03	Ranked First of Finance class at the University of Cyprus	UCY prize, awarded by the President of the Republic
2	1999-03	Ranked First of Business Department at the University of Cyprus	Cyprus Stock Exchange prize
3	1999-03	Ranked First of Finance class at the University of Cyprus	Bank of Cyprus prize
4	1999-02	Ranked First of Finance class (3 <sup>rd</sup> year student) at the University of Cyprus	Bank of Cyprus prize
5	2001-02	Award of the best Investment portfolio simulation	Bank of Cyprus prize

**Other Achievements. List the five (5) more recent and other five (5) selected.  
(max total 10)**

<b>Ref. Number</b>	<b>Date</b>	<b>Title</b>	<b>Key Activities:</b>
1	2015	Criminal Law	University of London – LLB studies
2	2015	Common law reasoning and institutions	University of London – LLB studies
3	2008	Examination of the Cyprus Legislation for Administrative Officers	Governmental exams
4	2007	Examination of the Public Service Regulations and General Provisions	Governmental exams
5	2007	Examination of the Financial and Accounting Instructions and of Public Procurement Laws and General Regulations and Regulations of Public Warehouses	Governmental exams
6	2005-06	Econometrics Investments Empirical Methods in Capital Markets Financial Theory Options	Comprehensive exams of PhD program
7	1995-96	Accounting – Third Level (Higher) Book-Keeping – Accounting –Second Level Book-keeping - First Level	Distinction
8	1999	Bachelor - 'Excellent' on guitar with song by "Musical Horizons" Odeon (recognized by the Greek State).	Music - guitar with song