

# Ioannis Ioannou

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## EDUCATION:

- 2003 - Present **Harvard Business School & Econ Dept.**, Boston, MA  
**PhD Candidate**, Business Economic (Strategy), expected June 2009  
Thesis Advisor: Prof Giovanni Gavetti
- Jun 2008 **Harvard Business School & Econ Dept.**, Boston, MA  
**M.A.** Economics
- Dec 2005 **Special Field Examination (Oral)**  
*Special Fields: Business Strategy, Technology and Innovation, Empirical I/O*  
Committee: Prof Bharat Anand, Prof Ariel Pakes, Prof Gary Pisano
- 1999 - 2003 **Yale University**, New Haven, CT  
**B.A.** Economics and Mathematics, *magna cum laude*

## AWARDS:

- 2005 - 2006 Three (3) **Certificates of Distinction in Teaching**, Bok Center, Harvard University
- 1999 - 2003 **CASP/Fulbright Scholarship** for the duration of the undergraduate degree.
- 1995 **Golden Medal** of the London Chamber of Commerce and Industry (LCCI) for achieving **First Place** in Cyprus at LCCI Accounting Higher.

## PUBLISHED PAPERS:

- "A Textbook Example of International Price Discrimination", with C.Cabolis, S.Clerides and Daniel Shaft, *Economic Letters*, Volume 95, Issue 1, April 2007, p.91

Abstract: We investigate differences in book prices between the United States and other countries. We find that general audience books are similarly priced internationally, but textbooks are substantially more expensive in the United States (often more than double the price). This disparity is much more pronounced for commercial publishers than for university presses. We argue that supply-side factors like cost and market structure cannot explain this phenomenon. We discuss several demand-side explanations; our preferred theory is that higher US textbook prices reflect the unique status of the textbook as a centerpiece of US college instruction.

## WORK IN PROGRESS:

- **Job Market Paper**: "Understanding the Impact of Spinoffs: Towards New Strategic Options for Parent Companies", Working Paper, May 2008

Abstract: I investigate the role of spinoffs (enterprises established by ex-employees of incumbent firms within the same industry) on their parents' strategy and performance. Contrary to conventional wisdom, I argue that spinoffs may be strategically *beneficial* for their parents and I offer several causal mechanisms through which such positive impact materializes. In particular, I hypothesize that the departure of entrepreneurial employees may elevate corporate coherence at the parent by removing (potential) impediments (such as resource constraints or cognitive conflicts) to capabilities-based and cognition-based learning mechanisms. At the same time, spinoff ventures that do not compete directly with the firms from which they originated, and which are established by high-ranked employees, may expand the parent's social network by building strong inter-organizational ties and business relationships. Lastly, the network prominence of spinoffs may generate positive feedback towards the parent via reputational or informational channels. The framework is empirically tested in the US automobile industry (1802-1986).

- “Effects of Inventory on Demand for Rentals in the Home Video Market”, with Julie Holland Mortimer and Richard Mortimer, May 2008

Abstract: Retailer inventory decisions can greatly influence observed demand for a product by affecting, among other things, product availability (stock-outs) and product visibility in the store. These inventory decisions are affected by numerous factors including vertical ownership structures, supply contracts, product characteristics, and the effect of additional inventory on competition. In this paper we provide an empirical analysis of the effect of inventory on realized sales in the U.S. video rental industry. Technological advances over the past decade have greatly increased the sophistication of inventory management and vertical contracts in the video rental industry making this a particularly interesting industry for studying inventory decisions. We find that an additional unit of inventory produces between 13.5 and 18.9 additional rentals over the life of a movie at the average video retail store, and that the size of this effect varies by movie type. This represents between a 3 percent and a 17 percent increase in rentals, indicating that retailers’ inventory stocking policies substantially affect the level of product demand.

#### RESEARCH EXPERIENCE:

- Mar 05 – Dec 06 **Harvard Economics Dept**, Boston, Massachusetts  
**Research Associate** to Prof Julie Holland Mortimer
- Jan 06 – Dec 06 **Harvard Business School** (Strategy Unit), Boston, Massachusetts  
**Research Associate** to Prof Bharat Anand and Pai-Ling Yin
- Jun 04 – Sep 04 **Harvard Business School** (Strategy Unit), Boston, Massachusetts  
**Research Associate** to Prof Pankaj Ghemawat
- Aug 01 – Sep 03 **Harvard Business School** (Strategy Unit), Boston, Massachusetts  
**Research Associate** to Prof. Estelle Cantillon
- May 02 – Aug 02 **University of Cyprus, Economics Department**, Nicosia, Cyprus  
**Research Assistant** to Prof. Sofronis Clerides
- Jan 01 – Jun 01 **Yale Economics Department** (Cowes Foundation), Yale University  
**Research Assistant** to Prof. Estelle Cantillon

#### TEACHING EXPERIENCE:

- Sep 06 – May 07 **Social Policy 10, Group Leader**, Harvard University, Economics Dept
- Sep 05 – May 06 **Social Policy 10, Section Leader**, Harvard University, Economics Dept
- Sep 01 – May 03 **Yale Tutoring Program**, Yale University  
**Core Economics Tutor**
- Sep 02 – May 03 **Yale University**, Mathematics Department  
**Math Grader**

#### WORK EXPERIENCE:

- May 07 – Aug 07 **Analysis Group**, Boston, MA  
**Associate / PhD Intern**, Strategy Team
- Jun 03 – Aug 03 **Synovate International Ltd**, Nicosia, Cyprus  
**Research analyst: Coca-Cola Account / Department.**
- Jul 01 – Aug 01 **Société Générale Cyprus Ltd**, International Banking Unit, Nicosia, Cyprus  
**Summer Intern**
- Jun 00 – Aug 00 **Middle East Market Research Bureau** (MEMRB International), Cyprus  
**Market Analyst Intern**, Coca-Cola Account / Department
- Jul 97 – Aug 99 **National Guard**, Army of the Republic of Cyprus, Nicosia, Cyprus  
**Adjunct to the Head Personnel Officer** at National Guard’s Headquarters

**CONFERENCE PARTICIPATION**

Leading Organizational Transformation, HBS Centennial Colloquium, November 2007  
Harvard Business School, Annual Strategy Conference: Oct 2003, Oct 2004, Oct 2005, Oct 2006, Oct 2007  
5<sup>th</sup> Understanding Complex Systems Symposium, UIUC, May 2005

**MEMBERSHIPS**

Academy of Management (AoM)  
Strategic Management Society (SMS)  
Association for Evolutionary Economics (AFEE)

**LANGUAGES**

Native Speaker of Modern Greek. Fluent: English and French. Elementary written and spoken Spanish.

**OTHER**

Date of Birth: January 9th, 1980 (Nicosia, Cyprus)  
Citizenship: EU and Greek-Cypriot (Republic of Cyprus)