
CURRICULUM VITAE MEMORANDUM OF STUDY AND SCIENTIFIC ACTIVITY

ELPIDA T. SAMARA

Mechanical Engineer

Mechanical Engineers Department of Thessaloniki

Aristotle University

Doctor in Innovation Systems

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1. PERSONAL DATA

- **Full name** : Samara Elpida
- **Date of birth γέννησης** : 17 June 1980
- **Family status** : Married, two children (11 and 8 years old)

2. EDUCATION

High-school 1992-1995: 4th High School in Ptolemais, graduation in 1995, degree of studies certificate "Full - Marks- 19 3/14", first in each year and in the final degree of studies certificate. Each year excellences "Full - Marks", "Reward"

Lyceum 1995-1998: Lyceum in Ptolemais, graduation in 1998, degree of studies certificate "Full – Marks - 19 3/8", first in each year and in the final degree of studies certificate. Each year excellences "Full - Marks", "Reward"

Academic Study 1998-2003: Department of Mechanical Engineers of Thessaloniki Aristotle University
Graduation in 18/07/2003, with degree "7,24".
Diplomatic Thesis in the Department of Mechanical Engineers of Thessaloniki Aristotle University, (supervisor, As. prof . P. Georgiadis), titled "the EFFECT of ENVIRONMENTAL PARAMETERS IN PRODUCT RECONSTRUCTION", Degree "Full – Marks -10"

Postgraduate Study 2005-2010: Doctoral Thesis in the Sector of Industrial Technology and Administration - Energy Policy of Mechanical Engineers department in University of West Macedonia (supervisor As. Prof I. Bakouros), titled: "MODELLING NATIONAL INNOVATION SYSTEMS. A PERSPECTIVE WITH SYSTEM DYNAMICS" in the thematic region "Technology and Innovation Management". Degree "Full - Marks-10"

Post-Doc Studies 2020-2023 HELLENIC FOUNDATION OF RESEARCH AND INNOVATION (EL.IDEK), 2nd Announcement of Research projects EL.ID.EK. to support Postdoctoral Researchers. EP9. Management & Economics of Innovations. Topic: Smart Technologies and Innovation Systems in Regional Development: Approach with System Dynamics. Scientific Manager – Post Doc Researcher.

ASPAITE School of Pedagogical and Technological Education. Certificate of Pedagogical and Teaching Sufficiency, with a general grade of 9.7 and a designation "EXCELLENT".

3. FOREIGN LANGUAGES :

- ENGLISH perfect,
- GERMAN moderately

4. TRAINING SEMINARS

- “Training in the technique of benchmarking”, 2004, Institute of studies of/Research telecommunications & technology information of south-eastern Europe countries.
- Certificate in System dynamics (postgraduate official certificate in system dynamics - 50 hours), 2008, Universitat politecnica de Catalunya.
- 4th edition of BALKAN VENTURE FORUM (BkVF), 14-15 November 2013, Tirana, Albania, participation as an expert in the field on innovation and entrepreneurship.
- October 2014. Training for external consultancy services for the TRIGGER project of the European Territorial Cooperation Program GREECE-BULGARIA 2007-2013.

5. EMPLOYMENT HISTORY

- Since September 2003 free-lancer as safety technician and student of technical work (free-lancer).
- From September 2003 until October 2005 employment as a researcher in a program in the University of Thessaly.
- From March until June of 2004 employment as Mechanical Engineer in the company of management and growth of Thessaloniki technological park S.A.
- From October 2004 until today employment as a member of the project team with management and scientific support in the implementation of transnational / cross-border / interregional and European co-funded projects at the University of Western Macedonia.
- From February 2013-2015 employment in the TEI of Western Macedonia for preparing business plans and guidance.
- From October 2014 until today employment at the TEI of Western Macedonia in the program "Open Digital Courses TEI W. Macedonia".
- October 2014. Education for providing external consultants for the project «Transnational initiative for guidance of graduated and entrepreneurship» (TRIGGER) the European territorial cooperation program GREECE-BULGARIA 2007-2013.

PARTICIPATION IN RESEARCH PROGRAMS

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1. "K-Clusters in Western Macedonia", Innovative Actions in the Region of Western Macedonia, Development of an Innovation Observatory, Virtual Technopolis (From 1/10/2004 to 31/12/2005).
 2. ERIK+ ,UPGRADING THE INNOVATION CAPACITY OF EXISTING FIRMS (from 1/12/2005 to 31/12/2006)
 3. Innosupport (Leonardo Da Vinci): Creation of innovation tools to boost business innovation (From 1/1/2006 to 31/3/2006)
 4. SMART I- SUSTAINABLE MANAGEMENT AND ACTIONS TO PROMOTE REGIONAL TRANSITION (from 1/1/2006 to 31/12/2006)
 5. SMART II- OFFENSIVE INNOVATION PLUS (from 1/4/2007 to 31/12/2007)
 6. Regional Innovation Pole in West Macedonia" (from 1/11/2006 to 31/10/2008)
 7. Innovating in Ionian islands (Από 8/6/2006 έως 31/7/2006)
 8. Archinet- Mediterranean Association of Science & Technology Parks (from 1/9/2008 to 15/12/2008)
 9. "Fostering entrepreneurial actions, innovating cases and lesson at the students of Western Macedonia University" (from 1/10/2005 to 31/8/2008)
 10. SMART+ III– SMEGOGLOBAL NETWORKS- Fostering networking in enterprises (from 10/10/2011 to 30/06/2013)
 11. « Innovation and Entrepreneurship Unit » Focusing on the dissemination of entrepreneurship theory and business plan in tertiary education. Guidance on business plans. (From 1/09/2009 to 15/12/2015)
 12. Iktimed– CLUSTER, SMART SPECILAIZATION (1/5/2012 to 31/10/2012 and 1/11/2012 to 29/3/2013).
 13. "INNOVATION AND ENTREPRENEURSHIP UNIT OF TEI –TEI OF WESTERN MACEDONIA". (20014-2015)
 14. "Open Digital Courses TEI W. Macedonia".(2014-2015)
 15. "Creating job opportunities for young graduates in the cross-border area" (Creating employment opportunities for young graduates in the CB area - EMPLOYOUTH). (2019-2020)
 16. ENTERPRISE PROGRAM "Human Resource Development, Education and Lifelong Learning" on the Priority Axis "IMPROVEMENT OF THE QUALITY AND EFFECTIVENESS OF THE EDUCATIONAL SYSTEM" Subject: "Smart Technologies and Innovation Systems in Regional Development: Approach with System Dynamics". (2020-2021)
 17. HELLENIC FOUNDATION OF RESEARCH AND INNOVATION (EL.ID.EK.), 2nd Announcement of Research projects EL.ID.EK. to support Postdoctoral Researchers. EP9. Innovation Management and Economics of Innovations. Topic: Smart Technologies and Innovation Systems in Regional Development: Approach with System Dynamics. (2020-2023)

objects:

- Research study
- Design and Development of research programs
- Administrative and managerial support of research programs
- Recording of data in Management and Technical Support Users of Integrated Information Systems (Integrated Information System ATLAS / DASTA)
- Preparation of Economic and Physical object
- Preparation of progress reports

6. LICENSES

- Machine operator's license.
- B category designer's license.
- English language teaching - proficiency license.
- KEK

7. TEACHING EXPERIENCE

- From October 2004 until 2012 Laboratorial Collaborator in the departments of Business Administration, Financial and Industrial Planning in TEI Kozani.
- Since 2010 Scientific Collaborator with full qualifications in the departments of Business Administration, Mechanical Engineers and Industrial Planning in TEI Kozani.
- 2005-2008: Teaching of entrepreneurship lessons under the auspices of the program "Encouragement of Enterprising Action, Innovative Applications and Courses of Choice for the Students of University of West Macedonia". Courses: "Innovation and Entrepreneurship I and II. Writing of educational material and benefit of mentoring services.
- February 2007: Trainer at the programs of Centers of Professional Training titled: TRAINING OF MENTORS IN THE FRAME OF DEVELOPMENTAL COOPERATION WORK "ENTERPRISING PROSPECT" (COMMUNITY INITIATIVE EQUAL).
- September - November 2008: Trainer at the programs of Centers of Professional Training titled: "ORGANISATION AND ADMINISTRATION OF ENTERPRISES - MARKETING PLAN".
- 2010-2015: Teaching entrepreneurship and innovation courses within the project "DRIVE INNOVATION AND ENTREPRENEURSHIP UNIVERSITIES". Courses: "Entrepreneurship and Innovation I and II. Writing educational material and providing mentor services for preparing business plans.
- 2013: Teaching Course of Industrial Management at UoWM as 407.
- 2015: Teaching Course of Statistics at UoWM as auxiliary support.
- From 16/11/2015 to 30/06/2016 Teaching courses Research policy, technology, innovation and entrepreneurship and Technology and Innovation - Economics and Entrepreneurship, at UoWM as 407.
- From 16-02-2015 to 30-6-2019 teaching courses Research, Technology, Innovation and Entrepreneurship Policy and Technology and Innovation - Economic Science and Entrepreneurship, at the TCM as 407.
- Teaching in the Postgraduate Program of the MSc Education: Education in Human Resources Management. Seminar lectures in the subject "Research Practices in Workplaces", 2016-2017.

Courses

TEI of Kozani, Department of Business Administration

o Undergraduate Course:

1. Total Quality Management
2. Entrepreneurship and SME Establishment
3. Quantitative Methods in Business Administration
4. Technology and Innovation Management
5. Project Management
6. Innovation and Entrepreneurship

TEI of Kozani, Department of Financial Applications

o Undergraduate course

1. Quantitative Methods in Business Administration

TEI of Kozani, Department of Industrial Design

o Undergraduate course

1. Technology and Innovation Management
2. Production Organization
3. Cost Accounting Principles
4. Operational Research
5. Operational Research (Laboratory - Lingo)
6. Organization and Management of Industrial Units
7. Marketing and Market Research
8. Technical Engineering I.

TEI of Kozani, Department of Engineering

o Undergraduate course

1. Mechanical behavior of materials
2. Production Organization
3. Operational research
4. Technical Engineering I.
5. Operational Research (Laboratory - Lingo)

University of West Macedonia, Departments of Mechanical Engineers, Municipal Education, Balkan Study and Nursery Teachers

1. Entrepreneurship and Innovation under the auspices of the program "Encouragement of Enterprising Action, Innovative Applications and Courses of Choice for the Students of University of West Macedonia" during 2005-2008.
2. Entrepreneurship and Innovation under the auspices of the program «**INNOVATION AND ENTREPRENEURSHIP UNIT OF UNIVERSITIES**» during 2010-2019.
3. Entrepreneurship and Innovation within the framework of the project "DRIVE INNOVATION AND ENTREPRENEURSHIP UNIVERSITY OF WESTERN MACEDONIA" during the academic years 2010-2019.
4. Industrial Management at UoWM as 407.
5. Policy research, technology, innovation and entrepreneurship at UoWM as 407.
6. Technology and Innovation - Economics and Entrepreneurship, at UoWM as 407.
7. Statistics, auxiliary support.

Postgraduate Cycle

1. Teaching in the postgraduate program MPS of Educational Sciences: Training in Human Resource Management. Seminar lectures on "PRACTICAL RESEARCH IN WORKSHOPS", 2016-2018.

SYNOPTIC PRESENTATION OF PUBLISHED THESES AND PUBLICATIONS

- 2 theses (Diploma and PhD) in Universities
- 11 papers in scientific journals

- 12 papers in scientific conferences
- 2 papers in specific scientific publications
- Writing participation in two books
- Supervision of dissertations in universities and technical colleges

Theses

1. "EFFECT OF ENVIRONMENTAL PARAMETERS IN PRODUCT RECONSTRUCTION", Diplomatic Thesis, AUTH, 2003.
2. "MODELLING NATIONAL INNOVATION SYSTEMS. A PERSPECTIVE WITH SYSTEM DYNAMICS" in the thematic area of "Technology and Innovation Management", Doctoral Thesis, University of Western Macedonia, 2010.

Publications in scientific articles

1. Samara, E., Bakouros, Y., Galanakis, K. and Platias, S., 2010. "The Spin-Off Chain", *Journal of Technology Management and Innovation*, Volume 5, Issue 3, pp. 51-68.
2. Bakouros, Y. and Samara, E., 2010. "Innovation Management Techniques: A Strategic Tool for SMEs in an Innovative Region", *International Journal of Innovation Science*, Vol. 2, n. 2, pp. 81-90.
3. Bakouros, Y. and Samara, E., 2010. "Academic Liaison Offices vs. Technology Transfer Units: Could they form a new join mechanism towards the exploration of Academic/Research results?", *International Journal of Innovation Science*, Vol. 2, n. 4, pp. 145-176.
4. Samara, E., Patroklos G. and Bakouros, Y., 2012. "The impact of Innovation Policies on the performance of National Innovation Systems: A System Dynamics Analysis", *Technovation*, 32, p.p. 624-638.
5. Samara, E., Giourka P., Bakouros, Y., Skalkos D. and Makridis, S., 2013. "Smart Specialization For Regional Development: The innovation strategy of the future for the Region of Western Macedonia", *HCTL Open Int. J. of Technology Innovations and Research*, Volume 6, pp. 1-20.
6. Samara, E., Galanakis, K., Skalkos D. and Bakouros, Y. "Effectiveness of Regional Innovation Actions: Cases from small, low-innovative regions", *Journal of Knowledge Economy*, (under publication).
7. Kilintzis, P., Samara, E. Carayannis, E. and Bakouros, Y., (2019) "Business Model Innovation in Greece: Its Effect on Organizational Sustainability", *Journal of The Knowledge Economy*, <https://doi.org/10.1007/s13132-019-0583-z>.
8. Mahadeen, T., Galanakis, K., Samara, E. and Kilintzis, P. 2019. "Heuristics and Evidences Decision (HeED) Making: A case study in a systemic model for transforming decision making from heuristics-based to evidenced-based". *Journal of Strategic Organization* (submitted, January 2019).
9. Bakouros I and Samara E., 2012. "A virtual Black Sea Innovation Center". ICBSS Policy Brief no. 26, December 2012.
10. Antoniadis, I., Samara, E. and Karamitsou Thomi, 2019. "Profiling SME's innovativeness during periods of economic crisis. A case study from a Greek region using Strategic Groups analysis". Book chapter in "Entrepreneurial Development and Innovation in Family Businesses and SMEs."(under publication)
11. P. Kilintzis, Avlogiaris; G., Samara, E. and Bakouros I. "A European Model of Technology Entrepreneurship", *International Entrepreneurship and Management Journal* (submitted, 03/2020).

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12. E. Samara, Kotsiari A., Kilintsis P. and Avlogiaris G., 2020. "Robotics in Primary and Secondary Education - The LegoMindstorms EV3 implementation". International journal of information and communication technology education (submitted June, 2020). (Κωδ. ΑΠΕΛΛΑ: ΕΠ-12). <https://www.igi-global.com/submission/manuscripts/?pids=20%2c40%2c42%2c39%2c31%2c1%2c21%2c32%2c30%2c33%2c22%2c23%2c3%2c4%2c29%2c24%2c25%2c9%2c10%2c26%2c27%2c7%2c14%2c18%2c43%2c17%2c37%2c19%2c38>

Publications in special scientific journals

1. E.T. Samara, 2005. "Training Material for the growth and application of innovations in SMEs", Writing for the innovation tools of: 2.1 Control Tools (Technological Control), 2.2 SWOT Analysis, 3.1 the Black Box Method, 3.2 Systems and Processes Analysis, 9.1 Optimisation and acceptance control of innovative products/services and 10.3 Creation of enterprising culture for continuous innovation, p. 15-33 and 202-209 and 251-258. The training material was developed in the frames of the European pilot work INNOSUPPORT that was financed by the program Leonardo da Vinci.
2. Bakouros, Y. and Samara, E., 2007, "In what point are innovation and research found in the Greek and European area, which factors could contribute in their further development and how their results are exploited?", The Economists, 46, p. 28-32.

Publications in proceeding of international scientific conferences

1. Samara, E. and Bakouros, Y., 2006. "The development of Regional Innovation Systems in Greece. Their interaction with National Innovation Systems", *9th International Conference on Technology Policy and Innovation, Santorini, Greece*.
2. Samara, E. and Bakouros, Y., 2009. "The Spinning Entrepreneurship", *TII Regional Excellence in Innovation*, 2009 Annual Conference, Thessaloniki.
3. Sarri, K., Samara, E., Bakouros, Y. & Giourka, P., 2011. "Innovativeness in SMEs: Exploring the role of Marketing Innovation", *6th International Conference on Corporate and Marketing Communications*, Athens.
4. Samara, E. Giourka, P., Skalkos, D. and Bakouros, I., 2012. "Innovation and SMEs in the new entrepreneurial environment of crisis". *5th International Conference for Entrepreneurship, Innovation and Regional Development*, June, Sofia, Bulgaria.
5. Antonopoulos, L., Samara, E., Stylios, C and Bakouros, Y., 2013. "Using pre-commercial procurement as a driver of innovation for the regional public sector: the case of Greece", *6th International Conference for Entrepreneurship, Innovation and Regional Development*, June, Instabul, Turkey.
6. Bakouros, I. and Samara, E., 2011. "A Virtual Black Sea Innovation Centre", *International Centre for Black Sea Studies (ICBSS), Conference "Innovation in the wider Black Sea region: Policies and Structures"*, Royal Olympic Hotel, Athens, 15-17 June, Greece.
7. Bakouros, Y. and Samara, E., 2013. "Higher Education Entrepreneurship Classes Open to the Society", *10th EBES Conference (Eurasia Business and Economics Society) – Istanbul* May 23th, 24th, and 25th, 2013 at the Nippon Hotel Istanbul, Turkey.
8. Samara, E., Bakouros, Y. and Skalkos, D., 2016. "Entrepreneurship and Innovation in the new environment of crisis. The case of Western Macedonia". *International web-based conference, Entrepreneurship in Turbulent Times*. Chania, Crete, Greece, August, 29-30, 2016.

9. Kouskoura, A., Bakouros, Y., Samara, E., Andronikidis, A., 2017. "The European Startups as Innovation Drivers and Job Engines", 10th International Conference for Entrepreneurship, Innovation and Regional Development, August, Thessaloniki, Greece.
10. Kilintzis, P., Carayannis, E., Samara, E., Andronikidis, A., 2017. "Business Model Innovation in Greece: Its effect on organizational sustainability", 10th International Conference for Entrepreneurship, Innovation and Regional Development, August, Thessaloniki, Greece.
11. Kilintzis, P. and Samara, E., 2019. "Resources for responsible innovation of smes: case study in a Greek company". ETHAC 2019 Responsible Innovation & Entrepreneurship - Thessaloniki, Greece.
12. Bakouros, I., Kouskoura, A., Samara, E. and Kanteler, D., 2019. "Innovation Management Tools for Smart Specialization and Regional Development: The Case of a Less Developed Region in Greece" .17 Regular National Scientific Conference "Research, Innovation Competitiveness and Local and Regional Development, Institute for Regional Development, June, 2019, Athens, Greece.

7.4 Publications in special scientific publications

1. ET Samara, 2005. "Training Material for the development and application of innovation in SMEs," Writing for innovation tools: 2.1 Audit tools (Technology Audit), SWOT Analysis 2.2, 3.1 Method of Black Box, 3.2 analysis systems and processes 9.1 Optimization and controlling the acceptance of an innovative product / service and 10.3 Creating a company culture for continuous innovation. The training material is developed within the European INNOSUPPORT pilot project funded by the Leonardo da Vinci program, pp. 15-33 and 202-209 and 251-258.
2. Bakouros, I. and Samara, E., 2007. "At what point is the innovation and research in Greek and European area, what factors could contribute to the further development of its exploitation and how of its results;" The Economists , Issue 46, December 2007, pp. 28-32.

Publications in proceeding of national scientific conferences

1. Samara, E. and Bakouros, Y., 2008. "Deepening in the Theory of National Innovation Systems", 5th Student Conference of Administrative Science and Technology, Athens.

Books

1. Carayannis, E. and Bakouros, Y., 2010 (collaboration Dr. Samara Elpida), 2010, «Entrepreneurship and Innovation. Theory and Practice», Sofia publication.
2. Carayannis, E., Samara, E. and Bakouros, Y., 2014. Innovation and Entrepreneurship -"Theory, Policy and Practice", Springer.

Invited Speaker

1. Invited speaker in the collaboration program of the TEI of Macedonia with the University Of Applied Sciences Of KARLSRUHE, in the framework of the development of interdisciplinary business plans among the students of the 2 departments. "New Ideas, Business Model Canvas, Start-ups and the Role of MATER Lab". October, 2017.
2. Thematic Workshop on the Specialization of Furnace Activities through the Business Discovery Process in the Framework of the Smart Specialization Strategy of the Region of Macedonia,

"Collaborative Formations and Entrepreneurship - Good Practices for Farmers", Saturday 24 October 2015 Hotel DEDIS - Kastoria.

3. Participation of the Entrepreneurship and Innovation Unit of UoWM at the Innovative Business Ideas Contest in Northern Greece. 03.29.2015, Thessaloniki.
4. 2nd GREEK INNOVATION FORUM, «Smart Growth Center: A new initiative in Innovation and Entrepreneurship space», 22-24 / 5/2015, Hyatt Regency Thessaloniki.
5. Workshop entitled Innovation & Entrepreneurship: The Ability to see "Different." Assessment and award of prizes to UoWM students' Business Ideas. 05.22.2015, University of Western Macedonia.
6. Workshop on Youth and Women's Entrepreneurship: Opportunities, New Technologies and Financing Tools. "New Woman Alone is Looking". 27/11/2015, Kastoria.
7. Startup Europe Week Kozani. "Encourage entrepreneurship". 02.04.2016, Ptolemaida.
8. Workshop Professional orientation. Choices for Education and Occupation. "Entrepreneurship as a career choice." 03/22/2016, Music School Ptolemaida.
9. Innovation and Entrepreneurship Workshop. "To innovate. From Theory to Practice ". 09/03/2016 University of the Aegean, Department of Food Science & Nutrition.
10. Seminar "In-company Acceleration for Existing Businesses and Development of New Products and Services" Friday 22 November 2019 & Saturday 23 November 2019. Speaker: New Business Financing Tools.
11. Seminar "Intra-business acceleration for existing companies and development of new products and services". Friday 22 November 2019 & Saturday 23 November 2019. Speaker on: Financial tools of new companies.

Supervision of final works in Technological Education Institutes

1. Supervisor in 30 final works at the department of Mechanical Engineers in UoWM Kozani.
2. Supervisor in 15 final works at the department of Informatics and Telecommunications in UoWM Kozani.
3. Supervisor in 20 final works at the department of Business Administration in TEI Kozani.
4. Supervisor in 40 final works at the department of Industrial Design in TEI Kozani.