



## Europass Curriculum Vitae

### Personal information

First name / Surname **Panagiota SERGAKI**  
Address 1 Kybermidou str, 54639, Thessaloniki, Greece  
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E-mail gsergaki@auth.gr  
Nationality Greek  
Date of birth 09.09.1971  
Gender Female

### Work experience

Dates	April 2013 onwards
Occupation or position held	Assistant Professor in Agricultural Cooperation
Main activities and responsibilities	Teaching: Graduate level: Theory and Practice of Cooperatives, Theory and Practice of Agricultural Cooperatives, Microeconomics, Agricultural Policy Post - graduate level: Economics of Food Industry and Cooperatives, Agricultural Policy Research Assistant: Submission and materialization of research programs Areas of specialization: Agribusiness Management, Agricultural Cooperatives, Entrepreneurship
Name and address of employer	Aristotle University of Thessaloniki, Dept. of Agricultural Economics, School of Agriculture, Forestry and Natural Environment, Thessaloniki, Greece
Dates	April 2013 – May 2018
Occupation or position held	Assistant Professor in Agricultural Cooperation
Main activities and responsibilities	Teaching: Graduate level: Theory and Practice of Cooperatives, Theory and Practice of Agricultural Cooperatives, Microeconomics, Agricultural Policy Post - graduate level: Economics of Food Industry and Cooperatives, Agricultural Policy Research Assistant: Submission and materialization of research programs Areas of specialization: Agribusiness Management, Agricultural Cooperatives, Entrepreneurship
Name and address of employer	Aristotle University of Thessaloniki, Dept. of Agricultural Economics, School of Agriculture, Forestry and Natural Environment, Thessaloniki, Greece
Dates	March 2007- April 2013
Occupation or position held	Lecturer in Agricultural Cooperation
Main activities and responsibilities	Teaching: Graduate level: Theory and Practice of Cooperatives, Theory and Practice of Agricultural Cooperatives, Microeconomics, Agricultural Policy Post - graduate level: Economics of Food Industry and Cooperatives, Agricultural Policy Research Assistant: Submission and materialization of research programs Areas of specialization: Agribusiness Management, Agricultural Cooperatives, Entrepreneurship
Name and address of employer	Aristotle University of Thessaloniki, Dept. of Agricultural Economics, School of Agriculture, Forestry and Natural Environment, Thessaloniki, Greece

Dates January 2007 – March 2010  
Occupation or position held Research Assistant in FOODIMA project “EU Food Industry Dynamics and Methodological Advances” – contract No. 044283- financed by EU  
Main activities and responsibilities Synthetic Report on the situation and the future prospective of the food industry, the supply chain and the agricultural cooperatives in Greece  
Name and address of employer European Union / FP6/ Instrument: Sustainable Management of Europe’s Natural Resources

Dates December 2003 – March 2007  
Occupation or position held Research Assistant  
Main activities and responsibilities Submission and materialization of research programs in Agribusiness  
Name and address of employer Agricultural University of Athens, Dept. of Agribusiness Management, Iera Odos 75 str, 118 55 Athens, Greece

Dates April 2002 – February 2003  
Occupation or position held Production Manager of Agricultural Products  
Main activities and responsibilities Standardization of agricultural products  
Name and address of employer Intrade SA, 7 Filellinon str, 10557, Athens, Greece  
Type of business or sector Production Department

Dates March 1998 – March 2002  
Occupation or position held Research Assistant  
Main activities and responsibilities Promotion and sales of standardized products of agricultural cooperatives of Crete, Greece  
Name and address of employer Cretan Nutrition SA. Industrial Park, 6<sup>th</sup> Km Chania – Rethimnon Av. Chania, Crete, Greece

Dates October 1997 – March 2000  
Occupation or position held Research Assistant  
Main activities and responsibilities Submission and materialization of research programs sponsored by EU and other sources. Area of specialization: Management, Marketing of Agricultural Cooperatives, Entrepreneurship  
Name and address of employer Mediterranean Agronomic Institute of Chania (MAICh), Alysillon Agrokepion, PO Box 85, 73100, Greece

## Education and training

Dates April – October 2010.  
Training Sabbatical leave in Wageningen University, the Netherlands (6 months).  
Principal subjects/occupational skills covered Participation in a team working on the topic “Restructuring the Greek Agricultural Cooperatives”.

Dates 2000-2004  
Title of qualification awarded PhD  
Principal subjects/occupational skills covered Thesis Title: “The Relationships between Size, Profitability and Risk in Industrial Investor Owned Firms with additional application on Greek Unions of Agricultural Cooperatives”. Empirical research that measures the factors that affect the efficiency level of these two types of economic organizations (p. 220)  
Name and type of organisation providing education and training Aristotle University of Thessaloniki  
Level in national or international classification Higher education

Dates 1996-1998  
Title of qualification awarded M.Sc. in Management and Economic Sciences  
Principal subjects/occupational skills covered Thesis Title: “Financial factors affecting Agricultural Cooperative Performance in Crete” (p. 140)

Name and type of organisation providing education and training Mediterranean Agronomic Institute of Chania, Crete, Greece

Level in national or international classification Higher education

Dates 1990-1996

Title of qualification awarded B. Sc. in Agricultural Economics

Principal subjects/occupational skills covered Agricultural Economics, Institutional Economics, Marketing theory, Management, Cooperative theory

Name and type of organisation providing education and training Agricultural University of Athens

Level in national or international classification Higher education

**Personal skills and competences**

Mother tongue(s) **Greek**

Other language(s)

Self-assessment  
*European level (\*)*

**English**

**French**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient user	C2	Proficient user	B2	Independent user	B2	Independent user	C1	Proficient user
B1	Independent user	B1	Independent user	A2	Basic user	A2	Basic user	A1	Basic user

(\*) [Common European Framework of Reference for Languages](#)

Social skills and competences Team spirit, good communication skills

Organisational skills and competences Good organizational skills in managing several projects simultaneously and in prioritising tasks; Good experience in project and team management acquired through my position of product Manager in Intrade S.A.

Computer skills and competences Very Good command of Microsoft Windows XP™ and Vista™ and of Microsoft Office™ tools (Word™, Excel™, Internet Explorer™ and PowerPoint™) acquired through training, work and seminars; Basic knowledge of graphic design applications (Corel Draw™, PhotoShop™) acquired through work

Artistic skills and competences Reading, writing, swimming, climbing

Other skills and competences Memberships:  
1. Agricultural Cooperative "Producer-Consumer" (member of the Board of Directors)  
2. European Association of Agricultural Economics (EAAE)  
3. International Society of Chain and Network Science  
4. Hellenic Association of Agricultural Economy (ET.AFP.O.) (member of the Board of Directors 2008 -2010 and 2016-onwards)  
5. Geotechnical Chamber of Greece

Driving licence B

## Additional information

### 1. Publications (selected, recent publications, relevant to agricultural cooperatives):

- Galatoulas, I., **Sergaki, P.** and K. Apostolopoulos (2018). New Generation Cooperatives as a response to the economic crisis in Greece, *International Journal of Corporate Finance and Accounting, IJCFA*, Vol 5, Iss. 1.
- Avgeris, A., Kontogeorgos, A. and **Sergaki, P.**, (2018). The "Reciprocity" game: A theoretical basis for measuring reciprocity in human socio-economic interactions, *International Journal of Social Sciences*, Vol VII, No 1, DOI: 10.20472/SS.2018.7.1.002.
- Avgeris, A. Kontogeorgos and **Sergaki, P.** (2018). Reciprocity in trades: an experimental game approach. *IJSAMI. International Journal of Sustainable Agricultural Management and Informatics. Special Issue entitled "Latest Developments and Applications of Operational Research in Food, Agriculture and the Environment*, Vol 3., No 4, pp.298-313.
- Chinaki, Ch. and **Sergaki, P.** (2018). Potentials and Pitfalls of Contract Farming through Agricultural Cooperatives in Greece. *Revista Galega de Economía (RGE)*, Vol. 27-1, pp. 111-122 .
- Kontogeorgos, A. **Sergaki, P.** and F. Chatzitheodoridis (2017). An Assessment of New Farmers' Perceptions about Agricultural Cooperatives. *Journal of Developmental Entrepreneurship*, Vol 22, No 1, DOI: 10.1142/S1084946717500030.
- Sergaki, P.**, Mastronikolos, G., Kontogeorgos, A. and A. Semos (2016). Linking Strategic Orientations with Performance Levels: The Case of Greek Agricultural Cooperatives. *Indian Society of Agricultural Economics. Special Issue "Re-visiting Agricultural Policies in the Light of Globalization Experience: The Indian Context"*. Dinesh, M. Will, M., Janaiah, A and C.L. Dadhich. (eds). Mumbai., pp. 237-246.
- Kontogeorgos, A., **Sergaki, P.**, Kosma, A. Semou V, (2016). Organizational Models for Agricultural Cooperatives: Empirical Evidence for their Performance. *J Knowl Econ.* doi:10.1007/s13132-016-0402-8.
- Benos, T. Kalogeras, N. Verhees, F. **Sergaki, P.** and J. Pennings, (2016). "Cooperatives' Organizational Restructuring, Strategic Attributes and Performance: The Case of Agribusiness Cooperatives in Greece". *Agribusiness: An International Journal*, Vol 32, No 1, pp. 127-150.
- Sergaki, P.**, Partalidou, M. and O. Iakovidou, (2015). "Women's Agricultural Cooperatives in Greece: a comprehensive review and SWOT analysis". *Journal of Developmental Entrepreneurship JDE*, Vol 20, No 1, pp. 1-14.
- Veerhes, F., **Sergaki, P.** and G. van Dijk, (2015). "Building up active membership in cooperatives" *NEW MEDIT Journal*, Vol 14, No 1, pp. 42-52.
- Sergaki, P.**, Koutsou, S., Michailidis, A. Salavou, H. and Karypidou, I. (2013). "The role of networks in strategic orientations of enterprises: a comparison between agricultural cooperatives and private food firms in northern Greece". *Review of International Cooperation*, 2013 Issue (published 14/10/15), pp. 35-47.
- Nastis, S. and **P. Sergaki**, (2013). "The transition to New Generation Cooperatives: A Game theoretic approach". *Bulgarian Journal of Agricultural Science*.
- Salavou H. and **P. Sergaki**, (2013). "Generic Business Strategies in Greece: Private Food firms versus Agricultural Cooperatives". *Journal of Rural Cooperation*, 41(1), p. 44-59.
- Sergaki, P.**, 2010 "The role of networks on the competitiveness of agricultural cooperatives and small-medium enterprises along the supply chain in Greece". *Food Economics, Acta Agriculturae Scandinavica Section C*, Vol. 7, n. 2-4, p. 180-191.

### 2. Participation in international conferences/ seminars (relevant to agricultural cooperatives):

- Avgeris, A., **Sergaki, P.**, Kontogeorgos, A. and Tiganis, A. (2018). "Reciprocity in groups: An empirical analysis in Greece". Paper presented at the XIII Balkan Conference on Operational Research (OR in Balkans –Recent Advances), Belgrade, Serbia, May 2018.
- Theodoridou, E., **Sergaki, P.**, Giaples, G., Kalantzi, E., Pagoni, G., Tsakiri, D., Tsaloukidou, S., Vidou, K., Papadopoulou, E. (2017). The "EYZIN" project. *ACMASS, Annual Conference on Management and Social Sciences*, August 14-16, Osaka, Japan.
- Avgeris, A., Tiganis, A., Xafopoulou, E., Dalamitra, M., Karasavvidou, M., **Sergaki, P.** and Chrysochou, P. (2017). Greek Consumers' Preferences on Beer Consumption: an empirical investigation. *XV EAAE Congress "Towards Sustainable Agri-Food Systems: Balancing between Markets and Society"*, 29 August - 1 September, Parma, Italy.

- Avgeris, A., Kontogeorgos, A., Dalamitra, M. and **P. Sergaki** (2017). "Reciprocity in trade: an empirical investigation using experimental economics methods under real circumstances". 6th International Symposium and 28th National Conference on Operational Research "OR in the digital era- ICT challenges, 8-10 June 2017, Thessaloniki, Greece, p.

### 3. Participation in national conferences (relevant to agricultural cooperatives):

1. Koutsou, S. Michailidis, A. and **P. Sergaki** (2016) "Short food supply chains and cooperative products: milk consumer typology". 14<sup>th</sup> Panhellenic Conference of Agricultural Economists ,ETAGRO, Volos, 20-21 October.
2. Batzios, A., **Sergaki, P.** and CH. Kamenidis (2016) "Strategic Planning of Agricultural Cooperatives that use Short food supply chains: the case study of Thessaly". 14<sup>th</sup> Panhellenic Conference of Agricultural Economists ,ETAGRO, Volos, 20-21 October.
3. **Sergaki P.** and St. Nastis, (2010) "Alternative forms of collective business entrepreneurship in Agriculture" III Pan-Hellenic Congress "Agrotica" entitled "Alternative forms in Agriculture and Renewable Sources of Energy", Thessaloniki, 5-6 February.
4. Konstandinidis Ch. and **P. Sergaki**, (2008) "The Role of the Size in the Level of Competitiveness of Dairy Enterprises in Greece" 10th ETAGRO conference entitled "Competitiveness, Environment Quality of life and Rural Growth", Thessaloniki 28-30 November.
5. **Sergaki P.**, and A. Semos, (2006) "The Necessity and the Difficulties of Networks' Creation in the Agricultural Sector. The example of "NUTRITION OF CRETE S.A.", 9th Congress of ETAGRO entitled "the Economy and the Society front in the New Challenges of World Agrifood System", Athens 2006.