



Aikaterini Sotiropoulou

Date of birth: 16/10/1974 | **Place of birth:** PYRGOS | **Nationality:** Greek | **Phone number:**

(+30) 6986870038 (Mobile) | **Email address:** sotirca@gmail.com | **Email address:** asotiropoulou@upatras.gr |

Address: Agios Georgios, 27100, Pyrgos, Greece (Work)

● ABOUT ME

I hold a PhD in organizational behavior in social enterprises at the Department of Business Administration of University of Patras. I hold a Master's degree in Adult Education, a Master's degree in Banking and a Bachelor's degree in International & European Economic Studies. I am currently researcher at University of Patras and Business Consultant. I have been an adjunct lecturer at the Technological Institute of Western Greece for 10 years, Training Director at Olympic Training & Consulting Ltd for 8 years, and I also have 20 years of experience in design, coordination and evaluation of national and EU projects, on a wide variety of topics (entrepreneurship, social entrepreneurship, culture, intercultural mediation, green skills, service design, adult education, tourism etc.).

● WORK EXPERIENCE

01/2020 – CURRENT Patras, Greece

RESEARCHER UNIVERSITY OF PATRAS

Design and implementation of research programmes.

Researcher in the following projects

- **OBCD** - Open business for community development / Erasmus + Alliances for innovation (2022-2025)
- **GAEA** - Granting Access to Employment and Entrepreneurship in Agriculture for women / Erasmus + Alliances for innovation (2022-2025)
- **DIGITopen** - Supporting the digital transformation of MSMEs and the Third Sector through open-source (2022-2025)
- **STAY CONNECTED** - Fostering Digital and Social Inclusion in Hybrid Workplaces (2022-2025)
- **SeDiHUB** - Creation of the European micro and family business service design hub platform for fostering a sustainable digitalized economy / Erasmus+ VET - Cooperation partnerships in vocational education and training (2022-2024).
- **INITIATION** - Fostering green social innovation and social entrepreneurship in school education / Erasmus+ SCH - Cooperation partnerships in school education (2022-2024)
- **SocialB** - Social Business Educational Ecosystem for Sustainability and Growth / Erasmus + knowledge alliance (2019-2022).
- **GoGreen** - Using Augmented Reality Technology and Simulation-Based Training to Foster Green Economy / Erasmus + Strategic Partnership (2020-2022).
- **SPOTit** - Combating Fake News in Social Media" / Erasmus+ Cooperation for innovation and the exchange of good practices/ Strategic Partnership for youth (2021-2023).
- **OLMEdu** - Open Lab for the up-skilling of higher educational staff in on-line Management Education / Erasmus+ Cooperation for innovation and the exchange of good practices/ Partnerships for Digital Education Readiness (2021-2023).
- **ArtCRelief** - Entrepreneurial Empowerment for artists, cultural and creative professionals / Erasmus+ Cooperation for innovation and the exchange of good practices/Partnerships for Creativity (2021-2023).

08/2005 – CURRENT Pyrgos, Greece

BUSINESS CONSULTANT, RESEARCHER SELF EMPLOYED

Business consulting to small and micro enterprises, including social enterprises
Coordination and management of European Programs (Interreg, Erasmus, etc)
Projects' evaluation for public and private organizations
Development of learning resources

03/2008 – 05/2017 Pyrgos, Greece

TRAINING DIRECTOR OLYMPIC TRAINING AND CONSULTING LTD

-Programming, coordinating, managing, decision making and control of:

- Projects in the field of education and consulting

- Submissions for funding (EU, National Agencies etc)
- Design and implementation of training programs in the free market
- Hiring qualified necessary staff (trainers, consultants etc)
- Client strategy

-Searching, development and coordination of cooperation's and partnerships at national and EU level
 -Coordination of activities of the company's branches
 -Implementation of quality management procedures and interior inspections
 -Human resource management and assessment
 -Monitoring and adjustment procedures
 -Assessment and evaluation of the implemented projects

2003 – 2014 Patras, Greece

ADJUNCT LECTURER TEI OF WESTERN GREECE

Courses: Management, Business planning, Investment management, Business forecasts, Managerial Economics, Capital and Financial Markets, Educational and Instructional Technology, Microeconomics.
 Coordination of the Erasmus mobilities.
 Dissertations and Internships supervision.

11/2003 – 03/2008 Pyrgos, Greece

HEAD OF RESEARCH AND DEVELOPMENT DEPARTMENT OLYMPIC TRAINING AND CONSULTING LTD

Design and development of national and EU projects in the field of vocational training and adult education
 Training needs analysis
 Design and development of training activities
 Training material development
 Evaluation and monitoring procedures design.

06/1998 – 11/2003 Pyrgos, Greece

TRAINING CONSULTANT DELTA TRAINING AND DEVELOPMENT LTD

Implementation and evaluation of training activities.
 Projects management.

● **EDUCATION AND TRAINING**

2023 Patras, Greece

PHD IN ORGANIZATIONAL BEHAVIOUR IN SOCIAL ENTERPRISES Department of Business Administration, University of Patras

Field of study Management and administration | **Level in EQF** EQF level 8 |

Thesis Social entrepreneurship in Greece: An empirical investigation of the organizational behavior and performance of social entrepreneurs

31/10/2008 Patras, Greece

MASTER IN ADULT EDUCATION Hellenic Open University

Website www.eap.gr | **Field of study** Education | **Level in EQF** EQF level 7

08/06/2004 Patras, Greece

MASTER IN BANKING Hellenic Open University

Website www.eap.gr | **Field of study** Finance, banking and insurance | **Level in EQF** EQF level 7

10/09/1997 Athens, Greece

DIPLOMA IN INTERNATIONAL AND EUROPEAN ECONOMIC STUDIES Athens University of Economics and Business

Website www.opa.gr | **Field of study** Economics | **Level in EQF** EQF level 6

● **LANGUAGE SKILLS**

Mother tongue(s): **GREEK**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C2	C2	C1	C2
FRENCH	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

SKILLS

Microsoft Office | SPSS | AMOS | Microsoft Office package: Microsoft Word, Excel, PowerPoint, Access

PUBLICATIONS

2023

Social entrepreneurship education enhancement through innovative training pedagogies across Europe

Loukopoulos, A., Taylor, M., **Sotiropoulou**, A., Hvalic Erzetec, B., Mikolič, S., Potočnik Slavič, I., and Manti, A. (2023). Social entrepreneurship education enhancement through innovative training pedagogies across Europe. The Irish Journal of Management. Vol.41, N.2

2022

The Role of Affective Commitment and Work Engagement to the Performance of Greek Social Entrepreneurs and the Moderating Effect of Personal Values

Sotiropoulou, A., Papadimitriou, D., and Tsordia, C. (2022). The Role of Affective Commitment and Work Engagement to the Performance of Greek Social Entrepreneurs and the Moderating Effect of Personal Values, Journal of Social Entrepreneurship

2022

Mapping and interpreting the evolution of social enterprises in Greece

Loukopoulos, A. **Sotiropoulou**, A. and Kontonasiou, E. (2023). Mapping and interpreting the evolution of social enterprises in Greece. EAST-WEST Journal of ECONOMICS AND BUSINESS, Vol. XXV – 2022, No 1

2021

Personal Values and Typologies of Social Entrepreneurs. The Case of Greece

Sotiropoulou, A. Papadimitriou, P. & Maroudas, L. (2021): Personal Values and Typologies of Social Entrepreneurs. The Case of Greece, Journal of Social Entrepreneurship, DOI: 10.1080/19420676.2019.1668827

2021

The Educational Ecosystem of Sustainability and Growth of Social Enterprises: Insights from Europe

Corvo, L., Pastore, L., Manti, A., **Sotiropoulou**, A., Hvalic, E.B., Potocnik, I. & Taylor, M. (2021). The Educational Ecosystem of Sustainability and Growth of Social Enterprises: Insights from Europe. East-West Journal of Economics and Business, Vol. XXIV, No1-2, p. 57-78

Training of ICT professionals in soft skills: the case of SEnDIng.

Kontodiakou, P., & Sotiropoulou, A. (2020, November). Training of ICT professionals in soft skills: the case of SEnDIng. In *24th Pan-Hellenic Conference on Informatics* (pp. 354-358).

Bridging the skills gap in the Data Science and Internet of Things domains: A Vocational Education and Training Curriculum.

Gkamas V., Rigou M., Paraskevas M., Zarouchas T., Perikos I., Vassiliou V., Gueorguiev .I, Varbanov P., Sharkov G., Todorova C., Sotiropoulou A., Bridging the skills gap in the Data Science and Internet of Things domains: A Vocational Education and Training Curriculum, 28th ICDE World Conference on Online Learning, Dublin, 3-7 November 2019.

Adult trainers' motivation for the participation in non formal education.

Sotiropoulou, A. (2012). Adult trainers' motivation for the participation in non formal education.

2024

SEntreComp: Entrepreneurial Competences for Social Entrepreneurs based on EntreComp

Gómez González, F.J., A. Sotiropoulou, A. and Berodas, M.A. (2024). SEntreComp: Entrepreneurial Competences for Social Entrepreneurs based on EntreComp. Business & Entrepreneurship Journal, Vol. 14, No. 1,p.27-50

● CONFERENCES AND SEMINARS

21/10/2022 – 23/10/2022

Distance learning and teaching in the field of Management Education in the post covid era: an exploration of the challenges arising for Higher Education Staff

Presentation in Scientific Conference

Tsivitanidou, O., Tsordia, C., **Sotiropoulou, A.**, and Achilleos, A. (2022). Distance learning and teaching in the field of Management Education in the post covid era: an exploration of the challenges arising for Higher Education Staff. 5th International Conference of development and Economy 2022, Καλαμάτα, 21 - 23 October 2022

21/10/2022 – 23/10/2022

An exploration of the challenges that artists, culture, and creative professionals (ACCPs) are facing in the post covid era in pursuing their entrepreneurial activities

Presentation in Scientific Conference

Tsivitanidou, O., Tsordia, C., **Sotiropoulou, A.**, and Kontodiakou, P. (2022). An exploration of the challenges that artists, culture, and creative professionals (ACCPs) are facing in the post covid era in pursuing their entrepreneurial activities. 5th International Conference of development and Economy 2022, Καλαμάτα, 21 - 23 October 2022

2020

Linking organizational commitment and work engagement to the performance of Greek social entrepreneurs, and the impact of their personal values.

Presentation in Scientific Conference

Sotiropoulou A., Papadimitriou, D., Tsordia, Ch., (2020). Linking organizational commitment and work engagement to the performance of Greek social entrepreneurs, and the impact of their personal values. 4th International Conference of Development and Economy, 01-03 December 2020, Virtual Conference.

11/2020 Athens, Greece

Training of ICT professionals in soft skills: the case of SEnDIng

Presentation in Scientific Conference

Kontodiakou P., **Sotiropoulou A.**, Training of ICT professionals in soft skills: the case of SEnDIng, 24th Pan-Hellenic Conference on Informatics, Athens, 20-22 November 2020.

11/2019 Dublin, Ireland

Bridging the skills gap in the Data Science and Internet of Things domains: A Vocational Education and Training Curriculum

Presentation in Scientific Conference

Gkamas V., Rigou M., Paraskevas M., Zarouchas T., Perikos I., Vassiliou V., Gueorguiev .I, Varbanov P., Sharkov G., Todorova C., **Sotiropoulou A.**, Bridging the skills gap in the Data Science and Internet of Things domains: A Vocational Education and Training Curriculum, 28th ICDE World Conference on Online Learning, Dublin, 3-7 November 2019.

2018

The profile of social entrepreneurs in Greece. Evidence from social cooperative's members

Presentation in Scientific Conference

Sotiropoulou K., Papadimitriou D., & Maroudas, L., (2018). The profile of social entrepreneurs in Greece. Evidence from social cooperative's members. 3rd International Conference of Development and Economy (ICODECON), Kalamata, Greece

25/06/2015 Pyrgos, Greece

Fight against unemployment through the support of engagement and entrepreneurship in the agriculture sector

Coordinator of the conference "Fight against unemployment through the support of engagement and entrepreneurship in the agriculture sector and the local traditional products". Pyrgos, Greece.

24/06/2015 Amaliada, Greece

Bio-agriculture: a chance to fight unemployment and support entrepreneurship

Coordinator of the conference "Bio-agriculture: a chance to fight unemployment and support entrepreneurship".

10/2015 Patras, Greece

Design, Implementation and Evaluation of Projects

Participation in the seminar entitled "Design, Implementation and Evaluation of Projects", duration: 35 hrs, organized by the University of Peloponnese and Stavros Niarchos Foundation.

14/10/2013 Amaliada, Greece

Openness and Innovation at the Regional Unit Authority of Ilia

"Actions for promoting entrepreneurship at the primary sector in the region of Ilia" presented at the conference for Openness and Innovation at the Regional Unit Authority of Ilia, Greece. Organized by the Forum for Development.

24/05/2013 Athens, Greece

Seminar for Evaluators, Assessors, Inspectors and Controllers of the National Organisation for the Certification of Qualifications & Vocational Guidance (EOPPEP).

Participation in the seminar for Evaluators, Assessors, Inspectors and Controllers with main subject the creation of a thematic content pool to certify the educational adequacy of educators on non-formal education. Organized by the National Organisation for the Certification of Qualifications & Vocational Guidance (EOPPEP).

06/2010 Pyrgos, Greece

Volunteerism, Social Economy, Green Growth, Sustainable Development and Physical Environment

Member of the organizational committee of the conference "Volunteerism, Social Economy, Green Growth, Sustainable Development and Physical Environment", 25-27 June 2010. Organized by the Regional Unit Authority of Ilia.

06/2010 Pyrgos, Greece

Organizing and Activating a NGO

Presenter in the open conference of the Regional Unit Authority of Ilia, Greece, entitled "Volunteerism, Social Economy, Green Development and Environment".
title of presentation "Organizing and Activating a NGO" presented at the

05/2010

Adult trainers' motivation for the participation in non-formal education

Presentation in scientific conference

Sotiropoulou A. "Adult trainers' motivation for the participation in non-formal education" 9th Special Conference of the Hellenic Operational Research Society (HELORS), QUANTITATIVE MODELS IN THE MANAGERIAL AND FINANCIAL DECISION MAKING, Agios Nikolaos, Greece.

08/05/2008

Continuous and Lifelong Learning

Presentation in the at the career day of Lechaina high school organized by the career consulting office of Ilia Directorate of Secondary Education, Greece.
Topic: Continuous and Lifelong Learning

09/2007 Athens, Greece

Continuous Education, Education of Adults and Distance Learning

Attendant in the Training seminar for project educators on Continuous Education, Education of Adults and Distance Learning. Duration: 25 hrs. Organized by the General Secretariat for Lifelong Learning.

03/2007 – 09/2007

Training program for Educators on Continuous Learning

Participant in the Training program for Educators on Continuous Learning. Duration: 300 hrs. Organized by Olympic Training and supervised by the Ministry of Labour and Social Affairs.

06/2007 Athens, Greece

Internal quality evaluation

Attendant of the educational seminar for internal quality evaluation. Organized by the Hellenic Body for Standardisation. Duration: 24hrs.

31/03/2007 Athens, Greece

Modern Trends and Practices of Adults Education

Attendant of the seminar on Modern Trends and Practices of Adults Education organized by the Hellenic Adult Education Association.

12/2005 Athens, Greece

Adults Education and Social Skills

Attendant in the International conference entitled "Adults Education and Social Skills" organized by the Hellenic Adult Education Association.

18/03/2005 Patras, Greece

Quality Day Patras 2005. The pathway to quality

Attendant in the Conference entitled "Quality Day Patras 2005. The pathway to quality", implemented by the ECO Q DAY journal.

03/2003 Patras, Greece

Open and Distance Learning

Attendant of the International seminar with focus on Open and Distance Learning, organized by the Hellenic Open University.

27/11/2010 – 29/11/2010

Adult trainers' motivation for the participation in non formal education

Sotiropoulou, A., (2010). Adult trainers' motivation for the participation in non formal education. 9th Special Conference of the Hellenic Operational Research Society (HELORS), «QUANTITATIVE MODELS IN THE MANAGERIAL AND FINANCIAL DECISION MAKING» Agios Nikolaos 27 - 29

11/10/2024 – 12/10/2024 Kalamata, Greece

SEntreComp: Entrepreneurial competences for Social Entrepreneurs based on EntreComp

Presentation in scientific conference

Gómez González F. J., **Sotiropoulou**, A., Berodas M.A. (2024). SEntreComp: Entrepreneurial competences for Social Entrepreneurs based on EntreComp. 6th International Conference of development and Economy

11/10/2024 – 12/10/2024 Kalamata, Greece

Enhancing Agripreneurial Opportunities for Women in NEET and Migrant Backgrounds: A Comprehensive Review of Educational Strategies

Presentation in scientific conference

Loukopoulos, A., **Sotiropoulou** A. and Tsordia, C. (2024). Enhancing Agripreneurial Opportunities for Women in NEET and Migrant Backgrounds: A Comprehensive Review of Educational Strategies. 6th International Conference of development and Economy

PROJECTS

2015 – 2018

SESBA / Social Enterprise skills for business advisers

Project Manager of the project SESBA / Social Enterprise skills for business advisers, Erasmus+ (2015-2018), Strategic Partnership.

Research in : (a) the current state of social entrepreneurship in Europe and ways of enhancement, (b) the additional skills that business consultants need to support social entrepreneurship, (c) development of educational content and consulting tools.

2019 – 2020

Balkan ideas network for sustainable innovations in the agro-food sector.

Administrative in the project "Balkan ideas network for sustainable innovations in the agro-food sector" Interreg Balkan – Mediterranean (2014-2020).

10/2013 – 11/2015

Programme against unemployment and for the promotion of entrepreneurship

Project Manager of the Programme against unemployment and for the promotion of entrepreneurship. Municipality of Ilia, Greece (10/2013 -11/2015).

Contribution to the project's environmental aspects and relevant activities.

10/2013 – 11/2015

Programme for the promotion of employment and entrepreneurship in the bio-agriculture sector.

Project manager of the Programme for the promotion of employment and entrepreneurship in the bio-agriculture sector. Municipality of Ilida, Greece (10/2013 -11/2015).

Contribution to various environment-related activities.

10/2013 – 11/2015

Programme for the promotion of employment and reconstruction of rural areas of Olympia Municipality

Project Manager of the Programme for the promotion of employment and reconstruction of rural areas of Olympia Municipality, Greece (10/2013 -11/2015).

Contribution to environmental content of the project.

2017 – 2019

Parents for all

Researcher in the Project "Parents for all" Erasmus+ KA2, RN: 2017-1-EL01-KA204-036301

02/06/2011 – 31/12/2013

Training of unemployed people in certified training centers and place them in jobs related to environmental sustainable management

Project Manager

Project by the Ministry of Labour and Social Security Funds with focus on training unemployed people in certified training centers and place them in jobs related to environmental sustainable management.

2018 – 2020

WEMIN - Migrant Women Empowerment and Integration

Project Manager of OTC in the project «WEMIN - Migrant Women Empowerment and Integration» (RN. 776211) (2018-2020) funded by the Asylum Migration and Integration Fund (AMIF -2016-AG-INTE).

2017 – 2020

BioS - Digital skills on Computational Biology for Health Professionals

Project Manager Of OTC for the project «BioS - Digital skills on Computational Biology for Health Professionals» (RN. 591945-EPP-1-2017-1-DE-EPPKA2-SSA) (2017-2020), KA2-Sector Skills Alliances (call EACEA 04/2017).

2017 – 2020

SEnDing - Sector Skills Alliance for the design and delivery of innovative VET programmes to Data Science and IOT professionals

Project Manager of OTC for the project «SEnDing - Sector Skills Alliance for the design and delivery of innovative VET programmes to Data Science and IOT professionals» (RN. 591848-EPP-1-2017-1-EL-EPPKA2-SSA) (2017-2020) Erasmus KA2-Sector Skills Alliances (call EACEA 04/2017).

2018 – 2019

SEEK - Sharing entrepreneurial Experience and Knowledge

Researcher at the project «SEEK - Sharing entrepreneurial Experience and Knowledge» (RN. 785196) (2018-2019)/ COSME Erasmus for young Entrepreneurs - Cycle 10

2017 – 2019

Season Ready - Work-based learning for seasonal hospitality workers

Project Manager of OTC for the project «Season Ready - Work-based learning for seasonal hospitality workers» (RN. 2017-1-HR01-KA202-035389) (2017-2019) / Erasmus+ Programme Key Action 2: Strategic Partnerships

2017 – 2018

DIVINA – Diversity management in adult education

Researcher at the project «DIVINA – Diversity management in adult education» (RN. σχεδίου 2016-ES01-KA204-025537) Erasmus + KA2

2016 – 2018

International Project Erasmus for Young Entrepreneurs 2 – IPEYE-2

Researcher at the project «International Project Erasmus for Young Entrepreneurs 2 – IPEYE-2» (RN. 695652)/ COSME – Erasmus for Young Entrepreneurs (4/2016 – 2/2018).

2015 – 2017

Rooms to VET – Up skilling and professionalization of private tourism accommodation services

Researcher at the project «Rooms to VET – Up skilling and professionalization of private tourism accommodation services» (RN. 2015-1-HR01-KA202-013096) Erasmus+ KA2

TIME -Train Intercultural Mediators for a Multicultural Europe

Project Manager of the project «TIME -Train Intercultural Mediators for a Multicultural Europe» (RN. 2014-1-EL01-KA202-001576) Erasmus+, Βασική Δράση 2 (**Good Practice**).

2013 – 2015

Provision of e-learning ICT services

Project Manager of the project "Provision of e-learning ICT services in the 2 entry regions" of OTC, funded by the Ministry of Labour, Social Security and Welfare total budget of 29.640 euros (29/1/2013-31/12/2015).

2013 – 2015

Provision of e-learning ICT services

Project Manager of the project "Provision of e-learning ICT services in the 8 convergence regions" of OTC funded by the Greek Ministry of Labour, Social Security and Welfare

2012 – 2014

Training of unemployed people in basic ICT skills

Project manager of the project "Training of unemployed people in basic ICT skills in the 8 convergence regions" of OTC funded by the Ministry of Labour, Social Security and Welfare as contracting authority

● **VOLUNTEERING**

2015 – 2022

Member of POLYNOI

POLYNOI is an NGO for environmentally friendly ways, protection of the physical environment, and sustainable development.