



DECISION SCIENCES

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Distinguished Research Professor

Emeritus Professor of Decision Sciences

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BIOGRAPHY

Spyros Makridakis is an Emeritus Professor of Decision Sciences and a Distinguished Research Professor at INSEAD. Following the attainment of a place in the Greek Sailing Team in the Olympics of 1960, he set sail for the New York University where in 1969 he obtained a PhD. Since then, he has advised numerous international organisations and government agencies and consulted worldwide. Professor Makridakis has held teaching and research positions at several European and American institutions and served as a research fellow at IIM Berlin, an ICAME fellow at Stanford University, and a visiting scholar at MIT and Harvard. He joined INSEAD in 1970.

In addition to teaching and consulting expertise, Professor Makridakis has authored, or co-authored, twenty books including *Forecasting, Planning and Strategy for the 21st Century* (The Free Press), *Forecasting: Methods and Applications* (Wiley, now in its 3rd Edition), and *Forecasting Methods for Management* (Wiley) which reached its 5th edition and sold more than 120 thousand copies in twelve languages. He has also published more than 120 articles and book chapters. His paper *The Accuracy of Extrapolative (Time Series) Methods: Results of a Forecasting Competition* was voted as the best paper published in the field of forecasting during the last 25 years. He was the founding chief editor of the *Journal of Forecasting* and the *International Journal of Forecasting*. He has won twice the Best Teacher Award at INSEAD.

Professor Makridakis' current research interests center around how future technologies, and in particular the Internet, will affect business firms (and societies in general) and what kind of organisations and strategies will be required in order to anticipate and exploit emerging opportunities while steering clear of the dangers associated with such technologies."

RESEARCH AREAS

Forecasting and the implications when accurate predictions are not possible, The Impact of Future Trends and Changes on Business Firms and their Strategies

TEACHING AREAS

Applied Statistics, Forecasting Business Trends and their Implications

INDUSTRY SECTORS

Information Technology

PUBLICATIONS

- Response to the Commentaries on "The M3-Competition: Results, Conclusions and Implications"
- The New Economy and the Strategy of Greek Firms
- The M3-Competition: Results, Conclusions and Implications
- Greek Hidden Champions: Lessons from Small, Little Known Firms in Greece
- M3 - Competition
- A Judgment: Its Role and Value for Strategy
- The Accuracy of Extrapolative Forecasting Methods: Additional Empirical Evidence
- Generalising about Univariate Forecasting Methods: Further Empirical Evidence