

SANJAY PATNAIK

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Professional Experience

2020-present	THE BROOKINGS INSTITUTION <ul style="list-style-type: none">• Director of the Center on Regulation and Markets (CRM)• Bernard L. Schwartz Chair in Economic Policy Development• Fellow in Economic Studies	WASHINGTON, D.C., USA
2013-2020	THE GEORGE WASHINGTON UNIVERSITY (GWU) Assistant Professor of Strategic Management and Public Policy	WASHINGTON, D.C., USA
2014-2020	Assistant Professor of International Affairs (secondary appointment)	
2012-2013	THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Visiting Lecturer and Senior Fellow – Management Department	PHILADELPHIA, USA
2007	JPMORGAN CHASE BANK Internship in Investment Banking (<i>Division for Mergers and Acquisitions</i>)	FRANKFURT, GERMANY

Advisory and Representative Roles

2019-2020	GOVERNMENT OF AUSTRIA (EMBASSY IN THE USA) Senior consultant on matters related to climate change and economic affairs	WASHINGTON, D.C., USA
2015	UNITED NATIONS CLIMATE CHANGE CONFERENCE Member of the GWU delegation to the 21 st UNFCCC climate change conference	PARIS, FRANCE
2013-2020	THE WHARTON SCHOOL, UNIV. OF PENNSYLVANIA Member of the Faculty Advisory Board for the Initiative for Global Environmental Leadership (IGEL)	PHILADELPHIA, USA

Education

2007-2012	HARVARD BUSINESS SCHOOL Doctorate in Business Administration – Strategy (<i>Regular, academic PhD program focused on Applied Economics</i>) <ul style="list-style-type: none">▪ Dissertation: “Essays on International Non-market Strategy and the Political Economy of Environmental Regulation”	BOSTON, USA
2004-2006	VIENNA UNIVERSITY OF TECHNOLOGY Master in Business Engineering and Computer Science	VIENNA, AUSTRIA
2005-2006	DREXEL UNIVERSITY Study abroad program for Master in Business Engineering and Computer Science	PHILADELPHIA, USA
2000-2004	VIENNA UNIVERSITY OF TECHNOLOGY Master in Economics and Computer Science	VIENNA, AUSTRIA
2004	UNIVERSITY OF ALICANTE Exchange semester for Master in Economics and Computer Science	ALICANTE, SPAIN

Other Academic Affiliations

2018-present	JOHNS HOPKINS UNIVERSITY Fellow for the Initiative for Sustainable Energy Policy (ISEP)	WASHINGTON, D.C., USA
2020	THE GEORGE WASHINGTON UNIVERSITY Professorial Lecturer in Strategic Management and Public Policy	WASHINGTON, D.C., USA
2015-2020	THE WHARTON SCHOOL, UNIV. OF PENNSYLVANIA Senior Fellow for the Initiative for Global Environmental Leadership (IGEL)	PHILADELPHIA, USA
2013-2015	THE WHARTON SCHOOL, UNIV. OF PENNSYLVANIA Affiliated Visiting Research Scholar in the Management Department	PHILADELPHIA, USA

Research and Teaching Interests

Climate change and environmental regulation, applied economics and industrial organization, carbon markets, international political economy, cap-and-trade programs, globalization, international business, strategic management, non-market strategy, sustainability, corporate political strategy, public policy, cross-border economic activity, institutions, energy and clean technology

Research

A. Publications:

Articles:

- Nippa, Michael, Sanjay Patnaik and Markus Taussig (*equal author contributions*). "MNE Responses to Carbon Pricing Regulations: Theory and Evidence." (*Forthcoming in the **Journal of International Business Studies***).
- Patnaik, Sanjay. 2020. "Emissions permit allocation and strategic firm behavior: Evidence from the oil sector in the European Union emissions trading scheme." ***Business Strategy and the Environment***, 29(3), 976-995.
- Patnaik, Sanjay. 2019. "A cross-country study of collective political strategy: Greenhouse gas regulations in the European Union." ***Journal of International Business Studies***, 50(7): 1130–1155.
- Stuhlmacher, Michelle, Sanjay Patnaik, Dmitry Streletskiy and Kelsey Taylor. 2019. "Cap-and-Trade and Emissions Clustering: A Spatial-temporal Analysis of the European Union Emissions Trading Scheme." ***Journal of Environmental Management***, 249, 109352.
- Patnaik, Sanjay. 2015. "Essays on international non-market strategy and the political economy of environmental regulation." ***Business & Society***, 54(4): 559-571 (*invited - special issue for dissertation award*).

Short articles, commentaries, blog posts and other contributions:

- Patnaik, Sanjay. 2019. "The EU Emissions Trading Scheme and the Green New Deal." ***Public Administration Review***, commentary symposium (*online*) on "*The Green New Deal: Pathways to a Low Carbon Economy*", (edited by Nives Dolsak and Aseem Prakash) (*commentary*).
- Patnaik, Sanjay and Jorge Rivera. 2017. "The Future of Emissions Trading: Implications for Public Administration." ***Public Administration Review***, commentary symposium (*online*) on "*Climate Change and Public Administration*", (edited by Nives Dolsak and Aseem Prakash) (*commentary*).
- Rivera, Jorge and Sanjay Patnaik. 2017. "Corporate Lobbying Expenditures and Green Performance." ***Academy of Management Discoveries***, 3(2): 230-231 (*invited review and commentary*).
- Patnaik, Sanjay. 2015. "Rent-Seeking and Public Policy." *Center for Economic Studies (CES) ifo DICE Report – **Journal for Institutional Comparisons***, 13(3): 03-05 (*invited article*).

- Patnaik, Sanjay. 2013. Dissertation Summary. **Academy of International Business Insights Special Issue – Best Dissertation Award 2013.**
- Gustavo Herrero and Sanjay Patnaik. 2009. “Colbún – Powering Chile.” Harvard Business School Case 709-060.

B. Articles under review:

- Patnaik, Sanjay (*first author*), Kira Fabrizio and Phillip Phan. “Research on Climate Change in International Business, Management and Strategy: A Review and Future Research Agenda.”
- Hill, Sharon, Herman Aguinis, Josiah Drewry, Sanjay Patnaik (*fourth author*) and Jennifer Griffin. “Using Macro Archival Databases to Advance Micro-Macro Theoretical Integration in Applied Psychology.”
- Patnaik, Sanjay (*first author*) and Kira Fabrizio. “Count Me in: Which Firms Pursue Opportunities Created by Transnational Climate Regulations.”

C. Working papers and book chapters:

- Fabrizio, Kira and Sanjay Patnaik (*equal author contributions*). “A Framework for Strategic Management in the Age of Climate Change: Pursuing a Risk-Based Approach.”
- Patnaik, Sanjay (*first author*) and Mary Jean Van Vliet-Burer. “Carbon Pricing Regulations in light of the UN Paris Climate Agreement: A Comparative Cross-country Study.”
- Minor, Dylan and Sanjay Patnaik (*equal author contributions*). “Revisiting Internalization Theory in the 21st Century: A New Model and Synthesis of the Central Ideas.”
- Minor, Dylan and Sanjay Patnaik (*equal author contributions*). “Using Non-market Actors as Strategic “Weapons” to Increase Firm Performance: Theory and Evidence.”
- Patnaik, Sanjay. “Industry Affiliation vs. the Resource Based View? – Applying a Classic Debate to Non-market Performance.”
- Patnaik, Sanjay. Book chapter: “The Political Economy of Environmental Protection.” In Handbook on Trade Policy and Climate Change.

Academic Awards and Grants

2017/2018	Member of the Strategic Research Forum (SRF) professional group of scholars from top business schools around the world (by invitation only)
2017	Small research grant from the George Washington University School of Business
2015	George Washington University (GWU) Shapiro Policy Research Scholar for the AY 2015-2016
2014	Two research grants from the University of Pennsylvania for a joint research project with Arthur van Benthem (Wharton)
2014	Research grant from the American Consortium on European Union Studies (ACES)
2013	Paper on arbitraging by multinational firms won Honorable Mention Award for the Strategic Mgmt. Society (SMS) Best Conference Paper Prize at the SMS Annual Intl. Conference 2013
2013	Finalist for the 2013 Buckley and Casson Dissertation Award of the Academy of Intl. Business
2013	Finalist for the 2013 Barry M. Richman Best Dissertation Award of the Intl. Management Division at the Academy of Management
2013	Finalist and Runner-up for the 2013 Best Dissertation Award of the ONE (Organizations and the Natural Environment) Division at the Academy of Management

2010 **Harvard University Certificate of Distinction in Teaching** for class “The Economics of International Business and Globalization”

Academic Service

Academic Community

2014-present Co-founder and co-organizer of a professional, research-focused alumni group for graduates of the doctoral program in Strategy from Harvard Business School

Editorial Roles

2019-present Guest Associate Editor for Special Issue on Business and Climate Change in *Management Science*

2016 Associate Editor for the Social Issues in Management (SIM) Division for paper submissions to the Academy of Management Annual Meeting 2016

Peer reviewing

Journals: Ad-Hoc reviewer for the *Journal of International Business Studies*, *Journal of International Business Policy*, *Organization Science*, *Strategic Management Journal*, *Journal of Management Studies*, *Management International Review*, *Policy Sciences*, *Organization and the Environment*, *Business and Politics*, and *Advances in Strategic Management* (book series).

Conferences: Annual Meetings of the Strategic Management Society (SMS), of the Academy of Management (AOM), of the Academy of International Business (AIB) and of ARCS (Alliance for Research on Corporate Sustainability).

Academic Memberships

American Economic Association (AEA), Association of Environmental and Resource Economists (AERE), Academy of Management (AOM), Academy of International Business (AIB), ARCS (Alliance for Research on Corporate Sustainability), International Political Economy Society (IPES), Strategic Management Society (SMS), International Society for Industrial Ecology.

Academic Research Conferences (Presentations and other Activities)

Jul. 2020	Academy of International Business Annual Meeting 2020	VIRTUAL
Oct. 2019	Frontiers in International Business Conference 2019	COLUMBIA, USA
Aug. 2019	Academy of Management (AOM) Annual Meeting 2019	BOSTON, USA
Aug. 2019	Harvard Business School Strategy Doctoral Alumni Conference 2019	BOSTON, USA
Aug. 2018	Academy of Management (AOM) Annual Meeting 2018	CHICAGO, USA
Aug. 2018	Harvard Business School Strategy Doctoral Alumni Conference 2018	CHICAGO, USA
Jun. 2018	Academy of International Business Annual Meeting 2018	MINNEAPOLIS, USA
May 2018	Strategic Research Forum Annual Conference 2018	PARIS, FRANCE
Feb. 2018	Frontiers in International Business Conference	COLUMBIA, USA
Feb. 2018	Fifth Annual DC Area Climate & Energy Research Workshop	WASHINGTON, DC, USA
Aug. 2017	Academy of Management (AOM) Annual Meeting 2017	ATLANTA, USA
Jun. 2017	Ninth Annual ARCS Research Conference	ROTTERDAM, NETHERLANDS
May 2017	Sumantra Ghoshal Conference at London Business School	LONDON, UK

May 2017	17 th Annual Strategy and the Business Environment Conference	DURHAM, USA
Feb. 2017	International Studies Association Annual Convention	BALTIMORE, USA
Feb. 2017	Fourth Annual DC Area Climate & Energy Research Workshop	WASHINGTON, DC, USA
Aug. 2016	Academy of Management (AOM) Annual Meeting 2016	ANAHEIM, USA
Jun. 2016	Association of Environmental and Resource Econ. Summer Conference	BRECKENRIDGE, USA
May 2016	Eighth Annual ARCS Research Conference	DENVER, USA
Apr. 2016	16 th Annual Strategy and the Business Environment Conference	ROCHESTER, USA
Apr. 2016	Third Annual DC Area Climate & Energy Research Workshop	WASHINGTON, DC, USA
Oct. 2015	Strategic Management Society Conference 2015	DENVER, USA
Aug. 2015	Academy of Management (AOM) Annual Meeting 2015	VANCOUVER, CANADA
May 2015	Conference on 10 year anniversary of the EU Emissions Trading Scheme	FLORENCE, ITALY
May 2015	Harvard Business School and JIBS Paper Development Workshop	BOSTON, USA
May 2015	Seventh Annual ARCS Research Conference	CHICAGO, USA
Jan. 2015	American Economic Association (AEA) Annual Meeting 2015	BOSTON, USA
Aug. 2014	Academy of Management (AOM) Annual Meeting 2014	PHILADELPHIA, USA
Jun. 2014	6th Atlantic Workshop on Energy and Environmental Economics	A TOXA, SPAIN
May 2014	Atlanta Competitive Advantage Conference (ACAC) 2014	ATLANTA, USA
Apr. 2014	14 th Annual Business Strategy and the Non-market Environment Conference	CHICAGO, USA
Mar. 2014	21 st International Conference of Europeanists 2014	WASHINGTON, DC, USA
Jan. 2014	First Annual DC Area Climate & Energy Research Workshop	WASHINGTON, DC, USA
Oct. 2013	International Political Economy Society Conference 2013	CLAREMONT, USA
Sept. 2013	Strategic Management Society Conference 2013	ATLANTA, USA
Aug. 2013	Academy of Management (AOM) Annual Meeting 2013	ORLANDO, USA
Jul. 2013	Academy of International Business Annual Meeting 2013	ISTANBUL, TURKEY
Aug. 2011	Academy of Management (AOM) Annual Meeting 2011	SAN ANTONIO, USA
May 2011	1 ST Annual Faculty Development in International Business Conference	PHILADELPHIA, USA
May 2011	Trans-Atlantic Doctoral Conference at London Business School	LONDON, UK
Apr. 2011	Consortium for Competitiveness and Cooperation (CCC) Colloquium for Doctoral Student Research at the MIT Sloan School of Management	BOSTON, USA

Invited Research Presentations

Research on firm strategy, the EU Emissions Trading Scheme and climate change:

Mar. 2020	The Brookings Institution	WASHINGTON, DC, USA
Feb. 2020	Southern Connecticut State University	NEW HAVEN, USA
Jan. 2020	University of Southern Maine	PORTLAND, USA
Jan. 2020	Washington and Lee University	LEXINGTON, USA
Nov. 2019	California State University – Monterey Bay	MONTEREY BAY, USA
Nov. 2019	Singapore Management University	SINGAPORE
Nov. 2019	Hong Kong Baptist University	HONG KONG

Oct. 2019	HEC Montréal	MONTREAL, CANADA
Oct. 2019	California State University – Los Angeles	LOS ANGELES, USA
Jun. 2018	Danube University Krems	KREMS, AUSTRIA
Dec. 2017	Ivey Business School	LONDON, CANADA
Nov. 2017	University of Graz	GRAZ, AUSTRIA
Oct. 2017	Northeastern University	BOSTON, USA
Sep. 2017	Vienna University of Economics and Business	VIENNA, AUSTRIA
Oct. 2016	George Mason University	ARLINGTON, USA
May 2016	Univ. of Pennsylvania	PHILADELPHIA, USA
Dec. 2015	University of South Carolina – Darla Moore School	COLUMBIA, USA
Nov. 2015	University of Rochester – Simon Business School	ROCHESTER, USA
Nov. 2015	GWU Trachtenberg School Brown Bag Seminar	WASHINGTON, DC, USA
Feb. 2014	ICF International	VIRGINIA, USA
Oct. 2013	CDC Climat – Think Tank related to Climate Change	PARIS, FRANCE
Oct. 2013	European University Institute	FLORENCE, ITALY
Nov. 2013	The Wharton School – Univ. of Pennsylvania	PHILADELPHIA, USA
Feb. 2012	George Washington University School of Business	WASHINGTON, DC, USA
Feb. 2012	Southern Methodist University Cox School of Business	DALLAS, USA
Jan. 2012	National University of Singapore	SINGAPORE
Jan. 2012	ESADE Business School	BARCELONA, SPAIN
Jan. 2012	IESE Business School	BARCELONA, SPAIN
Nov. 2011	<i>International Seminar Series at Harvard Business School</i>	BOSTON, USA
Nov. 2011	<i>Strategy Unit Faculty Seminar at Harvard Business School</i>	BOSTON, USA

Practitioner Conferences and Presentations

2018	Energy- and Environmental Agency – Lower Austria <i>Presented work on firm strategy and climate change risks</i>	ST. POELTEN, AUSTRIA
2018	Austrian Chamber of Commerce <i>Presented a perspective on economic and political trends in the US</i>	ST. POELTEN, AUSTRIA
2018	Wharton IGEL Conference on Climate Change <i>Panelist on business and climate change</i>	PHILADELPHIA, USA
2017	GW Energy Conference 2017 <i>Moderator of panel on US energy policy</i>	WASHINGTON, DC, USA
2015	Wharton Suez Industrial Water Management Conference <i>Panelist on Water and Climate Change</i>	PHILADELPHIA, USA
2015	Wharton IGEL Conference on Climate Change <i>Moderated panel on Innovative Deployment of Capital</i>	PHILADELPHIA, USA
2012	Wharton Finance Conference <i>Moderated panel on Investing in Emerging Markets</i>	PHILADELPHIA, USA

2011 **Harvard Leadership Conference** **BOSTON, USA**
Moderated panel on Global Business and International Cooperation

Invited Guest Lectures

Nov. 2018 **Danube University Krems** **KREMS, AUSTRIA**
Jun. 2018 **Vienna University of Technology** **VIENNA, AUSTRIA**
Sep. 2017 **Vienna University of Economics and Business** **VIENNA, AUSTRIA**
Mar. 2017 **GW Graduate School of Political Management** **WASHINGTON, D.C., USA**
2014-2019 **Elliott School of International Affairs-GWU** **WASHINGTON, D.C., USA**

Teaching Experience

GEORGE WASHINGTON UNIVERSITY **WASHINGTON, DC, USA**

2020 Graduate elective: Public Policy, Governance, and the Global Market
2020 Graduate elective: Global Corporate Responsibility
2020 Graduate elective: Business and Government Relations
2020 MBA core class: Business Ethics and Public Policy
2020 Undergraduate core class: Markets and Politics
2018-2019 Graduate elective: Strategy, Global Markets and Politics
2014-2018 Graduate and undergraduate elective: Strategy and International Political Economy
2014-2016 Undergraduate core class: Business and Government Relations
2014 Graduate elective on consulting in the energy industry

THE WHARTON SCHOOL – MANAGEMENT DEPARTMENT **PHILADELPHIA, USA**

2012 MBA class: Corporate Diplomacy
2012 Wharton undergraduate class: The Political and Social Environment of the Multinational Firm

HARVARD BUSINESS SCHOOL **BOSTON, USA**

2009-2011 Group facilitator for HBS Executive Education Program

HARVARD UNIVERSITY DEPARTMENT OF ECONOMICS **BOSTON, USA**

2010 Taught class “The Economics of International Business and Globalization”

VIENNA UNIVERSITY OF TECHNOLOGY **VIENNA, AUSTRIA**

2001-2005 Teaching assistant in MIS, Computer Science and Software Engineering