

SANJAY PATNAIK

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Professional Experience

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| 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

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| 2020-present | GUIDEPOINT Expert advisor | GLOBAL |
| 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

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| 2007-2012 | HARVARD BUSINESS SCHOOL Doctorate in Business Administration – Strategy (<i>Regular, academic PhD program focused on Applied Economics</i>) | 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

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| 2021-present | GEORGETOWN UNIVERSITY Adjunct Professor | WASHINGTON, D.C., USA |
| 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, business and government relations, 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:

Brookings publications:

- Patnaik, Sanjay, Siddhi Doshi, and Kelly Kennedy. 2021. [How Biden and Congress can use COVID-related corporate stimulus to boost climate resilience.](#) *Brookings report*.
- Patnaik, Sanjay. 2020. [Introducing the new Series: "Reimagining Modern-day Markets and Regulations".](#) *Brookings blog post*.

Articles in peer-reviewed academic journals:

- Ault, Joshua K., Aloysius Newenham-Kahindi and Sanjay Patnaik. "Trevino and Doh's discourse-based view: Do we need a new theory of internationalization?" *Journal of International Business Studies*, <https://doi.org/10.1057/s41267-021-00431-4>.
- Nippa, Michael, Sanjay Patnaik and Markus Taussig (*equal author contributions*). 2021. "MNE Responses to Carbon Pricing Regulations: Theory and Evidence." *Journal of International Business Studies*, <https://doi.org/10.1057/s41267-021-00403-8>.
- 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), Joshua Ault 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 Expand Micro Research."
- Patnaik, Sanjay (first author) and Michael Nippa. "Do firms rake in windfall profits from incomplete environmental regulations? – Empirical evidence from the EU Emissions Trading Scheme."

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. Book chapter: "The Political Economy of Environmental Protection." In Handbook on Trade Policy and Climate Change.

Academic Awards and Grants

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| 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)

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| <i>Jul. 2020</i> | Academy of International Business Annual Meeting 2020 | VIRTUAL |
| <i>Oct. 2019</i> | Frontiers in International Business Conference 2019 | COLUMBIA, USA |
| <i>Aug. 2019</i> | Academy of Management (AOM) Annual Meeting 2019 | BOSTON, USA |
| <i>Aug. 2019</i> | Harvard Business School Strategy Doctoral Alumni Conference 2019 | BOSTON, USA |
| <i>Aug. 2018</i> | Academy of Management (AOM) Annual Meeting 2018 | CHICAGO, USA |

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| <i>Aug. 2018</i> | Harvard Business School Strategy Doctoral Alumni Conference 2018 | CHICAGO, USA |
| <i>Jun. 2018</i> | Academy of International Business Annual Meeting 2018 | MINNEAPOLIS, USA |
| <i>May 2018</i> | Strategic Research Forum Annual Conference 2018 | PARIS, FRANCE |
| <i>Feb. 2018</i> | Frontiers in International Business Conference | COLUMBIA, USA |
| <i>Feb. 2018</i> | Fifth Annual DC Area Climate & Energy Research Workshop | WASHINGTON, DC, USA |
| <i>Aug. 2017</i> | Academy of Management (AOM) Annual Meeting 2017 | ATLANTA, USA |
| <i>Jun. 2017</i> | Ninth Annual ARCS Research Conference | ROTTERDAM, NETHERLANDS |
| <i>May 2017</i> | Sumantra Ghoshal Conference at London Business School | LONDON, UK |
| <i>May 2017</i> | 17th Annual Strategy and the Business Environment Conference | DURHAM, USA |
| <i>Feb. 2017</i> | International Studies Association Annual Convention | BALTIMORE, USA |
| <i>Feb. 2017</i> | Fourth Annual DC Area Climate & Energy Research Workshop | WASHINGTON, DC, USA |
| <i>Aug. 2016</i> | Academy of Management (AOM) Annual Meeting 2016 | ANAHEIM, USA |
| <i>Jun. 2016</i> | Association of Environmental and Resource Econ. Summer Conference | BRECKENRIDGE, USA |
| <i>May 2016</i> | Eighth Annual ARCS Research Conference | DENVER, USA |
| <i>Apr. 2016</i> | 16th Annual Strategy and the Business Environment Conference | ROCHESTER, USA |
| <i>Apr. 2016</i> | Third Annual DC Area Climate & Energy Research Workshop | WASHINGTON, DC, USA |
| <i>Oct. 2015</i> | Strategic Management Society Conference 2015 | DENVER, USA |
| <i>Aug. 2015</i> | Academy of Management (AOM) Annual Meeting 2015 | VANCOUVER, CANADA |
| <i>May 2015</i> | Conference on 10 year anniversary of the EU Emissions Trading Scheme | FLORENCE, ITALY |
| <i>May 2015</i> | Harvard Business School and JIBS Paper Development Workshop | BOSTON, USA |
| <i>May 2015</i> | Seventh Annual ARCS Research Conference | CHICAGO, USA |
| <i>Jan. 2015</i> | American Economic Association (AEA) Annual Meeting 2015 | BOSTON, USA |
| <i>Aug. 2014</i> | Academy of Management (AOM) Annual Meeting 2014 | PHILADELPHIA, USA |
| <i>Jun. 2014</i> | 6th Atlantic Workshop on Energy and Environmental Economics | A TOXA, SPAIN |
| <i>May 2014</i> | Atlanta Competitive Advantage Conference (ACAC) 2014 | ATLANTA, USA |
| <i>Apr. 2014</i> | 14th Annual Business Strategy and the Non-market Environment Conference | CHICAGO, USA |
| <i>Mar. 2014</i> | 21st International Conference of Europeanists 2014 | WASHINGTON, DC, USA |
| <i>Jan. 2014</i> | First Annual DC Area Climate & Energy Research Workshop | WASHINGTON, DC, USA |
| <i>Oct. 2013</i> | International Political Economy Society Conference 2013 | CLAREMONT, USA |
| <i>Sept. 2013</i> | Strategic Management Society Conference 2013 | ATLANTA, USA |
| <i>Aug. 2013</i> | Academy of Management (AOM) Annual Meeting 2013 | ORLANDO, USA |
| <i>Jul. 2013</i> | Academy of International Business Annual Meeting 2013 | ISTANBUL, TURKEY |
| <i>Aug. 2011</i> | Academy of Management (AOM) Annual Meeting 2011 | SAN ANTONIO, USA |
| <i>May 2011</i> | 1ST Annual Faculty Development in International Business Conference | PHILADELPHIA, USA |
| <i>May 2011</i> | Trans-Atlantic Doctoral Conference at London Business School | LONDON, UK |
| <i>Apr. 2011</i> | Consortium for Competitiveness and Cooperation (CCC) Colloquium for Doctoral Student Research at the MIT Sloan School of Management | BOSTON, USA |

Invited Research Presentations

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| 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

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| 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 |

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| 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 <i>Moderated panel on Global Business and International Cooperation</i> | BOSTON, USA |

Invited Guest Lectures

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| 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

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| 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 | |