

## SANJAY PATNAIK

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### Professional Experience

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

### Advisory and Representative Roles

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2022-present	<b>Canvas8</b> Expert advisor	GLOBAL
2020-present	<b>GUIDEPOINT</b> Expert advisor	GLOBAL
2019-2020	<b>GOVERNMENT OF AUSTRIA (EMBASSY IN THE USA)</b> Senior consultant on matters related to climate change and economic affairs	WASHINGTON, D.C., USA
2015	<b>UNITED NATIONS CLIMATE CHANGE CONFERENCE</b> Member of the GWU delegation to the 21 <sup>st</sup> UNFCCC climate change conference	PARIS, FRANCE
2013-2020	<b>THE WHARTON SCHOOL, UNIV. OF PENNSYLVANIA</b> Member of the Faculty Advisory Board for the Initiative for Global Environmental Leadership (IGEL)	PHILADELPHIA, USA

### Education

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2007-2012	<b>HARVARD BUSINESS SCHOOL</b> Doctorate in Business Administration – Strategy ( <i>Regular, academic PhD program focused on Applied Economics</i> )	BOSTON, USA
2004-2006	<b>VIENNA UNIVERSITY OF TECHNOLOGY</b> Master in Business Engineering and Computer Science	VIENNA, AUSTRIA
2005-2006	<b>DREXEL UNIVERSITY</b> Study abroad program for Master in Business Engineering and Computer Science	PHILADELPHIA, USA
2000-2004	<b>VIENNA UNIVERSITY OF TECHNOLOGY</b> Master in Economics and Computer Science	VIENNA, AUSTRIA
2004	<b>UNIVERSITY OF ALICANTE – Exchange Semester</b>	ALICANTE, SPAIN

## Other Academic Affiliations

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2021	<b>GEORGETOWN UNIVERSITY</b> Adjunct Professor	WASHINGTON, D.C., USA
2018-present	<b>JOHNS HOPKINS UNIVERSITY</b> Fellow for the Initiative for Sustainable Energy Policy (ISEP)	WASHINGTON, D.C., USA
2020	<b>THE GEORGE WASHINGTON UNIVERSITY</b> Professorial Lecturer in Strategic Management and Public Policy	WASHINGTON, D.C., USA
2015-2020	<b>THE WHARTON SCHOOL, UNIV. OF PENNSYLVANIA</b> Senior Fellow for the Initiative for Global Environmental Leadership (IGEL)	PHILADELPHIA, USA
2013-2015	<b>THE WHARTON SCHOOL, UNIV. OF PENNSYLVANIA</b> Affiliated Visiting Research Scholar in the Management Department	PHILADELPHIA, USA

## Research and Teaching Interests

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*Climate change and environmental regulation, applied economics, artificial intelligence, international relations, globalization, international political economy, business and government relations, carbon markets, cap-and-trade programs, international business and trade, strategic management, corporate political strategy, public policy, institutions, energy and clean technology*

## Research

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### A. Publications:

#### Brookings reports:

- Patnaik, Sanjay and Kelly Kennedy. 2021. [Why the US should establish a carbon price either through reconciliation or other legislation](#). *Brookings report*.
- Patnaik, Sanjay, Siddhi Doshi, and Kelly Kennedy. 2021. [How Biden and Congress can use COVID-related corporate stimulus to boost climate resilience](#). *Brookings report*.

#### Brookings Op-Eds:

- Patnaik, Sanjay. 2022. [Why post-Brexit UK should rejoin the EU's Erasmus+ exchange program](#). *Brookings Op-Ed*.

#### Brookings blog posts:

- Patnaik, Sanjay. 2021. [U.S. economic and financial implications of climate policy](#). *Brookings "Around the halls" blog post*.
- Patnaik, Sanjay. 2021. [Introducing the new series: "The economics and regulation of artificial intelligence and emerging technologies"](#). *Brookings blog post*.
- Patnaik, Sanjay. 2021. [What to expect from Biden's first climate conference](#). *"Brookings Now" blog post (video transcript)*.
- Patnaik, Sanjay. 2020. [Introducing the new Series: "Reimagining Modern-day Markets and Regulations"](#). *Brookings blog post*.
- Patnaik, Sanjay. 2020. [Climate change is a critical economic and risk management problem — The Biden Administration should approach it accordingly](#). *Brookings "Around the halls" blog post*.

### Book chapters:

- Patnaik, Sanjay. *Forthcoming*. “The Political Economy of Emissions Trading.” In ***Handbook on Trade Policy and Climate Change***. Edward Elgar edited volume.

### Articles in peer-reviewed academic journals:

- Hill, Sharon, Herman Aguinis, Josiah Drewry, Sanjay Patnaik and Jennifer Griffin. *First published online August 2021*. “Using Macro Archival Databases to Expand Theory in Micro Research.” ***Journal of Management Studies***. <https://doi.org/10.1111/joms.12764>.
- Ault, Joshua K., Aloysius Newenham-Kahindi and Sanjay Patnaik. 2021. “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. Working papers:**

- 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.”
- 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.”

- Fabrizio, Kira and Sanjay Patnaik (*equal author contributions*). “A Framework for Strategic Management in the Age of Climate Change: Pursuing a Risk-Based Approach.”
- 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.”

## 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”

## Scholarly Service

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### 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

- 2019-2021 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), International Political Economy Society (IPES), Strategic Management Society (SMS).

### **Invited Research and Policy Presentations**

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<i>Mar. 2022</i>	<b>US Department of the Treasury</b>	<b>VIRTUAL</b>
<i>Apr. 2021</i>	<b>Brookings Annual Council &amp; Society Summit</b>	<b>VIRTUAL</b>
<i>Mar. 2020</i>	<b>The Brookings Institution</b>	<b>WASHINGTON, DC, USA</b>
<i>Feb. 2020</i>	<b>Southern Connecticut State University</b>	<b>NEW HAVEN, USA</b>
<i>Jan. 2020</i>	<b>University of Southern Maine</b>	<b>PORTLAND, USA</b>
<i>Jan. 2020</i>	<b>Washington and Lee University</b>	<b>LEXINGTON, USA</b>
<i>Nov. 2019</i>	<b>California State University – Monterey Bay</b>	<b>MONTEREY BAY, USA</b>
<i>Nov. 2019</i>	<b>Singapore Management University</b>	<b>SINGAPORE</b>
<i>Nov. 2019</i>	<b>Hong Kong Baptist University</b>	<b>HONG KONG</b>
<i>Oct. 2019</i>	<b>HEC Montréal</b>	<b>MONTREAL, CANADA</b>
<i>Oct. 2019</i>	<b>California State University – Los Angeles</b>	<b>LOS ANGELES, USA</b>
<i>Jun. 2018</i>	<b>Danube University Krems</b>	<b>KREMS, AUSTRIA</b>
<i>Dec. 2017</i>	<b>Ivey Business School</b>	<b>LONDON, CANADA</b>
<i>Nov. 2017</i>	<b>University of Graz</b>	<b>GRAZ, AUSTRIA</b>
<i>Oct. 2017</i>	<b>Northeastern University</b>	<b>BOSTON, USA</b>
<i>Sep. 2017</i>	<b>Vienna University of Economics and Business</b>	<b>VIENNA, AUSTRIA</b>
<i>Oct. 2016</i>	<b>George Mason University</b>	<b>ARLINGTON, USA</b>
<i>May 2016</i>	<b>Univ. of Pennsylvania</b>	<b>PHILADELPHIA, USA</b>
<i>Dec. 2015</i>	<b>University of South Carolina – Darla Moore School</b>	<b>COLUMBIA, USA</b>
<i>Nov. 2015</i>	<b>University of Rochester – Simon Business School</b>	<b>ROCHESTER, USA</b>
<i>Nov. 2015</i>	<b>GWU Trachtenberg School Brown Bag Seminar</b>	<b>WASHINGTON, DC, USA</b>
<i>Feb. 2014</i>	<b>ICF International</b>	<b>VIRGINIA, USA</b>
<i>Oct. 2013</i>	<b>CDC Climat – Think Tank related to Climate Change</b>	<b>PARIS, FRANCE</b>
<i>Oct. 2013</i>	<b>European University Institute</b>	<b>FLORENCE, ITALY</b>
<i>Nov. 2013</i>	<b>The Wharton School – Univ. of Pennsylvania</b>	<b>PHILADELPHIA, USA</b>
<i>Feb. 2012</i>	<b>George Washington University School of Business</b>	<b>WASHINGTON, DC, USA</b>
<i>Feb. 2012</i>	<b>Southern Methodist University Cox School of Business</b>	<b>DALLAS, USA</b>
<i>Jan. 2012</i>	<b>National University of Singapore</b>	<b>SINGAPORE</b>
<i>Jan. 2012</i>	<b>ESADE Business School</b>	<b>BARCELONA, SPAIN</b>
<i>Jan. 2012</i>	<b>IESE Business School</b>	<b>BARCELONA, SPAIN</b>

Nov. 2011	<b>International Seminar Series at Harvard Business School</b>	BOSTON, USA
Nov. 2011	<b>Strategy Unit Faculty Seminar at Harvard Business School</b>	BOSTON, USA

### **Academic Research Conferences (Presentations and other Activities)**

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Jul. 2020	<b>Academy of International Business Annual Meeting 2020</b>	VIRTUAL
Oct. 2019	<b>Frontiers in International Business Conference 2019</b>	COLUMBIA, USA
Aug. 2019	<b>Academy of Management (AOM) Annual Meeting 2019</b>	BOSTON, USA
Aug. 2019	<b>Harvard Business School Strategy Doctoral Alumni Conference 2019</b>	BOSTON, USA
Aug. 2018	<b>Academy of Management (AOM) Annual Meeting 2018</b>	CHICAGO, USA
Aug. 2018	<b>Harvard Business School Strategy Doctoral Alumni Conference 2018</b>	CHICAGO, USA
Jun. 2018	<b>Academy of International Business Annual Meeting 2018</b>	MINNEAPOLIS, USA
May 2018	<b>Strategic Research Forum Annual Conference 2018</b>	PARIS, FRANCE
Feb. 2018	<b>Frontiers in International Business Conference</b>	COLUMBIA, USA
Feb. 2018	<b>Fifth Annual DC Area Climate &amp; Energy Research Workshop</b>	WASHINGTON, DC, USA
Aug. 2017	<b>Academy of Management (AOM) Annual Meeting 2017</b>	ATLANTA, USA
Jun. 2017	<b>Ninth Annual ARCS Research Conference</b>	ROTTERDAM, NETHERLANDS
May 2017	<b>Sumantra Ghoshal Conference at London Business School</b>	LONDON, UK
May 2017	<b>17<sup>th</sup> Annual Strategy and the Business Environment Conference</b>	DURHAM, USA
Feb. 2017	<b>International Studies Association Annual Convention</b>	BALTIMORE, USA
Feb. 2017	<b>Fourth Annual DC Area Climate &amp; Energy Research Workshop</b>	WASHINGTON, DC, USA
Aug. 2016	<b>Academy of Management (AOM) Annual Meeting 2016</b>	ANAHEIM, USA
Jun. 2016	<b>Association of Environmental and Resource Econ. Summer Conference</b>	BRECKENRIDGE, USA
May 2016	<b>Eighth Annual ARCS Research Conference</b>	DENVER, USA
Apr. 2016	<b>16<sup>th</sup> Annual Strategy and the Business Environment Conference</b>	ROCHESTER, USA
Apr. 2016	<b>Third Annual DC Area Climate &amp; Energy Research Workshop</b>	WASHINGTON, DC, USA
Oct. 2015	<b>Strategic Management Society Conference 2015</b>	DENVER, USA
Aug. 2015	<b>Academy of Management (AOM) Annual Meeting 2015</b>	VANCOUVER, CANADA
May 2015	<b>Conference on 10 year anniversary of the EU Emissions Trading Scheme</b>	FLORENCE, ITALY
May 2015	<b>Harvard Business School and JIBS Paper Development Workshop</b>	BOSTON, USA
May 2015	<b>Seventh Annual ARCS Research Conference</b>	CHICAGO, USA
Jan. 2015	<b>American Economic Association (AEA) Annual Meeting 2015</b>	BOSTON, USA
Aug. 2014	<b>Academy of Management (AOM) Annual Meeting 2014</b>	PHILADELPHIA, USA
Jun. 2014	<b>6<sup>th</sup> Atlantic Workshop on Energy and Environmental Economics</b>	A TOXA, SPAIN
May 2014	<b>Atlanta Competitive Advantage Conference (ACAC) 2014</b>	ATLANTA, USA
Apr. 2014	<b>14<sup>th</sup> Annual Business Strategy and the Non-market Environment Conference</b>	CHICAGO, USA
Mar. 2014	<b>21<sup>st</sup> International Conference of Europeanists 2014</b>	WASHINGTON, DC, USA
Jan. 2014	<b>First Annual DC Area Climate &amp; Energy Research Workshop</b>	WASHINGTON, DC, USA
Oct. 2013	<b>International Political Economy Society Conference 2013</b>	CLAREMONT, USA

Sept. 2013	<b>Strategic Management Society Conference 2013</b>	ATLANTA, USA
Aug. 2013	<b>Academy of Management (AOM) Annual Meeting 2013</b>	ORLANDO, USA
Jul. 2013	<b>Academy of International Business Annual Meeting 2013</b>	ISTANBUL, TURKEY
Aug. 2011	<b>Academy of Management (AOM) Annual Meeting 2011</b>	SAN ANTONIO, USA
May 2011	<b>1<sup>ST</sup> Annual Faculty Development in International Business Conference</b>	PHILADELPHIA, USA
May 2011	<b>Trans-Atlantic Doctoral Conference at London Business School</b>	LONDON, UK
Apr. 2011	<b>Consortium for Competitiveness and Cooperation (CCC) Colloquium for Doctoral Student Research at the MIT Sloan School of Management</b>	BOSTON, USA

### **Business Conferences and Presentations**

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2018	<b>Energy- and Environmental Agency – Lower Austria</b> <i>Presented work on firm strategy and climate change risks</i>	ST. POELTEN, AUSTRIA
2018	<b>Austrian Chamber of Commerce</b> <i>Presented a perspective on economic and political trends in the US</i>	ST. POELTEN, AUSTRIA
2018	<b>Wharton IGEL Conference on Climate Change</b> <i>Panelist on business and climate change</i>	PHILADELPHIA, USA
2017	<b>GW Energy Conference 2017</b> <i>Moderator of panel on US energy policy</i>	WASHINGTON, DC, USA
2015	<b>Wharton Suez Industrial Water Management Conference</b> <i>Panelist on Water and Climate Change</i>	PHILADELPHIA, USA
2015	<b>Wharton IGEL Conference on Climate Change</b> <i>Moderated panel on Innovative Deployment of Capital</i>	PHILADELPHIA, USA
2012	<b>Wharton Finance Conference</b> <i>Moderated panel on Investing in Emerging Markets</i>	PHILADELPHIA, USA
2011	<b>Harvard Leadership Conference</b> <i>Moderated panel on Global Business and International Cooperation</i>	BOSTON, USA

### **Invited Guest Lectures**

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

### **Teaching Experience**

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<b>GEORGE WASHINGTON UNIVERSITY</b>		<b>WASHINGTON, DC, USA</b>
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