

# SANJAY PATNAIK

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## Education

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- 2007-present **HARVARD BUSINESS SCHOOL** **BOSTON, USA**  
**Doctorate in Business Administration – Strategy**
- Dissertation research: “*Essays in International Non-market Strategy and the Political Economy of Environmental Regulation*”
  - Dissertation committee: Tarun Khanna (Chair), Jeffrey Frieden, Jordan Siegel, Rafael Di Tella
  - Qualifying exam focus on topics in Strategy, International Business and Political Economy
- 2004-2006 **VIENNA UNIVERSITY OF TECHNOLOGY** **VIENNA, AUSTRIA**  
**Master in Business Engineering and Computer Science**
- Graduation with highest honors and bestowal of “Master of Science”
  - Concentration in Finance, Statistics and Management
- 2005-2006 **DREXEL UNIVERSITY** **PHILADELPHIA, USA**  
**Study abroad program for Master in Business Engineering and Computer Science**
- Exchange student within the Global Engineering Education Exchange (GE<sup>3</sup>-Program)
  - Completion of most of the elective courses for Austrian Master’s degree (GPA: 4.0)
- 2000-2004 **VIENNA UNIVERSITY OF TECHNOLOGY** **VIENNA, AUSTRIA**  
**Master in Economics and Computer Science**
- Graduation with highest honors and bestowal of “Master of Social and Economic Sciences”
  - Concentration in Economics and Econometrics
  - Summer academy in France on: “Sustainable Development”
- 2004 **UNIVERSITY OF ALICANTE** **ALICANTE, SPAIN**  
**Exchange semester for Master in Economics and Computer Science**
- Participation in study abroad program for writing Master’s thesis
  - Obtained the official Spanish Language diploma D.E.L.E. Intermedio

## Research and working papers

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- 2011 **Patnaik, Sanjay.** “Arbitraging differences in emissions permit prices – How multinational firms exploit market imperfections in the European Union Emissions Trading Scheme (EU ETS)” (*Job market paper*)
- 2011 **Patnaik, Sanjay.** “The role of institutional and political factors in the distribution of emissions allowance rents – Analyzing the political economy of climate change regulation” (*Work. paper*)
- In progress* **Khanna, Tarun and Sanjay Patnaik.** Research on international non-market strategy based on data from the European Union Emissions Trading Scheme (EU ETS)

## Teaching materials

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- 2009 Reinhardt, Forest L., Gustavo Herrero and Sanjay Patnaik. “Colbún – Powering Chile.” Harvard Business School Case 709-060.

## Dissertation abstract

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- In progress*     **Dissertation research “Essays in International Non-market Strategy and the Political Economy of Environmental Regulation”**  
Harvard Business School, Boston, USA:
- Dissertation is part of comprehensive research effort to study the interaction of firms with their non-market environment (e.g. regulators). Constructed a comprehensive panel dataset on industries, firms and factories in the European Union Emissions Trading Scheme (EU ETS) to examine rent-seeking and strategic firm choices within the context of newly introduced climate change regulations
  - Focus on evaluating the importance of market versus non-market strategy, particularly for multinational firms and on analyzing the political economy of cap-and-trade programs

## Further research projects

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- In progress*     “Political and other Non-market obstacles to Foreign Direct Investment – An analysis of cross-border mergers and acquisitions” (with Tarun Khanna)
- In progress*     “Historic precedents of Non-market Strategy – An analysis of the expropriation of foreign oil companies by Mexico in the 1930s” (with Noel Maurer)
- In progress*     Research on the international trade of emissions permits within the Kyoto Protocol and its implications for the design of future global climate agreements

## Awards and scholarships

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- 2010*             **Harvard University Certificate of Distinction in Teaching**  
Teaching award based on outstanding teaching evaluations for class “The Economics of International Business and Globalization”
- 2007-2012*     **Harvard Business School Doctoral Scholarship**  
Scholarship to pursue Doctorate in Business Administration – Strategy
- 2003-2006*     **Three distinct scholarships for excellent academic achievements**  
Vienna University of Technology
- 2003*             **Special research grant for Master’s thesis**  
Vienna University of Technology: grant based on excellent academic achievements and outstanding thesis proposal
- 2005-2006*     **Two distinct scholarships for study-abroad program in the United States**  
Vienna University of Technology and State Government of Lower Austria: scholarships based on outstanding academic achievements
- 2004*             **Erasmus scholarship for exchange semester in Spain**  
European Union: scholarship based on academic excellence

## Invited presentations and conference activities

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- Nov. 2011*     **International Seminar Series at Harvard Business School**                     **BOSTON, USA**
- Presented job market paper on arbitraging behavior by multinational firms
- Nov. 2011*     **Strategy Unit Faculty Seminar at Harvard Business School**                     **BOSTON, USA**
- Presented job market paper on arbitraging behavior by multinational firms

- Aug. 2011*      **Academy of Management (AOM) Annual Meeting 2011**      **SAN ANTONIO, USA**  
***Business Policy and Strategy – Dissertation Consortium***
- Presented my research on rent-seeking in the European Union Emissions Trading Scheme
- International Management Division – Doctoral Consortium***
- Presented my dissertation research on the EU ETS
- May 2011*      **1<sup>ST</sup> Annual Faculty Development in International Business Conference**      **PHILADELPHIA, USA**  
The Wharton School, University of Pennsylvania:
- Attended the conference as one of few selected applicants. Conference was aimed at fostering the development of future scholars in international business
- May 2011*      **Trans-Atlantic Doctoral Conference at London Business School**      **LONDON, UK**
- Presented paper from my dissertation
- Apr. 2011*      **Consortium for Competitiveness and Cooperation (CCC) Colloquium**      **BOSTON, USA**  
**for Doctoral Student Research at the MIT Sloan School of Management**
- Presented summary of my dissertation research on the EU ETS
- Accepted*      **Academy of International Business – Doctoral Consortium 2011**      **NAGOYA, JAPAN**
- Accepted to present my dissertation research on the EU ETS

### **Teaching experience**

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- 2011*      **HARVARD BUSINESS SCHOOL**      **BOSTON, USA**  
**Facilitator for special Executive Education Course for Unilever**
- Facilitating group of top executive managers from Unilever for discussions on issues of strategy and organization (course led by Prof. Rebecca Henderson)
- 2009-2011*      **HARVARD BUSINESS SCHOOL**      **BOSTON, USA**  
**Group facilitator for HBS Executive Education Program**
- Working with teams of high level executive managers from firms around the world to implement concepts from the course on “Leading Change and Organizational Renewal” (course led by Prof. Michael Tushman)
  - Facilitating teamwork and enhancing group decision processes through careful guidance
- 2010*      **HARVARD UNIVERSITY DEPARTMENT OF ECONOMICS**      **BOSTON, USA**  
**Teaching class “The Economics of International Business and Globalization”**
- Received “Harvard Certificate of Distinction in Teaching” for this class
  - Designed and taught my own class for Harvard College students
  - Sole responsibility for designing the syllabus, developing homework assignments, grading papers and participation and managing the class discussion
- 2001-2005*      **VIENNA UNIVERSITY OF TECHNOLOGY**      **VIENNA, AUSTRIA**  
**Teaching assistant for classes in Management Information Systems**

### **Pedagogic training**

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- 2011*      **HARVARD LEADERSHIP CONFERENCE**      **BOSTON, USA**  
**Moderating panel on Global Business and International Cooperation**
- Organized and directed panel with speakers on international business and global affairs

- 2010 **HARVARD BUSINESS PUBLISHING** **BOSTON, USA**  
**Participation in “The Art and Craft of Discussion Leadership”**
- Workshop organized on how to teach students by using the case method
- 2009 **HARVARD BUSINESS SCHOOL** **BOSTON, USA**  
**Simulating TV interviews for class in “Non-market strategy”**
- Took on role as “TV anchor” in videotaped sessions with students to test their skills in media management following a severe product problem (Mercedes A-class Elk test)

### Related experience

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- 2007 **JPMORGAN CHASE BANK** **FRANKFURT, GERMANY**  
**Internship in Investment Banking**
- Worked on several marketing pitches and a sell-side execution project. Got staffed on a variety of more complex tasks for junior analysts (e.g. analyses of industries and firms)
- 2006 **Research project at the Vienna University of Technology** **VIENNA, AUSTRIA**
- Analysis of economic and financial data on over 90 Austrian communities

### Service

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- March 2011 **Reviewer for the Strategic Management Society Annual Conference 2011**
- Reviewed papers for the SMS annual conference 2011
- Memberships* Strategic Management Society (SMS). American Economic Association (AEA). Academy of Management (AOM). Academy of International Business (AIB). The American Political Science Association (APSA)

### Personal

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- Languages* German, English, Spanish, French
- Community* Co-President of the Global Business Club at Harvard Business School. Member of the Harvard Graduate Council. Mentoring Harvard College students. Member of student clubs at Harvard related to international business, energy, the environment and public policy
- Other activities* Enjoy ballroom dancing, swimming and reading. Traveled to more than 20 countries. Engaged in multiple cross-cultural activities at Harvard University

### Dissertation committee

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**Tarun Khanna (Chair)**  
*Jorge Paulo Lemann Professor*  
*Harvard Business School – Strategy Unit*  
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**Jordan Siegel**  
*Associate Professor of Business Administration*  
*Harvard Business School – Strategy Unit*  
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+1-617-495-6303

**Rafael M. Di Tella**  
*Joseph C. Wilson Professor of Business Administration*  
*Harvard Business School*  
*Business, Government and the Int’l Economy (BGIE) Unit*  
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**Jeffrey A. Frieden**  
*Professor*  
*Harvard University*  
*Department of Government*  
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