

## JACQUELYN PLESS

### MIT SLOAN SCHOOL OF MANAGEMENT

100 Main Street, E62-479  
Cambridge, MA 02142  
Citizenship: United States

Email: [jpless@mit.edu](mailto:jpless@mit.edu)  
Office Phone: +1 617-715-4849  
Website: <http://jacquelynple.com/>

#### CURRENT APPOINTMENTS

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2019-present Fred Kayne (1960) Career Development Professor of Entrepreneurship, and Assistant Professor of Technological Innovation, Entrepreneurship, and Strategic Management, MIT Sloan School of Management

2019-present Faculty Affiliate, MIT Center for Energy and Environmental Policy Research

2019-present Faculty Affiliate, Martin Trust Center for MIT Entrepreneurship

2019-present Honorary Research Associate, University of Oxford, Smith School of Enterprise and the Environment

2020-present Research Affiliate, CESifo

2021-present Member, Editorial Board, *Economics of Energy & Environmental Policy*

#### PREVIOUS ACADEMIC POSITIONS AND AFFILIATIONS

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2016-19 University of Oxford, Oxford Martin Fellow & Postdoctoral Researcher, Institute for New Economic Thinking, Smith School of Enterprise and the Environment, Oxford Martin Programme on Integrating Renewable Energy

2018-19 Oxford Centre for the Analysis of Resource-Rich Economies, Research Associate

Fall 2018 Harvard University, Visiting Researcher, Kennedy School of Government, Postdoctoral Affiliate of the Harvard Environmental Economics Program

2015 The Wharton School & Kleinman Center for Energy Policy, University of Pennsylvania, Research Assistant

#### EDUCATION

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2012-16 Colorado School of Mines, Ph.D. in Mineral & Energy Economics

2012-14 Colorado School of Mines, M.S. in Mineral & Energy Economics

2005-09 University of Vermont, Honors College, B.A. in Economics and Political Science

#### FIELDS OF INTEREST

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Economics of innovation, energy economics, environmental economics, public economics

#### EXTERNAL EXPERIENCE

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2017-19 Quartz Associates, Head of Analysis

2013-16 National Renewable Energy Laboratory, Joint Institute for Strategic Energy Analysis, Research Economist

2010-13 National Conference of State Legislatures, Energy Policy Specialist

2009-10 Pennsylvania House of Representatives, Legislative Assistant

2008 The World Bank, Chief Economist's Office of the Human Development Network, Intern

## JOURNAL PUBLICATIONS

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- Pless, J., Hepburn, C., and Farrell, N., 2020. "Bringing rigour to energy innovation policy evaluation", *Nature Energy*, 5, p. 284-290.
- Pless, J., Fell, H., and Sigrin, B., 2020. "Information Searching in the Residential Solar PV Market", *The Energy Journal*, 41(4).
- Pless, J., van Benthem, A., 2019. "Pass-Through as a Test for Market Power: An Application to Solar Subsidies", *American Economic Journal: Applied Economics*, 11(4), p. 367-401.
- O'Shaughnessy, E., Nemet G., Pless J., and Margolis R., 2019. "Addressing the soft cost challenges in U.S. small-scale solar PV system pricing," *Energy Policy*, 134.
- Hepburn, C., Pless, J., Popp, D., 2018. "Encouraging Innovation that Protects Environmental Systems: Five Policy Proposals," *Review of Environmental Economics and Policy*, 12(1), Winter, p. 154-169
- Heidari-Robinson, S., Heywood, S., and Pless, J., 2018. "How to Make Your Post-Merger Reorg a Success", *Harvard Business Review* [online article only, not peer-reviewed].
- McKenna E., Pless J., and Darby S., 2018. "Solar photovoltaic self-consumption in the UK residential sector: new estimates from a smart grid demonstration project," *Energy Policy*, 118.
- Pless J., Fell, H., 2017. "Bribes, Bureaucracies, and Blackouts: Towards Understanding How Firm-Level Corrupt Behavior Impacts Electricity Reliability," *Resource and Energy Economics*, 47, p. 36-55.
  - ◆ Selected for coverage in "Research Highlights" by *Nature Energy*
  - ◆ Finalist for IAEE Best Student Paper Award (2014)
- Pless J., Arent D., Cochran J., Logan J., and Zinaman O., 2016. "Quantifying the value of investing in distributed natural gas and renewable electricity systems as complements: Applications of discounted cash flow and real options analysis with stochastic inputs," *Energy Policy*, 97.
- Sigrin B., Pless J., and Drury E., 2015. "Diffusion into new markets: Evolving customer segments in the solar photovoltaics market," *Environmental Research Letters*, 10(8).
- Arent D., Pless J., Mai T., Wiser R., Hand M., Baldwin S., Heath G., Macknick J., Bazilian M, Schlosser A., and Denholm P., 2014. "Implications of high renewable electricity penetration in the U.S. for water use, greenhouse gas emissions, land-use, and materials supply," *Applied Energy*, 123, p. 3368-377.

## WORKING PAPERS

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- "Are 'Complementary Policies' Substitutes? Evidence from R&D Subsidies in the UK" (*submitted*)
- "Induced Innovation, Firm Productivity, and the Detriments of Political Favoritism: Evidence from an Environmental Regulation in China" (with Yangsiyu Lu)
- "Real-Time Pricing, Prosumer Behavior, and Disentangling Inattention from Uncertainty" (with Eoghan McKenna)

## SELECT RESEARCH IN PROGRESS

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- "Innovation for Social Progress: When Imperfect Appropriability Meets Incorrect Prices" (with Sugandha Srivastav)
- "Revenue Risk and Bringing Technology to Market: Evidence from Contracts for Difference in the UK Electricity Market" (with Sugandha Srivastav)
- "Smart Meter Technology and Quality of Service" (with Robyn Meeks and Zhenxuan Wang)
- "Financing Innovation in Capital-Intensive Industries" (with David Popp and Matthias van den Heuvel)

## CHAPTERS

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Popp D., Pless J., Hascic I., and Johnstone, N., 2020. "Innovation and Entrepreneurship in the Energy Sector" in NBER book *The Role of Innovation and Entrepreneurship in Economic Growth*.

## OP-EDS

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"Clean energy innovation can make COVID-19 recovery greener," June 4, 2020, *Bloomberg Law*

"Why we should think of power grids like fisheries," December 1, 2016, *Opinion*, University of Oxford (with Johanna Schiele)

## PERMANENT WORKING PAPERS

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"Steering the Climate: Comment" (with L. Mattauch, R. Millar, F. van der Ploeg, A. Rezai, A. Schultes, F. Venmans, N. Bauer, S. Dietz, O. Edenhofer, N. Farrell, C. Hepburn, G. Luderer, F. Spuler, N. Stern, and A. Teytelboym), Grantham Research Institute on Climate Change and the Environment Working Paper No. 315, 2019.

## SELECT HONORS & AWARDS

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- 2020 Finalist, Distinguished CESifo Affiliate Award in Energy and Climate Economics  
Finalist, Distinguished CESifo Affiliate Award in Public Economics (withdrew, CESifo rules)
- 2018 Marie Curie Fellowship, mobility grant
- 2016 Hubert and Sarah Risser Award for "outstanding academic and co-curricular performance", CSM Division of Economics and Business
- 2015 P.E.O Scholar Award, an international merit-based award for "women who are expected to make significant contributions to their fields"
- 2014 Finalist, IAEE Best Student Paper Award
- 2012-13,15 Darlene Regina Pauli Scholarship, CSM Division of Economics and Business
- 2009 Gersten Award given by the Department of Economics, Univ. of Vermont, to "a senior demonstrating outstanding academic achievement in economics"
- 2008 Milton J. Nadworny Award given by the Department of Economics, Univ. of Vermont, for "academic merit, independence of mind, determination, intellectual curiosity, and commitment to human welfare"

## RESEARCH GRANTS

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- 2019 Junior Faculty Research Assistance Program Award (MIT Sloan) (\$22,000)
- 2015 Center for Sustainable Energy Research Grant (\$35,000)
- 2014 National Renewable Energy Laboratory Research Grant (\$46,000)
- 2013 Joint Institute for Strategic Energy Analysis Research Grant (\$18,200)

## TEACHING

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- 2020, 21 Innovation Strategy, MIT Sloan School of Management
- 2020, 21 New Enterprises, MIT Sloan School of Management
- 2018, 19 Lecturer, Financing Sustainable Energy Futures, University of Oxford
- 2018 Guest Lecturer, Econometrics, Quantitative Skills Module (MSc), University of Oxford  
Guest Lecturer, Introduction to Economics (D.Phil short course), University of Oxford
- 2017, 18 Grader, Energy Markets (MBA), University of Oxford
- 2016 Graduate Teaching Assistant, Principles of Economics (undergrad), CSM.

## INVITED SEMINARS & CONFERENCE PRESENTATIONS

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\* *indicates scheduled*

2021	Harvard, ASSA Annual Meeting (presenter and discussant)
2020	Wharton, NBER Economics of Innovation in the Energy Sector Conference, CESifo Energy and Climate Conference, NYU Stern Economics of Strategy Workshop, LSE & Imperial College Environmental Economics Workshop, Exeter University, AERE Annual Conference, CEPR/EBRD Symposium on the Economics of Industrial Policy, NBER EEE Spring Meetings, Boston University (Questrom, Strategy & Innovation), University of Vermont (economics), Workshop on Empirical Methods in Energy Economics (ETH Zurich), NBER Conference on the Role of Innovation and Entrepreneurship in Economic Growth <i>Scheduled but cancelled due to COVID-19</i> : Clemson (economics), New Approaches to Sustainable and Inclusive Growth Conference (Tsinghua University), Society for Institutional & Organizational Economics 2020 Conference
2019	University of California-Berkeley, Roundtable for Engineering Entrepreneurship (REER) Conference (Georgia Tech), Ostrom Symposium at Indiana University, University of Wisconsin-Madison (applied economics), NBER Summer Institute Innovation Meetings, NBER Summer Institute EEE Meetings, Camp Resources, GRI/CEP/STICERD Symposium on Technical Change, Innovation, and Climate, CEPR/LSE/EBRD Conference on Environmental Economics and the Green Transition (discussant), AERE Summer Conference, IZA Workshop on Environment and Labor Markets, MIT Sloan School of Management, Imperial College London, Georgia Tech, U. of Western Ontario (Ivey Business School), LSU, Texas A&M, University of Maryland (AREC), Brookings Institution, Toulouse School of Economics
2018	Harvard, ASSA Annual Meeting, Royal Economic Society, Oxford (economics), Oxford (Nuffield), WCERE, University of Kansas (economics)
2017	Oxford (Economics), AERE, IAEE, University of Sussex (SPRU), Oxford (INET)
2016	University of Cambridge (Judge Business School & Faculty of Economics), Oxford (Säid Business School), University of Manchester (economics), AERE Summer Conference, North Carolina State University (ARE), Colorado State University (DARE), CU-Boulder (economics), CSM (economics), Front Range Energy Workshop
2015	AERE, University College London, CU-Boulder (economics), Front Range Environmental and Resource Economics Workshop, University of Vermont (economics)
2014	IAEE Best Student Paper Competition (finalist), CSM (economics)

## OTHER SELECT INVITED SPEAKING ENGAGEMENTS

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2020	National Academies of Science, Engineering, and Medicine Expert Roundtable on “Enhancing Federal Clean Energy Innovation”
2019	Weston Roundtable Series (University of Wisconsin-Madison’s Center for Sustainability and the Global Environment), Colorado Technology Primer for Economists and Social Scientists
2017	Harnessing International Cooperation to Advance Clean Energy Innovation (Council on Foreign Relations), National Renewable Energy Laboratory Seminar
2016	Breaking Carbon Lock-in (CIFF, JISEA), JISEA 2016 Annual Meeting
2015	JISEA 2015 Annual Meeting
2014	Synergies of Natural Gas and Renewable Energy Workshop
2013	Midwest Environmental Health Policy Summit
2012	University of Michigan (Gerald R. Ford School of Public Policy), U.S. DOE of Indian Energy, University of Maryland (School of Public Health)

## ADVISING

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Daniel Rahill, MIT, SDM Fellow (2020)

Yangsiyu Lu, University of Oxford DPhil (expected graduation: 2022) (co-advisor)

Sugandha Srivastav, University of Oxford, Dphil (expected graduation: 2022) (co-advisor)

## OTHER ACTIVITIES

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### Journal Refereeing

*Management Science, Science, Journal of Financial Economics, Research Policy, Journal for the Association of Environmental and Resource Economics, Journal of Economics & Management Strategy, Strategic Management Journal, Journal of Environmental Economics and Management, Journal of Economic Behavior & Organization, Oxford Review of Economic Policy, Journal of Policy Analysis and Management, Ecological Economics, Resource and Energy Economics, The Energy Journal, Energy Economics, Energy Policy, Journal of Renewable and Sustainable Energy, WIREs Energy and Environment*

### Grant Refereeing

Alfred P. Sloan Foundation

### Service

2019-present TIES Seminar Series, co-organizer

2019-2020 Recruiting committee for TIES group

2020 Committee on the Status of Women in the Economics Profession (CSWEP) Graduate Student Mentor

2018 Co-organizer of “Clean Energy Innovation: Making the Most of R&D Investments” (in partnership with the Energy Policy Institute at Chicago, ClearPath, and ACCF)

2015-16 Women in Economics & Business at CSM, initiated group

2016 USAEE CSM Chapter, Vice President

2014-15 USAEE CSM Chapter, Secretary

### Memberships

American Economic Association (AEA), Association of Environmental & Resource Economists (AERE)

## SELECT MEDIA MENTIONS AND INTERVIEWS

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Scientific Sense Podcast, February 2021 (scheduled)

Yahoo! Finance, “MIT Sloan professor identifies key challenges and solutions for evaluating energy innovation policy,” May 12, 2020

Smart Energy International, “Challenges to evaluating energy innovation policies and how to address them,” May 13, 2020

PV Magazine, “Monopolies aren’t as sexy as they want you to think,” October 30, 2019

PV Buzz, “New solar rebate study, by MIT Sloan economist, finds user savings but lack of competition,” October 30, 2019

The Irish Economics Podcast, “Energy Economics”, Fall 2019

Wall Street Journal, “As energy boom nears cities, a backlash grows,” February 27, 2013

The Denver Post, “As energy boom nears Colorado cities, a backlash grows,” February 27, 2013

Governing, *Stateline*, “States Scramble to Regulate, Ban Fracking,” May 9, 2012

The Michigan Daily, “Forum considers fracking in Michigan,” December 3, 2012

Illinois Public Radio interview on natural gas development in the U.S., 2012

Ohio Public Radio interview on natural gas development in the U.S., 2012

NBC-Dallas-Fort Worth, *Vortex*, “Texas Could Lead Way in Fracking Disclosure,” May 13, 2011

Huffington Post, "Texas Fracking Bill would Be First to Require Public Disclosure of Gas Drilling Chemicals," May 12, 2011  
Bloomberg Business, "NJ considering ban on fracking despite little gas," June 28, 2011

## **SELECT TECHNICAL & POLICY REPORTS**

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Pless J., Langheim R., Machak C., Hellow H., Sigrin B., 2017. *The Price-Concentration Relationship in Early Residential Solar Third-Party Markets*, National Renewable Energy Laboratory.

Hepburn C., Pless J., Teytelboym A., 2016. Response to the House of Lords Economic Affairs Committee Inquiry into the *Economics of UK Energy Policy: A Focus on Electricity*.

Adams R., Pless J., Arent D., Locklin K., 2016. *Accelerating Clean Energy Commercialization: A Strategic Partnership Approach*, National Renewable Energy Laboratory.

Carmichael S., Booten C., Robertson J., Chin J., Christensen D., Pless J., Arent D., 2016. *Annual energy savings and thermal comfort of autonomously heated and cooled office chairs*, National Renewable Energy Laboratory.

Pless J., Arent D., Logan J., Cochran J., Zinaman O., Stark C., 2015. *Pathways to Decarbonization: Natural Gas and Renewable Energy*, National Renewable Energy Laboratory.

Stark C., Pless J., Logan J., Zhou E., Arent D., 2015. *Renewable Electricity: Insights for the Coming Decade*, National Renewable Energy Laboratory.

Cowlin S., Heimiller D., Macknick J., Mann M., Pless J., Munoz D., 2014. *Multi-Metric Sustainability Analysis*, National Renewable Energy Laboratory.

Bazilian, M., Pless, J., 2013. *Increasing Energy Access in Sub-Saharan Africa: Exploring Public-Private Models for Intervention*, Energy+ Technical Working Group.

Heap, D., Pless, J., 2013. "Clean Energy Finance: Challenges and Opportunities of Early-Stage Energy Investing," National Renewable Energy Laboratory. Dec. 3, 2013.

Pless, J., 2013. *States Take the Lead on Regulating Hydraulic Fracturing: A Policymaker's Guide*. National Conference of State Legislatures.

Pless, J., 2012. *Natural Gas Development and Hydraulic Fracturing*. National Conference of State Legislatures.

Pless, J., 2012. *Oil and Gas Severance Taxes: States Work to Alleviate Fiscal Pressures Amid the Natural Gas Boom*. National Conference of State Legislatures.

Pless, J., 2012. *Metal Theft Can Threaten U.S. Energy Security: A Hot Issue in 2012*. National Conference of State Legislatures.

Pless, J., 2012. "Fracking Fracas," *State Legislatures Magazine*. National Conference of State Legislatures.

Pless, J., 2012. "Copper Robbers," *State Legislatures Magazine*, National Conference of State Legislatures.

Pless, J., 2011. *A Policymaker's Guide to Climate Economics*. National Conference of State Legislatures.

Pless, J., 2011. *Making State Gas Pipelines Safe and Reliable: An Assessment of State Policy*. National Conference of State Legislatures.

Pless, J., 2011. *Copper Theft Can Cause Major Electrical Outages and Impact Ratepayers: A Hot Issue in 2011*. National Conference of State Legislatures.

Pless, J., 2011. *Climate Change: Policy Update 2011*. National Conference of State Legislatures.

Pless, J., 2011. *Fracking Update: What States are doing to Ensure Safe Natural Gas Extraction*. National Conference of State Legislatures.

Pless, J., 2010. *Taxing Natural Gas Production*. National Conference of State Legislatures.

Pless, J., 2010. *Hydraulic Fracturing: What's the Big Fracking Deal?* National Conference of State Legislatures.