

JACQUELYN PLESS

MIT Sloan School of Management
100 Main Street, E62-479
Cambridge, MA 02142

Email: jpless@mit.edu
Office Phone: +1 617-715-4849
Website: <http://jacquelynpless.com/>

ACADEMIC POSITIONS AND APPOINTMENTS

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

2022 Kenan Institute Distinguished Research Fellow, UNC-Chapel Hill, Grand Challenge on Stakeholder Capitalism and ESG Investing

Spring 2022 Stanford University (SIEPR), Visiting Assistant Professor

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

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

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

PRIMARY FIELDS

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

AFFILIATIONS

2020-present Research Affiliate, CESifo

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

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

OTHER EXPERIENCE

2017-19 Quartz Associates, Head of Analytics

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

- 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].
- 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.

WORKING PAPERS

- "Are 'Complementary Policies' Substitutes? Evidence from R&D Subsidies in the UK" (submitted)
- "Productivity and Environmental Regulation Are Not Always at Odds: Evidence from Industrial Firms in China" (with Yangsiyu Lu) (submitted)
- "Does Smart Technology Deliver? Evidence from the U.S. Electricity Sector" (with Robyn Meeks and Zhenxuan Wang)
- "Disentangling Inattention to Prices from Uncertainty in a Digital World" (with Eoghan McKenna)

SELECT RESEARCH IN PROGRESS

- "Innovation for Social Progress: When Imperfect Appropriability Meets 'Incorrect' Prices" (with Sugandha Srivastav)
- "Producing and Steering Innovators" (with Eugenie Dugoua, Todd Gerarden, and Kyle Myers)
- "Unpacking ESG Indicators to Understand How Managers Can Drive Innovation for Social Progress"
- "Directing Green Innovation with Divestment vs. Investment" (chapter for NBER volume *Entrepreneurship and Innovation Policy and the Economy*)

CHAPTERS

Popp D., Pless J., Hascic I., and Johnstone, N., 2022. "Innovation and Entrepreneurship in the Energy Sector," NBER volume *The Role of Innovation and Entrepreneurship in Economic Growth*.

OP-EDS

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

PERMANENT WORKING PAPERS

"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.

- Shorter version with fewer authors published in the *American Economic Review* (2020)

SELECT HONORS & AWARDS

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

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

2021 Junior Faculty Research Assistance Program Award (MIT Sloan) (\$27,500)

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

2022 Climate and Energy Ventures

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

SEMINARS & CONFERENCE PRESENTATIONS (INCLUDING SCHEDULED)

- 2022 University of Chicago (EPIC), Northwestern University (Kellogg), Carnegie Mellon University (joint between Tepper School of Business and the College of Engineering), University of California-Berkeley (MORS lunch seminar), University of California-Santa Barbara, University of Birmingham (economics), Strategy, Innovation, and Entrepreneurship Workshop (joint between Copenhagen Business School, Bocconi, ESADE, London Business School, and Universitat Pompeu Fabra), Frontiers of Entrepreneurship Conference (Kenan Institute at UNC-Chapel Hill), University of Oxford (economics), MIT Manufacturing Conference, Max Planck Innovation and Entrepreneurship Seminar, AERE Annual Conference, Northeast Workshop on Energy Policy and Environmental Economics (discussant), Kenan Institute of Private Enterprise (Kenan-Flagler Business School, UNC-Chapel Hill), Duke Fuqua Strategy Conference
- 2021 London School of Economics, Wharton (Management), Harvard (HEEP), University of Manchester (economics), IEA CERT-EGRG Meeting on Energy Innovation Policies, University of California-Berkeley Energy Camp, University of Calgary (economics), MIT China Seminar, NBER Productivity Lunch Seminar, AIEA-NBER Conference, ASSA Annual Meeting (presenter and discussant), NBER Economics of Energy Innovation Conference, MIT Sustainability Lunch, AERE Summer Conference
- 2020 Wharton (EEE), 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
Scheduled but cancelled due to COVID-19: Clemson (Economics), New Approaches to Sustainable and Inclusive Growth Conference (Tsinghua University), Society for Institutional & Organizational Economics 2020 Conference
- 2019 University of California-Berkeley, MIT Sloan School of Management, Imperial College London, Georgia Institute of Technology, University of Western Ontario (Ivey Business School), Texas A&M, University of Maryland (AREC), Louisiana State University, Brookings Institution, Toulouse School of Economics, Roundtable for Engineering Entrepreneurship Conference, Ostrom Symposium at Indiana University, University of Wisconsin-Madison (applied economics), NBER Summer Institute Innovation Meetings, NBER Summer Institute EEE Meetings (egg timer), 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
- 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

2021	ClimateTech Energy Prize Speaker Series, MIT Sloan Renewable Energy Finance Roundtable
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

Yangsiyu Lu, University of Oxford DPhil (co-advisor) (expected 2022, first placement: pre/postdoc at Boston University, second placement: postdoc at Paris School of Economics)

Sugandha Srivastav, University of Oxford DPhil (co-advisor) (expected 2022, first placement: postdoc at University of Oxford)

Jordan Zerr, MIT, SDM Fellow (expected 2022)

Wynn Tucker, MIT, MBA Independent Study (2021)

Daniel Rahill, MIT, SDM Fellow (2020)

PROFESSIONAL SERVICE

Editorial

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

Journal Refereeing: *Journal of Public Economics, Management Science, Science, Journal of Financial Economics, Research Policy, European Economic Review Plus, 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

Other Service

2019-2021	MIT TIES Seminar Series, co-organizer
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, Association of Environmental & Resource Economists

SELECT MEDIA MENTIONS AND INTERVIEWS

Scientific Sense Podcast, February 2021
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

OTHER SELECT WRITING, TECHNICAL REPORTS, AND POLICY WHITE PAPERS

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. and Schiele, J., “Why we should think of power grids like fisheries,” December 1, 2016, *Opinion*, University of Oxford.
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.