

## JACQUELYN PLESS

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

Email: [jpless@mit.edu](mailto: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
2019-present	University of Oxford, Honorary Research Associate
2022	Distinguished Fellow, Kenan Institute of Private Enterprise (UNC-Chapel Hill), Grand Challenge on Stakeholder Capitalism and ESG Investing
Spring 2022	Stanford University (SIEPR), Visiting Assistant Professor
2016-19	University of Oxford, Postdoctoral Researcher & Oxford Martin Fellow, Institute for New Economic Thinking, Smith School of Enterprise and the Environment
Fall 2018	Harvard University, Visiting Researcher and Postdoctoral Affiliate of the Harvard Environmental Economics Program, Kennedy School of Government
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 and environmental economics, public economics

### OTHER AFFILIATIONS

---

2023-present	J-PAL Economics of Decarbonization Working Group
2022-present	J-PAL Invited Researcher, Science for Progress Initiative (SfPI)
2020-present	Research Affiliate, CESifo
2019-present	Faculty Affiliate, MIT Center for Energy and Environmental Policy Research (CEEPR)
2019-present	Faculty Affiliate, Martin Trust Center for MIT Entrepreneurship
2018-19	Research Associate, Oxford Centre for the Analysis of Resource-Rich Economies

### OTHER PROFESSIONAL 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.
- Covered 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" [Revised and Resubmitted, *American Economic Journal: Economic Policy*]
- "Can Digitalization Improve Public Services? Evidence from Innovation in Energy Management" (with Robyn Meeks and Zhenxuan Wang)
- "Unintended Consequences of Tech-Neutrality: Evidence from Environmental and Innovation Policy Interactions" (with Sugandha Srivastav)
- "Growing with Green Regulation: Evidence from Industrial Firm Productivity in China" (with Yangsiyu Lu)
- "Disentangling Inattention to (Energy) Prices from Uncertainty in a Digital World"

## SELECT EARLIER-STAGE RESEARCH IN PROGRESS

---

“Innovation for Social Progress: When Imperfect Appropriability Meets Incorrect Prices”

“How DOEs Government Funding Fuel Scientists?” (w/ Eugenie Dugoua, Todd Gerarden, and Kyle Myers)

“Strategy for Social Progress: How Management Practices and Strategy Can (Re)Direct Innovation”

## PUBLISHED CHAPTERS

---

Pless, J., 2023. “To Starve or to Stoke? Understanding Whether Divestment vs. Investment Can Steer (Green) Innovation” in **NBER *Entrepreneurship and Innovation Policy and the Economy, Volume 2***, Jones and Lerner (Eds.), University of Chicago Press.

Popp D., Pless J., Hascic I., and Johnstone, N., 2022. “Innovation and Entrepreneurship in the Energy Sector” in **NBER volume *The Role of Innovation and Entrepreneurship in Economic Growth***, Chatterji, Lerner, Stern, and Andrews (Eds.), University of Chicago Press.

## 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.

- Abridged version published but with only a subset of authors at request of the editor: Mattauch, L., Matthews, H., Millar, R., Rezai, R., Solomon, S., and Venmans, F., 2020. “Steering the Climate System: Using Inertia to Lower the Cost of Policy: Comment,” ***American Economic Review*** 110(4), p. 1231-37.

## OP-EDS

---

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

## 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 (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 for “a senior demonstrating outstanding academic achievement in economics” (UVM Dept. of Economics)
2008	Milton J. Nadworny Award for “academic merit, independence of mind, determination, intellectual curiosity, and commitment to human welfare” (UVM Dept. of Economics)

## RESEARCH GRANTS

---

2022	Junior Faculty Research Assistance Program Award (MIT Sloan) (\$27,500)
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-present	Climate and Energy Ventures
2020-present	Innovation Strategy, MIT Sloan School of Management
2020-present	New Enterprises, MIT Sloan School of Management
2018-19	Financing Sustainable Energy Futures, Guest Lecturer, University of Oxford
2018	Introduction to Econometrics (MSc), Guest Lecturer, University of Oxford
	Introduction to Economics (D.Phil short course), Guest Lecturer, University of Oxford
2017-18	Energy Markets (MBA), Grader, University of Oxford
2016	Graduate Teaching Assistant, Principles of Economics, Colorado School of Mines

## ACADEMIC SEMINARS & CONFERENCE PRESENTATIONS (INCLUDING SCHEDULED)

---

2024	Harvard (HKS/Economics), London School of Economics
2023	Columbia Business School (Management), UT-Austin (Economics), International Monetary Fund, University of New Hampshire (Economics), ASSA Annual Meeting, Frontiers of Entrepreneurship Conference, Berkeley Energy Camp, Annual Congress of the International Institute of Public Finance, Harvard Climate Economics Pipeline Workshop (discussant x2), Northeast Workshop on Energy Policy and Environmental Economics (Cornell)
2022	Yale University (School of Management and Center for Business and the Environment), University of Chicago (EPIC), Northwestern University (Kellogg), UC-Berkeley (MORS), Carnegie Mellon University (Tepper School of Business and the College of Engineering, UNC-Chapel Hill (Kenan-Flagler Business School), University of Birmingham (Economics), Max Planck Innovation and Entrepreneurship Seminar, North Carolina State University, UC-Santa Barbara, Strategy, Innovation, and Entrepreneurship Workshop (Copenhagen Business School, UPF, LBS, and ESADE), University of Oxford (Economics), MIT Sloan (EFA), Frontiers of Entrepreneurship Conference, AERE Annual Conference, UC-Berkeley Energy Camp, Duke Fuqua Strategy Conference, Northeast Workshop on Energy Policy and Environmental Economics at Carnegie Mellon University (discussant), NBER Entrepreneurship and Innovation Policy and the Economy Meeting
2021	Wharton (Management), Harvard (HKS), London School of Economics, University of Calgary (Economics), University of Manchester (Economics), MIT Sustainability Lunch, MIT China Seminar, UC-Berkeley Energy Camp, IEA CERT-EGRG Meeting on Energy Innovation Policies, NBER Productivity Lunch, AIEA-NBER Conference, AERE Annual Conference, ASSA Annual Meeting (presenter and discussant), NBER Economics of Energy Innovation Conference
2020	NYU Stern (Economics of Strategy Workshop), Wharton (Environmental Economics and Finance), Boston University (Questrom, Strategy & Innovation), Exeter University (Economics), University of Vermont (Economics), LSE & Imperial College Environmental Economics Workshop, NBER Economics of Innovation in the Energy Sector Conference, CESifo Energy and Climate Conference, AERE Annual Conference, CEPR/EBRD Symposium on the Economics of Industrial Policy, Workshop on Empirical Methods in Energy Economics (ETH Zurich), NBER Conference on the Role of Innovation and Entrepreneurship in Economic Growth, NBER EEE Spring Meetings <i>Cancelled due to COVID-19:</i> Clemson (Economics), New Approaches to Sustainable and Inclusive Growth Conference (Tsinghua University), Society for Institutional & Organizational Economics Conference

2019	UC-Berkeley, MIT Sloan, Imperial College London, Georgia Institute of Technology, University of Western Ontario (Ivey Business School), Texas A&M (Bush School of Government and Public Service), University of Maryland (AREC), Louisiana State University, Brookings Institution, Toulouse School of Economics, University of Wisconsin-Madison (Applied Economics), Roundtable for Engineering Entrepreneurship Conference, Ostrom Symposium at Indiana University, 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 Annual Conference, IZA Workshop on Environment and Labor Markets
2018	Harvard (HKS), ASSA Annual Meeting, Royal Economic Society Annual Meeting, Oxford (Economics), Oxford (Nuffield), University of Kansas (Economics), WCERE
2017	AERE Annual Conference, IAEE Annual Conference, University of Sussex (SPRU), Oxford (INET), Oxford (Economics), National Renewable Energy Laboratory Seminar
2016	University of Cambridge (Judge Business School & Faculty of Economics), Oxford (Säid Business School), University of Manchester (Economics), North Carolina State University (ARE), Colorado State University (ARE), CU-Boulder (Economics), CSM (Economics), AERE Annual Conference, Front Range Environmental and Resource Economics Workshop
2015	University College London, CU-Boulder (Economics), University of Vermont (economics), AERE Annual Conference, Front Range Environmental and Resource Economics Workshop
2014	IAEE Best Student Paper Competition (finalist), CSM (Economics)

#### **OTHER (SELECT) INVITED SPEAKING ENGAGEMENTS**

---

2024	OECD workshop on “Start-ups and Scale-ups for the Twin Transition: Challenges and Policy Responses”
2023	Federal Reserve Bank of Richmond’s Technology-Enabled Disruption Conference, RFF Workshop on Tracking and Evaluation of R&D Programs at DOE, MIT Research and Development Conference, MITEI Annual Research Conference
2022	OECD Expert Workshop on Environmental Policies, Social, and Economic Outcomes, Kenan Institute Distinguished Fellows Series on Stakeholder Capitalism, OECD “microBERD” Conference on the Analysis of Support for Business Innovation, MIT Manufacturing Conference
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)
2016	Breaking Carbon Lock-in (CIFE, 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 (2022) (co-advisor) (Placements: pre-doc at Boston University, Postdoc at Paris School of Economics, and Assistant Professor at HKUST)

Sugandha Srivastav, University of Oxford DPhil (2022) (co-advisor) (First placement: postdoc at Oxford)  
Jordan Zerr, MIT, SDM Fellow (expected 2024)  
Wynn Tucker, MIT, MBA Independent Study (2021)  
Daniel Rahill, MIT, SDM Fellow (2020)

## PROFESSIONAL SERVICE

---

### Editorial

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

**Journal Refereeing:** *Review of Economic Studies*, *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*, *Economic Development and Cultural Change*

**Grant Refereeing:** Alfred P. Sloan Foundation

### Other Service

2023 Member, Scientific Committee, International Institute for Public Finance  
Session Facilitator, Rising Scholars Conference  
2022-present Co-organizer, MIT Environmental and Energy Economics Seminar  
2019-present Co-organizer, MIT TIES Seminar  
2020, 2022 Mentor, “Successfully Navigating your PhD” Mentoring Workshop, Committee on the Status of Women in the Economics Profession (CSWEP)  
2018 Co-organizer, “Clean Energy Innovation: Making the Most of R&D Investments” conference (with the Energy Policy Institute at Chicago, ClearPath, and ACCF)  
2016 Vice President, USAEE CSM Chapter  
2015-16 Founder, Women in Economics & Business Group at CSM  
2014-15 Secretary, USAEE CSM Chapter

**Memberships:** American Economic Association, Association of Environmental & Resource Economists, International Institute for Public Finance

## SELECT MEDIA MENTIONS AND INTERVIEWS

---

*The Atlantic*, “If You’re Worried About the Climate, Move Your Money,” October 13, 2023  
MIT News, “How to decarbonize the world, at scale,” November 3, 2023  
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.