

## 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 APPOINTMENTS

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

2019-present University of Oxford, Honorary Research Associate

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

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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

### PRIMARY RESEARCH INTERESTS

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Innovation economics, energy and environmental economics, strategic management, climate finance

### OTHER APPOINTMENTS AND AFFILIATIONS

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2024-present Committee Member, National Academies of Science, Engineering, and Medicine,  
“Evaluation of ARPA-E’s Mission and Goals”

2023 Scientific Committee, International Institute for Public Finance

2023-present J-PAL Economics of Decarbonization Working Group

2022-present J-PAL Invited Researcher, Science for Progress Initiative (SfPI)

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

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

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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

## PUBLISHED PAPERS

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Are Complementary Policies Substitutes? Evidence from R&D Subsidies in the UK, *American Economic Journal: Economic Policy*, conditionally accepted.

Bringing Rigour to Energy Innovation Policy Evaluation (with Cameron Hepburn and Niall Farrell), *Nature Energy*, 2020.

Information Searching in the Residential Solar PV Market (with Harrison Fell and Ben Sigrin) *The Energy Journal*, 2020, Vol. 41, No. 4.

Pass-Through as a Test for Market Power: An Application to Solar Subsidies (with Arthur van Benthem), *American Economic Journal: Applied Economics*, October 2019, Vol. 11, No. 4, p. 367-401.

Addressing the Soft Cost Challenges in U.S. Small-Scale Solar PV System Pricing (with E. O'Shaughnessy, G. Nemet, and R. Margolis), *Energy Policy*, November 2019. Vol. 134.

Encouraging Innovation that Protects Environmental Systems: Five Policy Proposals (with Cameron Hepburn and David Popp), *Review of Environmental Economics and Policy*, Winter 2018, Vol. 12, No. 1, p. 154-169

How to Make Your Post-Merger Reorg a Success (with Stephen Heidari-Robinson and Suzanne Heywood), *Harvard Business Review* [online article], 2018.

Solar Photovoltaic Self-Consumption in the UK Residential Sector: New Estimates (with Eoghan McKenna and Sarah Darby), *Energy Policy*, July 2018, Vol. 118.

Bribes, Bureaucracies, and Blackouts: Towards Understanding How Firm-Level Corrupt Behavior Impacts Electricity Reliability (with Harrison Fell), *Resource and Energy Economics*, 2017, Vol. 47, p. 36-55.

- Covered in "Research Highlights" by *Nature Energy*
- Finalist for IAEE Best Student Paper Award (2014)

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 (with D. Arent, J. Cochran, J. Logan, and O. Zinaman O), *Energy Policy*, 2016, Vol. 97.

Diffusion into new markets: Evolving customer segments in the solar photovoltaics market (with B. Sigrin and E. Drury), *Environmental Research Letters*, 2015, 10(8).

Implications of high renewable electricity penetration in the U.S. for water use, greenhouse gas emissions, land-use, and materials supply (with D. Arent, T. Mai, R. Wiser, M. Hand, S. Baldwin, G. Heath, J. Macknick, M. Bazilian, A. Schlosser, and P. Denholm), *Applied Energy*, 2014, Vol. 123.

## PUBLISHED BOOK CHAPTERS

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

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

## WORKING PAPERS

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"Innovation for Social Progress: When Imperfect Appropriability Meets Incorrect Prices"

"Can Digitalization Improve Public Services? Evidence from Innovation in Energy Management" (with Robyn Meeks and Zhenxuan Wang) [***under review***]

"Greening to Grow: Evidence from Environmental Regulation and Industrial Firm Productivity in China" (with Yangsiyu Lu) [***under review***]

"Unintended Consequences of Tech-Neutrality: Evidence from Environmental and Innovation Policy Interactions" (with Sugandha Srivastav)

"Prosumers, Real-Time Pricing, and Disentangling Inattention to (Energy) Prices from Uncertainty"

## EARLIER-STAGE RESEARCH

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

"Strategy for Social Progress: Investor Engagement, Firm Strategy, and Green Innovation"

## PERMANENT WORKING PAPER

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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.

- Abridged version published but only a subset of authors included at request of the editor. Published as 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.

## SELECT HONORS & AWARDS

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2024 Best 40-Under-40 MBA Professors, Poets & Quants

2022 Distinguished Fellow on Stakeholder Capitalism and ESG Investing, Kenan Institute of Private Enterprise

2020 Finalist, Distinguished CESifo Affiliate Award in Energy and Climate Economics

Finalist, Distinguished CESifo Affiliate Award in Public Economics

(withdrew due to CESifo rule that one can only be a finalist in one research area)

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

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- 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

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- 2022-present Climate and Energy Ventures, MIT Sloan School of Management
- 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

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*\* indicates scheduled*

- 2025 ASSA Annual Meeting\* (presenter & discussant)
- 2024 Harvard (HKS/Economics), London School of Economics, NYU Stern Economics of Strategy Workshop, NBER EEE Spring Meeting (discussant), MIT CEEPR Spring Research Workshop, University of Southern California (Economics), The Occasional Workshop in Environmental and Resource Economics\* (UCSB)
- 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/Economics), 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  
*Scheduled but cancelled due to COVID-19:* 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/Economics), 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 PRESENTATIONS

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2024	Keynote for OECD workshop on “Start-ups and Scale-ups for the Twin Transition: Challenges and Policy Responses” Evaluating the Performance of the IRA’s Clean Energy Provisions Workshop (AEA/RFF)
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 (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 AND THESIS SUPERVISION

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<b>Student</b>	<b>Program</b>	<b>Initial Placement</b>
Yangsiyu Lu	DPhil, Oxford University (2022)	Paris School of Economics, Postdoc HKUST (GZ), Assistant Professor
Sugandha Srivastav	DPhil, Oxford University (2023)	British Academy Postdoctoral Fellow Oxford University, Lecturer

### **Non-PhD Advising**

Jordan Zerr	SDM Fellow, Thesis Advisor, MIT (expected 2025)
Wynn Tucker	Independent Study Advisor, MIT (2021)
Daniel Rahill	SDM Fellow, Thesis Advisor, MIT (2020)

## SERVICE ACTIVITIES

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### **Editorial**

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

### **Journal Refereeing:**

*American Economic Review*, *Review of Economic Studies*, *American Economic Journal: Economic Policy*, *Journal of Public Economics*, *Management Science*, *Journal of Financial Economics*, *Science*, *Economic Journal*, *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, Joule, Energy Economics, Nature Energy, Energy Policy, Journal of Renewable and Sustainable Energy, Economics of Energy & Environmental Policy, WIREs Energy and Environment, Economic Development and Cultural Change*

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

### **Other Service Activities**

2019-present Co-organizer, MIT TIES Seminar  
2023 Session Facilitator, Rising Scholars Conference  
2022-2024 Co-organizer, MIT Environmental and Energy Economics 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**

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*The Washington Post*, “Investor climate activism isn’t working. Here’s what would,” February 20, 2024  
*MIT News*, “How to decarbonize the world, at scale,” November 3, 2023  
*The Atlantic*, “If You’re Worried About the Climate, Move Your Money,” October 13, 2023  
*Scientific Sense* Podcast Interview, February 2021  
*Smart Energy International*, “Challenges to evaluating energy innovation policies and how to address them,” May 13, 2020  
*Yahoo! Finance*, “MIT Sloan professor identifies key challenges and solutions for evaluating energy innovation policy,” May 12, 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 Wall Street Journal*, “How to Navigate Yet Another Office Shakeup,” Jan. 14, 2019  
The Irish Economics Podcast Interview, “Energy Economics”, 2019  
*The 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  
*The Michigan Daily*, “Forum considers fracking in Michigan,” December 3, 2012  
Governing, *Stateline*, “States Scramble to Regulate, Ban Fracking,” May 9, 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  
*Bloomberg Business*, “NJ considering ban on fracking despite little gas,” June 28, 2011  
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

## OTHER WRITING

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### Op-Ed

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

### Policy Briefs and 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.