

## JACQUELYN PLESS

### MIT SLOAN SCHOOL OF MANAGEMENT

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#### CURRENT POSITIONS

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- 2019 - Fred Kayne (1960) Career Development Professor of Entrepreneurship and Assistant Professor of Technological Innovation, Entrepreneurship, and Strategic Management, MIT Sloan School of Management
- 2019 - Faculty Affiliate, MIT Center for Energy and Environmental Policy Research
- 2019 - Honorary Research Associate, University of Oxford, Smith School of Enterprise and the Environment

#### PREVIOUS ACADEMIC POSITIONS

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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, Research Associate of OxCarre (Economics)
- Fall 2018 Harvard University, Visiting Researcher in the 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 to Arthur van Benthem

#### 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 economic

#### 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

## 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"
- "Prosumer Substitution and Disentangling Salience from Uncertainty" (with Eoghan McKenna)
- "Induced Innovation from Environmental Regulation: Evidence from China" (with Yangsiyu Lu)

## RESEARCH IN PROGRESS

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- "Innovation for Social Progress: When Imperfect Appropriability Meets Incorrect Prices" (with Sugandha Srivastav)
- "Some Causal Effects of Policy Interactions on Energy Innovation" (with Sugandha Srivastav)
- "Do Subsidies Impact Firm Innovation? Evidence from EV Manufacturing in China" (with Yangsiyu Lu)
- "R&D Subsidies and Directed Technological Change"

## CHAPTERS

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

## 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 (decision TBD)  
Finalist, Distinguished CESifo Affiliate Award in Public Economics (self-withdrew)

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 Innovation Strategy, MIT Sloan School of Management

2020 New Enterprises (with Bill Aulet), MIT Sloan School of Management

2018, 19 Lecturer, Introduction to Environmental Economics Module, 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

2015, 16 Guest Lecturer, "So, you want to 'do' econometrics?" (PhD), CSM

## ACADEMIC SEMINARS & CONFERENCE PRESENTATIONS

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\* indicates scheduled

- 2020 AERE Summer Conference\*, EAERE Summer Conference\*, CEPR/EBRD/Economics of Transition and Institutional Change Symposium on the Economics of Industrial Policy\*, NBER EEE Spring Meetings, Boston University (Questrom School of Business, Strategy & Innovation), LSE & Imperial College Workshop in Environmental Economics\*, University of Vermont (Economics), International 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:* Harvard (HEEP), Clemson University (Economics), CESifo Energy and Climate Conference, New Approaches to Sustainable and Inclusive Growth Conference (Tsinghua University), Society for Institutional & Organizational Economics (SIOE) 2020 Conference
- 2019 University of California-Berkeley (EEE), Roundtable for Engineering Entrepreneurship (REER) Conference (Georgia Tech), Ostrom Symposium at Indiana University, University of Wisconsin-Madison (Applied Economics), NBER Summer Institute (Innovation (full) and EEE (egg-timer)), Camp Resources (Asheville), 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 (Lake Tahoe), Toulouse School of Economics, IZA Workshop on Environment and Labor Markets, MIT Sloan (TIES), Imperial College London, Georgia Tech, U. of Western Ontario (Ivey Business School), LSU, UT Arlington, Texas A&M, University of Maryland (AREC), Brookings Institution
- 2018 Harvard (HEEP), ASSA (Philadelphia), Royal Economic Society (Brighton), Oxford (Economics), Oxford (Nuffield), WCERE (Gothenburg), University of Kansas (Economics)
- 2017 Oxford (Economics), AERE Summer Conference (Pittsburgh), IAEE (Singapore), 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 (Breckenridge), North Carolina State University (ARE), Colorado State University (DARE), CU-Boulder (Economics), CSM (Economics), Front Range Energy Workshop (Golden)
- 2015 AERE Summer Conference (San Diego), University College London, CU-Boulder (Economics), CU-Boulder Environmental and Resource Economics Workshop (Vail), University of Vermont (Economics), Front Range Energy Workshop (Boulder)
- 2014 IAEE Best Student Paper Competition (New York), CSM (Economics)

## OTHER SELECT SPEAKING

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- 2019 Weston Roundtable Series (University of Wisconsin-Madison), 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 (NREL)
- 2016 Breaking Carbon Lock-in (CIFF, JISEA), JISEA 2016 Annual Meeting (Golden)
- 2015 JISEA 2015 Annual Meeting (Golden)
- 2014 Synergies of Natural Gas and Renewable Energy Workshop (San Antonio), NREL
- 2013 Midwest Environmental Health Policy Summit (Des Moines)
- 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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Yangsiyu Lu, University of Oxford D.Phil (expected graduation year: 2021) (co-advisor)

Daniel Rahill, MIT, SDM Fellow (expected graduation: summer 2020) (thesis advisor)

## PROFESSIONAL ACTIVITIES

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**Refereeing:** *Journal of Financial Economics, Journal for the Association of Environmental and Resource Economics, Journal of Economics & Management Strategy, Journal of Environmental Economics and Management, Journal of Economic Behavior & Organization, Strategic Management Journal, 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*

**Memberships:** American Economic Association (AEA), Association of Environmental & Resource Economists (AERE and EAERE)

**Other:**

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, initiated discussion group  
2016 USAEE CSM Chapter, Vice President  
2014-15 USAEE CSM Chapter, Secretary

## SELECT MEDIA

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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*.

Pless J., Schiele J., 2016. “Why we should think of power grids like fisheries,” *Oxford Martin School Opinion*, University of Oxford

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. Denver, CO: NCSL.

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

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

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

Pless, J., 2012. "Fracking Fracas," *State Legislatures Magazine*. National Conference of State Legislatures. Denver, CO: NCSL.

Pless, J., 2012. "Copper Robbers," *State Legislatures Magazine*, National Conference of State Legislatures, Denver, CO: NCSL.

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

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

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

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

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

Pless, J., 2010. *Taxing Natural Gas Production*. National Conference of State Legislatures. Denver, CO: NCSL.

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