


Panayiotis (Panikos) GEORGALLIS
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ACADEMIC POSITIONS

- 2018 - **Amsterdam Business School, University of Amsterdam**
Assistant Professor of International Strategy & Management
- 2016 - 2017 **Surrey Business School, University of Surrey**
Lecturer (Assistant Professor) of Sustainable Enterprise


EDUCATION

- 2015-2016 **University of Michigan, Erb Institute for Global Sustainable Enterprise**
Dow Sustainability Postdoctoral Research Fellow.
- 2015 **HEC Paris**
PhD in Management, Strategy specialization
- Spring 2013 **Cornell University, S.C. Johnson Graduate School of Management**
Visiting Doctoral Fellow
- National Technical University of Athens**
- 2009 Master in Techno-Economic Systems
- 2006 Diploma (MEng equiv.) in Electrical and Computer Engineering

SELECTED PUBLICATIONS (full list available [here](#))



Georgallis P. & Lee, B. 2019. Toward a theory of entry in moral markets: The role of social movements and organizational identity. *Strategic Organization*, forthcoming. [



✓ Best Paper Award Finalist. GRONEN Research Conference 2018.

Georgallis P. & G. Dowell & R. Durand. 2018. Shine on me: Industry coherence and policy support for emerging industries. *Administrative Science Quarterly*. Published online, April 12. [



✓ Best Paper Award Finalist. Sustainability, Ethics & Entrepreneurship Conference 2015

✓ Featured in the [Gulf Times](#), [Organizational musings](#), [Jijtang](#) (in Chinese), the [Erb Institute](#), and [ARCS articles](#)


Durand R. & Georgallis P. 2018. Differential firm commitment to industries supported by social movement organizations. *Organization Science*, 29(1): 154-171. [; 

Georgallis P. 2017. The link between social movements and corporate social initiatives: Toward a multi-level theory. *Journal of Business Ethics*, 142(4): 735-751. [ ; ]

√ Featured in [Ideas for Leaders](#) and [Knowledge@HEC](#)

Georgallis P. & Durand R. 2017. Achieving high growth in policy-dependent industries: differences between startups and corporate-backed ventures. *Long Range Planning*, 50(4): 487-500. [ ; ]

√ Featured in [LRP's Top Social Media Articles](#) of 2017

Georgallis P. & Lee. B. 2015. Social movements and market entry: A synthesis and extension. Academy of Management Best Paper Proceedings, 1 19104. []

√ Best Conceptual Paper Award. Academy of Management ENT Division 2015

WORK IN PROGRESS

Georgallis P., J.A. Pimentel & N. Kondradenko. Not all those who wander are lost: Policy support and foreign entry in the European solar power industry. Revise & resubmit request from the *Journal of International Business Studies*.

Vedula S., Georgallis P., Sanwar S. Peer effects in the adoption of sustainability initiatives by US higher education institutions. Data analysis.

Georgallis P. The emergence and evolution of moral markets: A mixed-methods comparative analysis. Conceptual development.

Cordero, A., P. Georgallis, & W. Sine. From adoption to implementation: Renewable Portfolio Standards under fire. Theory re-development.

Georgallis P. & S. Kayser. Activist targeting and firms' commitment to environmental programs. Data collection.

Georgallis P. Civil society and international business. Conceptual development.

AWARDS, HONORS AND GRANTS

- 2018 NWO Veni Grant (Netherlands Organization for Scientific Research, €250,000)
- 2018 Best Paper Award Finalist, GRONEN Research Conference
- 2015 Best Conceptual Paper Award, ENT Division, Academy of Management
- 2015 ONE Division Best Dissertation Award Finalist, Academy of Management
- 2015 Society for Business Ethics Best Dissertation Award Finalist
- 2015 Industry Studies Association Best Dissertation Award Finalist
- 2015 Best Paper Proceedings, Academy of Management Meeting
- 2015 Best Paper Award Finalist, Sustainability, Ethics & Entrepreneurship Conference
- 2015 Sustainability, Ethics & Entrepreneurship Conference Travel Grant
- 2015-16 Erb Institute Fellowship, University of Michigan
- 2015-16 Dow Sustainability Fellowship, University of Michigan

- 2014 HEC Paris Leadership Center Grant
- 2013 HEC Foundation Mobility Scholarship for visit to Cornell University
- 2013 Alliance for Research on Corporate Sustainability Conference Travel Grant
- 2012 Strategy Research Foundation Dissertation Scholar Grant
- 2009-14 Doctoral fellowship, HEC Paris
- 2008 Global Management Challenge Simulation Final, team leader for Accenture Greece

PEER REVIEWED CONFERENCES

- 2018 Toward a theory of entry in moral markets: the role of social movements and organizational identity. INSEAD Doriot Entrepreneurship Conference, Fontainebleau France.
- 2018 A theory of firm entry in moral markets. AOM Annual Conference, Chicago USA.
- 2018 A theory of firm entry in moral markets. GRONEN Research Conference, Almeria Spain.
- 2017 Undue hospitality? Policy support and foreign investment in renewable energy. AOM Annual Conference, Atlanta GE USA.
- 2017 Shine on me: Industry coherence, social movement support, and government endorsement of the solar PV industry. Ghoshal Conference, London England.
- 2016 Shine on me: Industry coherence, social movement support, and government endorsement of the solar PV industry. GRONEN Research Conference, Hamburg Germany.
- 2015 Social movements and market entry: A synthesis and extension. AOM Annual Conference, Vancouver Canada.
- 2015 Shine on me: Industry coherence, social movement support, and government endorsement of the solar PV industry. EGOS Colloquium, Athens Greece.
- 2015 Shine on me: Industry coherence, social movement support, and government endorsement of the solar PV industry. SEE Conference, Denver CO.
- 2014 Firm growth in policy-dependent industries: the role of organizational prehistory. GRONEN Research Conference, Helsinki Finland.
- 2014 The endogeneity of regulatory institutions on new organizational populations. EURAM Annual Conference, Valencia Spain.
- 2014 The endogeneity of regulatory institutions on new organizational populations. ARCS Annual Conference, Ithaca NY.
- 2013 Rethinking the role of social movements: Inducing firms' investments in renewable energy. AOM Annual Conference, Orlando FL.
- 2013 Do social movements influence firms' production decisions? Evidence from solar cell manufacturers. AOM Annual Conference, Orlando FL.
- 2013 Do we really need government policies to go solar? Renewable Energy World Conference, Vienna Austria. [pres. By S. Unal]
- 2013 Do social movements influence firms' production decisions? Evidence from solar PV manufacturers. ARCS Annual Conference, Berkeley CA.
- 2012 The impact of practice-breaking and practice-building tactics on firms' resource commitment in solar PV. SMS Annual Conference, Prague Czech Republic.

- 2012 The environmental movement and firms' timing of entry in the solar photovoltaic industry. SMS Annual Conference, Prague Czech Republic.
- 2012 The impact of practice-breaking and practice-building tactics on firms' resource commitment in solar PV. GRONEN Research Conference, St Maximin, France.
- 2011 Social movements and firms' timing of entry in new industries. EGOS Colloquium, Gothenburg, Sweden.

INVITED TALKS AND WORKSHOPS

Invited talks

- 2018 Utrecht University, Copernicus Institute of Sustainable Development, Utrecht Netherlands.
- 2018 ESADE Business School, GRONEN Reading Group, Barcelona Spain.
- 2018 University of Oldenburg, Sustainability & Strategic Management Chair, Oldenburg Germany.
- 2017 University of Amsterdam, Amsterdam Business School, ISM Section. Amsterdam Netherlands.
- 2017 SKEMA Business School, KTO Department. Sophia Antipolis France.
- 2016 University of Tilburg, Strategy Department. Tilburg Netherlands.
- 2016 Grenoble School of Management, MTS Department. Grenoble France.
- 2015 Queen Mary University, School of Business & Management. London England.
- 2015 EM Lyon Business School, Strategy & organization Department. Lyon France.
- 2015 Erasmus University, Rotterdam School of Management. Rotterdam Netherlands.
- 2015 University of Surrey, Surrey Business School. Guildford England.
- 2015 University of Cyprus, Dept. of Business & Public Administration. Nicosia Cyprus.
- 2014 ETH Zurich, Chair of Sustainability & Technology. Zurich Switzerland.
- 2013 SRF Dissertation Scholars Panel. SMS Conference, Atlanta GA.

Campus talks

- 2016 University of Michigan, Department of Management & Organizations. Ann Arbor MI.
- 2015 University of Michigan, Department of Strategy. Ann Arbor MI.
- 2015 University of Michigan, Department of Sociology. Ann Arbor MI.
- 2013 Cornell University, S.C. Johnson Graduate School of Management. Ithaca NY.
- 2012 HEC Paris, Society & Organizations (SnO) Research Center. Paris France.

Invitations to peer-reviewed workshops

- 2016 AIDEA Summer School on Qualitative Methods. Capri Italy.
- 2015 Social Movements and the Economy Workshop. Chicago IL.
- 2015 BPS Junior Faculty Paper Development Workshop. AOM, Vancouver Canada.
- 2015 EGOS Postdoctoral and Early Career Scholars Workshop. Athens Greece.
- 2015 Strategic Entrepreneurship Journal & SEE Conference PDW. Denver CO
- 2014 SCANCOR PhD Workshop on Institutional Theory. Jerusalem Israel.
- 2013 Academy of Management OMT Doctoral Colloquium. Orlando FL.
- 2012 Oikos Young Scholars Organizations Academy. Gais Switzerland.
- 2011 Medici Summer School in Management Studies. Florence Italy.
- 2011 EGOS Doctoral Colloquium Workshop. Gothenburg Sweden.
- 2010 Ivey Sustainability Academy. London Ontario.
- 2010 International Conference on CSR Doctoral Workshop. Berlin Germany.

TEACHING

Course Coordination, Lectures, and Seminars

- √ Business Strategy and Sustainability, MSc elective, 30 students, Amsterdam Business School.
Instructor rating: 8.5/10
- √ Business Ethics, BA core, 460 students, University of Surrey.
Instructor rating: 4.4 / 5 (historically highest rating for the course)

Seminar Instructor

- √ Strategy & Organization, BA core, 220 students, Amsterdam Business School.
Instructor rating: 7.7 / 10

Guest Lecturer

- √ Economics, Business & Sustainability, BA core, 460 students, University of Surrey
- √ Leadership & Environmental Stewardship in Organizations, BA elective, University of Michigan

Thesis supervision

- √ 8 Master students, Strategy track, Amsterdam Business School
- √ 12 Master students, Strategy & International Business programs, HEC Paris

ACADEMIC SERVICE

Committees and assignments

- 2018- Communications Committee member for the AoM ONE Division (elected role)
- 2015- Faculty affiliate, Society & Organizations (SnO) Research Center, HEC Paris
- 2016 Chair, Dissertation Award Committee for AoM ONE Division
- 2013-14 Steering Committee member, GREGHEC-CNRS Research Laboratory (elected role)

Organizational roles

- 2018 Local organizer of the 13th GRONEN Reading group, Amsterdam Business School
- 2015-16 Co-organizer of the Erb Colloquium Seminar Series, University of Michigan
- 2015 Facilitator for AOM PDW 'Social Movements, Stakeholders and Non-Market Strategy'
- 2013 Co-organizer, 5th Medici Summer School in Management Studies
- 2013 Strategy track co-organizer, 2nd BPF (Business PhDs in France) PhD Camp

Journal reviewer

Ad hoc reviewer for the following journals:

- √ Academy of Management Review
- √ Administrative Science Quarterly
- √ Organization Science
- √ Organization Studies
- √ Journal of Management
- √ Journal of Management Studies
- √ Journal of Management Inquiry
- √ Academy of Management Discoveries

- ✓ Journal of Business Venturing
- ✓ Strategic Organization
- ✓ Organization & Environment
- ✓ Entrepreneurship Theory & Practice
- ✓ Journal of Business Ethics

Conference reviewer

- ✓ Academy of Management (2013-)
- ✓ SMS & SMS special conferences (2016; 2018; 2019)
- ✓ ARCS (2014-2017)
- ✓ GRONEN (2018)
- ✓ EURAM (2019)

PROFESSIONAL EXPERIENCE

2006-2009 **Accenture SA**

Business & Systems Integration Analyst at Accenture Greece. Consulted on and managed the analysis, design and development phases of large IT projects in the banking sector. Specialized in IT project delivery life-cycle.

2009 **National Technical University of Athens**

Part-time Research Associate (unpaid) at NTUA's Decision Support Systems Laboratory. Research on renewable energy markets for EU-funded FP7 programs.