Panayiotis (Panikos) GEORGALLIS
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ACADEMIC POSITIONS

Since 2023	Associate Professor of Strategy, Amsterdam Business School, University of Amsterdam.
2018 - 2023	Assistant Professor of Strategy, Amsterdam Business School, University of Amsterdam.
2016 - 2017	Lecturer of Sustainable Enterprise, Surrey Business School, University of Surrey.

EDUCATION

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

SELECTED PUBLICATIONS *[see Appendix for full list of publications]*

Bruijn, K., Georgallis P., Kourula A., Pimentel J.A, Teegen, H. (2023) MNE-Civil society interactions: A review and research agenda. *Journal of International Business Studies*, in press [🔗]

Boe-Lillegraven, S., Georgallis P., & Kolk. A. (2023) Sea change: Sensemaking, firm responses, and community resilience following climate disasters. *Journal of Management Studies*, in press. [🔗]

Georgallis P., Pimentel, JA. & Kondratenko, N. (2021) Jurisdiction shopping and foreign location choice: The role of market and nonmarket experience in the European solar energy industry. *Journal of International Business Studies*, 52: 853-877. [🔗]

Georgallis P. & Lee, B. (2020) Toward a theory of entry in moral markets: The role of social movements and organizational identity. *Strategic Organization*, 18(1): 50-74. [🔗]

Georgallis P., Dowell, G & Durand, R. (2019) Shine on me: Industry coherence and policy support for emerging industries. *Administrative Science Quarterly*, 64(3): 503-541. [🔗]

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. [🔗]

WORK IN PROGRESS *[titles condensed]*

Georgallis, P., Schifeling, T. & Lee, B. Context, movements, and moral markets.

Paviera, C., Georgallis, P. Fernandez, P., & Vaccaro, A. On informal markets.

Kourula, A., Georgallis, P. Henriques, I., & Mair, J. The role of place in sustainability.

Vedula S., Georgallis P., & Sanwar, S. Peer effects and sustainability initiatives.

Sokolova, T., Li, Y., & Georgallis, P. Audience reactions to sustainability labels.

Georgallis, P. & Lopez, L. Climate change and firm responses.

AWARDS, HONORS AND GRANTS

2023 EGOS "That's Interesting Award" Nomination (winner results pending).
ENLENS (Energy through the Lens of the SDGs) grant, co-applicant, €35,000.

2022 Amsterdam Center for European Studies (ACES) seed grant, €15,000.
ASF (A Sustainable Future) grant, co-applicant, €5,350.

2021 OMT Responsible Research Award Runner Up. Academy of Management.

2020 ASF (A Sustainable Future) grant, €10,00.
Best Sustainability Teaching Practices, ABIS Annual Colloquium.

2019 Best Reviewer Award, Strategic Management Society, Stakeholder Strategy IG.

2018 NWO Veni Grant (Netherlands Organization for Scientific Research), €250,000.
Best Paper Award Finalist, GRONEN Research Conference.

2015 Best Conceptual Paper Award, ENT Division, Academy of Management.
ONE Division Best Dissertation Award Finalist, Academy of Management.
Society for Business Ethics Best Dissertation Award Finalist.
Industry Studies Association Best Dissertation Award Finalist.
Best Paper Award Finalist, Sustainability, Ethics & Entrepreneurship Conference.

2015-16 Erb Institute Fellowship, University of Michigan.
Dow Sustainability Fellowship, University of Michigan.

2014 HEC Paris Leadership Center Grant, €6,000.

2013 HEC Foundation Mobility Scholarship for visit to Cornell University.

2012 Strategy Research Foundation Dissertation Scholar Grant (SRF), $8,600.

2009-14 Doctoral fellowship, HEC Paris.

IMPACT AND DISSEMINATION

Practitioner publications and blogs

2023. Freeze, fight, or flee? Firms' reactions to climate disasters and the consequences for community resilience. *Management Studies Insights Blog.* [🔗]

2023. In business to save the world? Which companies join moral markets. *WIP: Sociology of the economy, work and inequality.* [🔗]

2021. Do social movements improve corporate behaviors? *Rutgers Institute for Corporate Social Innovation.* [🔗]

2020. Why do companies as diverse as oil producers and retailers enter moral markets? *LSE Business Review*. [🔗] Reproduced by *QRIUS* [🔗] and *ARCS* [🔗].

Research coverage in policy reports and industry magazines

2023. Why do companies enter moral markets? *EU Research Journal.* [🔗]

2023. Foreign Direct Investment in Latin America and the Caribbean 2023. United Nations Economic Commission for Latin America and the Caribbean. [🔗]

2022. Let it shine: spotlight on the solar energy market. *EU Research Journal.* [🔗]

2018. Applying behavioral insights in policies aimed at businesses. PWC Report for the Dutch Ministry of Economic Affairs and Climate Policy. [🔗]

Other research coverage

2023. What do companies do when a storm surge hits the Randstad? *Folia.* [🔗] Dutch version [🔗]

2023. Moral markets in energy: Bridging the gap between policy, industry, and society. *Open Access Government.* [🔗]

2018. How emerging industries can secure state support? The *Gulf Times*. [🔗]

2018. Save the Planet or Grow Our Economy? Government Support of Solar Power. *Organizational musings*. [🔗] Reproduced for *Jijtang* (in Chinese). [🔗]

2017. How social movements spark corporate social responsibility initiatives. *Ideas for Leaders*. [🔗]

2016. How activists shape business and corporate strategy. *Knowledge@HEC*. [🔗]

TEACHING AND SUPERVISION

Course teaching

2024- Theory Development in Management Research. PhD in Business Administration, ABS.
New course development, coordination, lectures and workshops.

2024- Sustainability Research Seminar. MSc in Business Economics, ABS & ASE.
Co-development, lectures and workshops.

2018-… Business Strategy & Sustainability. MSc in Business Administration, ABS.
Coordination, lectures, and workshops.
21 lecture/workshop groups over five years, total of ~500 students.
Student ratings typically between 8.3 and 9.6 [median for reference courses is 7.8/10].

2018 Strategy & Organization. BA in Business Administration, ABS.
Tutorials' instructor.
3 tutorial groups, total of ~90 students.
Student rating: 7.7/10 [median for reference courses is 7.6/10].

2017 Business Ethics. BA in Business Administration, University of Surrey.
Coordination, lectures, and workshops.
2 lecture and 8 workshop groups, total of ~460 students.
Student rating: 4.4/5 [historically highest rating for the course].

Guest Lecturer

2022 Sustainability. PhD course, Baruch College, City University of New York.

2019 Business & Society. Research Master course, ABS & VU Amsterdam.

2016 Economics, Business & Sustainability. BA course, University of Surrey.

2016 Leadership & Environmental Stewardship in Organizations. BA course, University of Michigan.

Program management

2022 Co-developer: cross-school Sustainability track, MSc in Business Economics.

Qualifications

2019 University Teaching Qualification (Basiskwalificatie Onderwijs or BKO).

PhD committees and supervision

2020-… PhD supervisor of Kayleigh Bruijn, University of Amsterdam.

2024 Committee member for PhD thesis of Václav Ocelík, University of Amsterdam.

2024 External examiner for PhD thesis of Mercedes Gil-Lamata, University of Zaragoza, Spain .

2023 Host of visiting doctoral student (6-month stay) Lucas Lopez Manuel, University of Vigo, Spain.

2021 Committee member (Vocal) for PhD thesis of Manuel Bueno, University of Granada, Spain.

2021 External examiner for PhD thesis of Michael Gatumu, La Trobe University, Australia.

Other supervision

2018-… Master theses' supervision (20), strategy track & sustainability track students.

2015-16 Undergraduate RA supervision (4), UROP program, University of Michigan.

2012-14 Master theses' supervision (12), strategy and international Business programs, HEC Paris.

INVITED TALKS AND WORKSHOPS

Invited speaker/panelist

2024 Sustainability in Management Education. PRME Champions Meeting, Madrid, ES.
Navigating Grants, Impact, and Valorization in Dutch Academia. JASEIN network. Utrecht, NL.

2023 Publishing organization & environment research: AOM ONE Doctoral Consortium. Boston MA.
Ivey/ARCS PhD Sustainability Academy invited panelist & faculty mentor. Online.

2022 Alternative career paths: Post-doc. AOM STR Division. Online [available on youtube].
Teaching with case-based debates. GRONEN PDW on Sustainability Teaching. Amsterdam, NL.
Navigating the job market. GRONEN Doctoral Consortium. Amsterdam, NL.

2021 Academy of International Business webinar on green energy. Online [available on youtube].
Panelist, Social Movements, Markets & Commons workshop. Online [available on youtube].
Publishing from your dissertation. AOM ONE Division Doctoral Workshop. Online.

Invited seminar presentations

2023 SKEMA Business School, Centre for Sustainability Studies. Paris, France.

2022 Climate Change and Voluntary Sector Virtual Seminar Series. Online.

2021 HEC Paris, Society & Organizations Research Day. Paris, France.
University of Groningen, Faculty of Economics and Business. Groningen, Netherlands.

Utrecht University School of Economics, Entrepreneurship section. Utrecht, Netherlands.

2020 King's College London, Strategy, Intl. Management and Entrepreneurship group. Online.

2019 UC Louvain, Louvain School of Management. Louvain-la-Neuve, Belgium.
University of Amsterdam, Amsterdam Center for European Studies. Amsterdam, Netherlands.

2018 ESADE Business School, GRONEN Reading Group. Barcelona, Spain.
Utrecht University, Copernicus Institute of Sustainable Development. Utrecht, Netherlands.
University of Oldenburg, Sustainability & Strategic Management Chair. Oldenburg, Germany.

2017 University of Amsterdam, Amsterdam Business School, ISM Section. Amsterdam, Netherlands.
SKEMA Business School, KTO Department. Sophia Antipolis, France.

2016 University of Tilburg, Strategy Department. Tilburg, Netherlands.
Grenoble School of Management, MTS Department. Grenoble, France.
University of Michigan, Department of Management & Organizations. Ann Arbor MI, USA.

2015 Queen Mary University, School of Business & Management. London, England.
EM Lyon Business School, Strategy & organization Department. Lyon, France.
Erasmus University, Rotterdam School of Management. Rotterdam, Netherlands.
University of Surrey, Surrey Business School. Guildford, England.
University of Michigan, Department of Strategy. Ann Arbor MI, USA.
University of Michigan, Department of Sociology. Ann Arbor MI, USA.
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, USA.
Cornell University, S.C. Johnson Graduate School of Management. Ithaca NY, USA.

2012 HEC Paris, Society & Organizations Research Center. Paris, France.

Invitations to (peer-reviewed) workshops

2024 Sustainable Markets and Innovation, Munich, Germany.

2021 International QCA Paper Development Workshop, Zurich, Switzerland (held online).

2019 Witten/Herdecke workshop moral critique in and around markets, Witten, Germany.
AOM SIM-ONE Junior faculty consortium, Boston MA, USA.

2016 AIDEA Summer School on Qualitative Methods. Capri, Italy.

2015 Social Movements and the Economy Workshop. Chicago IL, USA.
BPS Junior Faculty Paper Development Workshop. AOM, Vancouver, Canada.
EGOS Postdoctoral and Early Career Scholars Workshop. Athens, Greece.
SEE Conference and Strategic Entrepreneurship Journal PDW. Denver CO, USA.

2014 SCANCOR PhD Workshop on Institutional Theory. Jerusalem, Israel.

2013 Academy of Management OMT Doctoral Colloquium. Orlando FL, USA.

2012 Oikos Young Scholars Organizations Academy. Gais, Switzerland.

2011 Medici Summer School in Management Studies. Florence, Italy.
EGOS Doctoral Colloquium Workshop. Gothenburg, Sweden.

2010 Ivey Sustainability Academy. London, Ontario.
International Conference on CSR Doctoral Workshop. Berlin, Germany.

ACADEMIC SERVICE

Editorial and reviewing roles

Editorial review board (since 2020), *Organization & Environment*.

Special issue editor: The role of place in sustainability, *Organization & Environment* [ ].

Journal reviewer: *Administrative Science Quarterly*; *Organization Science*; *Academy of Management Journal*; *Academy of Management Review*; *Strategic Management Journal*; *Management Science*; *Journal of International Business Studies*; *Organization Studies*; *Journal of Management*; *Journal of Management Studies*; *Strategic Organization*; *Academy of Management Discoveries*; *Journal of Business Venturing*; *Business & Society*; *Journal of Management Inquiry*; *Entrepreneurship Theory & Practice*; *Industrial and Corporate Change*; *Journal of World Business*; *Journal of Business Ethics; Business Ethics Quarterly; Climate Policy*.

Conference reviewer: Academy of Management (2013-2021) ; SMS & SMS special conferences (2016; 2018-2021, 2023) ; ARCS (2014-2017; 2020) ; GRONEN (since 2018) ; EURAM (2019); ACR-AP (2024).

Organizational roles

2023 Convenor, EGOS sub-theme on the Outcomes of Social Movements. Cagliari, Italy.
Co-organizer, PDW on New trends in Strategy, IB and Innovation, Amsterdam Business School.

2022 Chair of organizing Committee, GRONEN Research Conference, Amsterdam.
Convenor, EGOS sub-theme on Markets for Sustainability.
Co-organizer, PDW on Moral markets in Context, GRONEN 2022 conference.

2021-… Seminar series coordinator, Strategy & International Business Section, ABS.

2021 Convenor, EGOS sub-theme on Moral Markets.
Co-organizer, PDW Demystifying the Academic Job Market, Amsterdam Business School.

2018 Local organizer, 13th GRONEN Reading group, Amsterdam Business School.

2015-16 Co-organizer, Erb Colloquium Seminar Series, University of Michigan.

2013 Co-organizer, 5th Medici Summer School in Management Studies.
Strategy track co-organizer, 2nd BPF (Business PhDs in France) PhD Camp.

Committees and other service

2025 Scientific Committee, 41st EGOS Colloquium.

2023 Dissertation Award Committee, AOM ONE Division.
Discussant, AOM PDW on Social Movements, Stakeholders and Non-Market Strategy.
Faculty mentor, ONE Doctoral Consortium, AOM ONE Division.

2023-… Research Advisor, Strategy & International Business Section.

2022-… Steering Committee, Seminars on Environmental Economics & Management of Sustainability.

2022 Faculty mentor, OMT Meetups, AOM OMT Division.
Faculty mentor, ONE Doctoral Consortium, AOM ONE Division.
Faculty affiliate, Changing Business for Good Conference, University of Amsterdam.

2021 Hiring Committee, Strategy, ABS.

2020 Scientific Committee, GRONEN Research Conference.
Session chair, GRONEN Conference, Session on Field Formation & Governance.

2019-… Core member of the GRONEN Reading Group.

2019-22 Advisory Board member, A Sustainable Future, ABS.

2019 Faculty mentor, AOM ONE Division Doctoral Consortium.

Scientific Committee, Business & Society Research Seminar 2019, VU Amsterdam.
Discussant, AOM PDW on Industry Emergence.

2018-21 Communications Committee member, AOM ONE Division (elected role).

2016 Chair, Dissertation Award Committee, AOM ONE Division.

2015-16 Mentor for Undergraduate Research Opportunity Program, University of Michigan.

2015-… Faculty affiliate, Society & Organizations (SnO) Research Center, HEC Paris.

2015 Facilitator, AOM PDW on Social Movements, Stakeholders and Non-Market Strategy.

2013 Steering Committee, GREGHEC-CNRS Research Laboratory (elected role).

PEER REVIEWED CONFERENCES

2023 Sea change? Sensemaking, Firm Reactions and Community Resilience Following Climate Disasters. EGOS Colloquium. Cagliari.

Rarely pure and never simple: The influence of social movements on moral markets. EGOS Colloquium. Cagliari.

2022 Rarely pure and never simple: The influence of social movements on moral markets. Changing Business For Good Conference. Amsterdam.

Rarely pure and never simple: The influence of social movements on moral markets. SMS Annual Conference. London.

2021 Sustainable entrepreneurship under market uncertainty: Opportunities, Challenges, and Impact. AOM Annual Conference. Online.

A tale of two cities: Firm reactions and the future of cities grappling with climate change. AOM Annual Conference. Online.

Oceans apart? Building interdisciplinary bridges for grasping societal adaptation. EGOS Colloquium. Online.

2020 Teaching sustainability using case-based debates. ABIS Annual Colloquium. Online.

2020 Fight, flee, or freeze: How firms' sensemaking may shape the future of cities grappling with climate change. GRONEN Research Conference. Online.

2019 Toward a theory of entry in moral markets: the role of social movements and organizational identity. EURAM Annual Conference. Lisbon, Portugal.

2018 Toward a theory of entry in moral markets: the role of social movements and organizational identity. INSEAD Doriot Entrepreneurship Conference. Fontainebleau, France.

A theory of firm entry in moral markets. AOM Annual Conference. Chicago IL, USA.

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.

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.

Industry coherence, social movement support, and government endorsement of solar PV. EGOS Colloquium. Athens, Greece.

Industry coherence, social movement support, and government endorsement of solar PV. Strategy, Ethics & Entrepreneurship Conference. Denver CO, USA.

2014 Firm growth in policy-dependent industries: the role of organizational prehistory. GRONEN Research Conference. Helsinki, Finland.

The endogeneity of regulatory institutions on new organizational populations. EURAM Annual Conference. Valencia, Spain.

The endogeneity of regulatory institutions on new organizational populations. ARCS Annual Conference. Ithaca NY, USA.

2013 Rethinking the role of social movements: Inducing firms' investments in renewable energy. AOM Annual Conference. Orlando FL, USA.

Do social movements influence firms' production decisions? Evidence from solar cell manufacturers. AOM Annual Conference. Orlando FL, USA.

Do social movements influence firms' production decisions? Evidence from solar PV manufacturers. ARCS Annual Conference. Berkeley CA, USA.

2012 The impact of practice-breaking and practice-building tactics on firms' resource commitment in solar PV. SMS Annual Conference. Prague, Czech Republic.

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.

OTHER PROFESSIONAL EXPERIENCE

2006-09 **Accenture SA, Business & Systems Integration Analyst**
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.

APPENDIX: FULL LIST OF PUBLICATIONS

Journal publications

Bruijn, K., Georgallis P., Kourula A., Pimentel J.A, Teegen, H. (2023) MNE-Civil society interactions: A review and research agenda. *Journal of International Business Studies*, in press [🔗]

Boe-Lillegraven, S., Georgallis P., & Kolk. A. (2023) Sea change: Sensemaking, firm responses, and community resilience following climate disasters. *Journal of Management Studies*, in press. [🔗]

Georgallis, P. & Bruijn, K. (2022) Sustainability teaching using case-based debates. *Journal of International Education in Business*, 15 (1), 147-163. [🔗]

Bueno, M., Delgado Marquez, B. & Georgallis, P., & Aragon Correa, A. (2022) How do shareholders influence international firms' environmental strategies? The differential impact of strategic and financial investors. *Long Range Planning*, 55(6). [🔗]

Georgallis P., Pimentel, JA. & Kondratenko, N. (2021) Jurisdiction shopping and foreign location choice: The role of market and nonmarket experience in the European solar energy industry. *Journal of International Business Studies*, 52: 853-877. [🔗]

Georgallis P. & Lee, B. (2020) Toward a theory of entry in moral markets: The role of social movements and organizational identity. *Strategic Organization*, 18(1): 50-74. [🔗]

Georgallis P., Dowell, G & Durand, R. (2019) Shine on me: Industry coherence and policy support for emerging industries. *Administrative Science Quarterly*, 64(3): 503-541. [🔗]

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. [🔗]

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. [🔗]

Flamos, A, Georgallis, P, Doukas, H & Psarras, J. (2011). Using biomass to achieve European Union Energy Targets—A review of biomass status, potential, and supporting policies. *International Journal of Green Energy* 8 (4), 411-428.

Flamos, A, Georgallis, P, Doukas, H & Karacosta, C. (2011). Hydro energy: techno-economic and social aspects within new climate regime. *International Journal of Renewable Energy Technology* 2 (1), 32-52.

Flamos, A, Georgallis, P & Psarras, J. (2010). Bioenergy options in the industrialized and developing world and opportunities for the clean development mechanism. *International Journal of Green Energy*, 7 (6), 647-661.

Flamos, A, Georgallis, P, Doukas, H & Psarras, J. (2009). Policy oriented review for photovoltaics introduction in the EU. *International Journal of Renewable Energy Technology*, 1 (1), 64-80.

Book chapters and conference best paper proceedings

Lee, B., Georgallis, P. & Struben, J. (2022) Sustainable entrepreneurship under market uncertainty. Opportunities, challenges, and impact. *The Business of Sustainability: The Organization, Implementation, and Practice of Sustainable Growth*. Eds. George, G., Joshi, H., Haas, M., McGahan, A. and Tracy, P. Edward Elgar Publishing. [🔗]

Boe-Lillegraven, S., Georgallis, . & Kolk, A (2021). A tale of two cities: How firms' reactions may shape societal adaptation following climate disasters. *Academy of Management Best Paper Proceedings* 2021 (1), 14611.

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

Kateros, D., Georgallis, P, Katsigiannis, C, Prezerakos, G, Venieris, I. (2007). An Algorithm for the Frequency Assignment Problem in the case of DVB-T Allotments. *International Conference on Large-Scale Scientific Computing*, 561-568***.***