Panikos GEORGALLIS

Amsterdam Business School, University of Amsterdam| p.georgallis@uva.nl

ACADEMIC POSITIONS

University of Amsterdam, Amsterdam Business School

- Associate Professor of Strategy |Since 2023
  [Medical leave in 2025-26: equivalent of 9 months of research time]
- Assistant Professor of Strategy | 2018-2023

University of Surrey, Surrey Business School

- Lecturer (Assistant Professor) of Sustainable Enterprise |2016 - 2017

EDUCATION

2015-16 Postdoctoral Research Fellow, Erb Institute, University of Michigan

2015 PhD in Management, Strategy specialization, HEC Paris
(Visiting Doctoral Fellow at Cornell University during spring 2013*)*

2009 Master in Techno-Economic Systems, National Technical University of Athens (NTUA)

2006 Diploma (MEng equiv.) in Electrical and Computer Engineering, NTUA

JOURNAL PUBLICATIONS

Research on social movements, firms, and markets

Bruijn, K., Georgallis P., Kourula A., Pimentel J.A, Teegen, H. (2024) MNE-Civil society interactions: A review and research agenda. ***Journal of International Business Studies***, 55: 136-156 [🔗]

- √ Featured in LSE Business Review, Social Science Space, & The Horizons Tracker

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. [🔗]

- √ Winner of the SO! WHAT award for scholarly contribution, Strategic Organization
- √ Finalist for the Best Paper Award, GRONEN Research Conference 2018
- √ Winner of the Best Conceptual Paper Award, ENT Division, AOM 2015
- √ Featured in LSE Business Review, the Work In Progress blog, & Business & Management Ink

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

- √ Featured in *Le Point* (in French) and Knowledge@HEC

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, Knowledge@HEC, & RealizedWorth

Research on public policy and firm strategy

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

- √ Best Paper Award Finalist. Sustainability, Ethics & Entrepreneurship Conference 2015
- √ Featured in the Gulf Times, Jijtang (in Chinese), Organizational musings, the ASQ blog, the Erb Institute, and ARCS articles

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. [🔗]

Research on organizations and the natural environment

Kourula, A., Georgallis, P., Henriques, I., & Mair, J. (2024). Introduction to the special issue on the role of place in sustainability: Key trends and agenda for future research. ***Organization & Environment***, 37(3), 363-375. [🔗]

Boe-Lillegraven, S., Georgallis P., & Kolk. A. (2024) Sea change: Sensemaking, firm responses, and community resilience following climate disasters. ***Journal of Management Studies***, 61(7): 3021-3051. [🔗]

- √ Runner up for the OMT Responsible Research Award. OMT Division, AOM 2021
- √ Nominated for the EGOS "That's Interesting" Award. EGOS 2023
- √ Featured in Research to Action, the Management Studies Insights blog, & Folia

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). [🔗]

SELECTED ONGOING WORK

Georgallis, P., Schifeling, T. & Lee, B. [Title withheld for confidentiality: paper on movements and industry emergence]. *Under second round review at* ***Strategic Management Journal****.*

- √ Runner up for the OMT Best International Paper Award. AOM 2025

Song, H., Georgallis, P., Jia, M., Xiang, Y., & Du, Y. Out of scope? The spillover effect of environmental penalties on firms' carbon performance. *Preparing for submission.*

Lee, B., Georgallis, P. & B. Reschke. From symbolic to consequential: role enactment and brokering in a new market category. *Finalizing first draft.*

Lanzetti, A. & Georgallis, P. Social evaluations during industry emergence; evidence from carbon capture technology. *Data collection.*

Georgallis, P. Social movements tactics in markets. *Data collection.*

AWARDS AND RECOGNITIONS

2025 **SO! WHAT award for scholarly contribution**
Awarded by *Strategic Organization* for the best paper published in the journal five years earlier.

2025 **OMT Best International Paper Award Runner Up**
Academy of Management Conference, OMT Division

2025 **Best Paper Proceedings**
Academy of Management Conference

2023 **"That's Interesting Award" Nomination**
EGOS Colloquium

2021 **OMT Responsible Research Award Runner Up**
Academy of Management Conference, OMT Division

2021 **Best Paper Proceedings**
Academy of Management Conference

2020 **Best Sustainability Teaching Practices**
ABIS Annual Colloquium

2019 **Best Reviewer Award**
Strategic Management Society, Stakeholder Strategy Interest Group

2018 **Best Paper Award Finalist**
GRONEN Research Conference

2015 **Best Conceptual Paper Award**
Academy of Management Conference, ENT Division

2015 **Best Paper Award Finalist**
Sustainability, Ethics & Entrepreneurship Conference

2015 **Best Paper Proceedings**
Academy of Management Conference

2015 **Best Dissertation Award Finalist**
Academy of Management, ONE Division
Society for Business Ethics
Industry Studies Association

GRANTS AND FELLOWSHIPS

2024 **Sustainable Prosperity seed grant** (lead applicant). €39,250
University of Amsterdam, inter-faculty grant

2023 **ENLENS grant** (co-applicant). €35,000
University of Amsterdam, inter-faculty grant on Energy through the Lens of the SDGs

2022 **ACES seed grant**. €15,000
University of Amsterdam, inter-faculty grant by Amsterdam Center for European Studies

2020 **A Sustainable Future grant**. €10,00
University of Amsterdam, faculty of Economics & Business

2018 **NWO Veni grant**. €250,000
Dutch Organization for Scientific Research (NWO) Talent Program

2015-16 **Erb Institute Fellowship & Dow Sustainability Fellowship**
University of Michigan

2014 **Leadership Center grant**. €6,000
HEC Paris

2012 **SRF Dissertation Scholar grant**. $8,600
Strategy Research Foundation

2009-14 **Doctoral fellowship**
HEC Paris

OTHER PUBLICATIONS *[book chapters, best paper proceedings, specialist journals]*

Georgallis, P., Schifeling, T. & B., Lee (2025) Assembling the market puzzle: Social movements, opportunity configurations, and market formation. ***Academy of Management Best Paper Proceedings*** 2025.

Latimer, J. & Georgallis, P. (*forthcoming in 2025)*. Fueling sustainable aviation: a cross-country policy analysis. ***Advances in Sustainable Energy Systems, Storage, and Conservation.*** Ed. Pong, P. *Springer Nature.*

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. [🔗]

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

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.

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.

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***.***

INVITED TALKS AND WORKSHOPS

Invited speaker/panelist

2026 Invited speaker. Building an academic career. Entrepreneurship Unit. Aalto Business School. Helsinki, FI.

2025 Invited panelist. Publishing organization and environment research. AOM ONE Doctoral Consortium. Copenhagen DK. *(cancelled due to health reasons)*

Invited panelist. Reconceptualizing cooperative strategy in the era of social movements—A firm perspective. AOM PDW, Copenhagen, DK. *(cancelled due to health reasons)*

Invited panelist. Balancing sustainability, security, and equity: Navigating extreme threats in the energy transition. AOM PDW, Copenhagen, DK. *(cancelled due to health reasons)*

2024 Keynote. Workshop on the evolution of sustainable markets and innovation. Munich, DE.

Invited panelist. Environmental sustainability and international business research: opportunities and challenges. AOM PDW, Chicago IL, USA.

Invited panelist. Publishing organization and environment research, AOM ONE Doctoral Consortium. Chicago IL.

Invited panelist. Sustainability in management education. PRME Champions Meeting. Madrid, ES.

Invited panelist. Navigating grants, impact, and valorization in Dutch academia. JASEIN gnetwork. Utrecht, NL.

2023 Invited panelist. Publishing organization and environment research. AOM ONE Doctoral Consortium. Boston MA.

Invited panelist and faculty mentor. Ivey/ARCS PhD Sustainability Academy. Online.

2022 Invited panelist. Alternative career paths: Post-doc. AOM STR Division. Online [available on youtube].

Invited panelist. Teaching with case-based debates. Sustainability Teaching GRONEN PDW. Amsterdam, NL.

Invited speaker. Navigating the job market. GRONEN Doctoral Consortium. Amsterdam, NL.

2021 Invited panelist. Academy of International Business webinar: How do MNEs engage with policies aimed at promoting green energy. Online [available on youtube].

Invited panelist. Workshop on social movements, markets, and a commons-based approach to the digital world. ESADE Institute for Social Innovation. Online [available on youtube].

Invited panelist. Publishing from your dissertation. AOM ONE Doctoral Consortium. Online.

2012. SRF Dissertation Scholars Panel. SMS Conference, Atlanta GA, USA

Invited seminar presentations

2026 (scheduled) IESEG School of Management, Dept of Management & Society. Lille, FR
ESSEC Business School. Sustainability. Paris, FR

2025 Rotterdam School of Management. Strategy & Entrepreneurship Dep. Rotterdam, NL

2024 EM Lyon Business School, STORM Research Group. Lyon, FR
University of Surrey, Surrey Business School. Surrey, UK

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

2022 Climate Change and Voluntary Sector Virtual Seminar Series. Online

2021 HEC Paris, Society & Organizations Research Day. Online
University of Groningen, Faculty of Economics and Business. Online
Utrecht University School of Economics, Entrepreneurship section. Online

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

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

2018 ESADE Business School, GRONEN Reading Group. Barcelona, ES
Utrecht University, Copernicus Institute of Sustainable Development. Utrecht, NL
University of Oldenburg, Sustainability & Strategic Management Chair. Oldenburg, DE

2017 University of Amsterdam, Amsterdam Business School, ISM Section. Amsterdam, NL
SKEMA Business School, KTO Department. Sophia Antipolis, FR

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

2015 Queen Mary University, School of Business & Management. London, UK
EM Lyon Business School, Strategy & organization Department. Lyon, FR
Erasmus University, Rotterdam School of Management. Rotterdam, NL
University of Surrey, Surrey Business School. Guildford, UK
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, CY

2014 ETH Zurich, Chair of Sustainability & Technology. Zurich, CH

2013 Cornell University, S.C. Johnson Graduate School of Management. Ithaca NY, USA

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

Invitations to (peer-reviewed) workshops

2026 SnO Research Day, HEC Paris, FR

2023 Qualitative Comparative Analysis PDW, AOM, Boston MA, USA

2021 International QCA Paper Development Workshop, Zurich + online

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

2016 AIDEA Summer School on Qualitative Methods. Capri, IT

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

2014 SCANCOR PhD Workshop on Institutional Theory. Jerusalem, IL

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

2012 Oikos Young Scholars Organizations Academy. Gais, CH

2011 Medici Summer School in Management Studies. Florence, IT
EGOS Doctoral Colloquium Workshop. Gothenburg, SE

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

TEACHING AND SUPERVISION

Course teaching

2024 -… Theory Development in Management Research | PhD in Business Administration, UvA
Course development, coordination, lectures and workshops
Student ratings typically 5/5

2018 -… Business Strategy & Sustainability | MSc in Business Administration, UvA
Coordination, lectures, and workshops. >20 groups over seven years
Student ratings typically between 8.6 and 9.6 [median for reference courses: 7.8/10]

2024 Sustainability | MSc in Business Economics, UvA
Co-development, lectures and workshops.
Student rating: 10/10.

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

2017 Business Ethics | BA in Business Administration, University of Surrey
Coordination, lectures, and workshops. Total of ~460 students
Student rating: 4.4/5 [historically highest rating for the course]

Guest Lecturer

2024-25 Sustainability | PhD course, Amsterdam Business School, UvA

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

2019 Business & Society | Research Master course, UvA & VU Amsterdam

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

Program management

Co-developer: cross-school Sustainability track, MSc in Business Economics, 2023.

PhD committees and supervision

PhD committee or opponent for Kayleigh Bruijn (UvA), Václav Ocelík (UvA), Cris Trejos Taborda (EM Lyon), Yeon Kyu Lee (Aalto), Manuel Bueno (University of Granada, Spain), and Andrea Lanzetti (UvA, ongoing).

Visiting PhD host for Lucas Lopez Manuel (University of Vigo, Spain) and Hao-Jing Song (Northwestern Polytechnical University, China).

External referee for PhD theses of Mercedes Gil-Lamata (University of Zaragoza, Spain) and Maria Ruiz Castillo (University of Granada, Spain).

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

Masters and undergraduate student supervision

Master theses' supervision (>30) in various programs: Strategy track (UvA), Sustainability track (UvA); and Strategy and International Business students (HEC Paris).

Undergraduate research supervision (4), University of Michigan.

ACADEMIC SERVICE

Editorial and reviewing roles

Editorial review board: *Administrative Science Quarterly* and *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*; *Journal of International Business Studies*; *Management Science*; *Organization Studies*; *Journal of Management Studies*; *Strategic Organization*; *Journal of Management*; *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 for various conferences, e.g. AOM, SMS, ARCS GRONEN, EURAM

Internal service and organizational roles

2024 -… Works Council of the Faculty of Economics & Business | University of Amsterdam (UvA)

2023 -25 Research Advisor, Strategy & International Business Section |ABS, UvA
(organizing internal workshops, research benchmarking, advising on PhD program)

2021-24 Seminar series coordinator, Strategy & IB Section | ABS, UvA

2024 Co-organizer, Academic Job Market Workshop | ABS, UvA

2022-24 Steering Committee, Seminars on Environmental Economics & Management of Sustainability |Faculty of Economics & Business | University of Amsterdam

2023 Co-organizer, PDW on New trends in Strategy, IB and Innovation | ABS, UvA

2019-22 Advisory Board member, A Sustainable Future | Faculty of Economics & Business | UvA

2022 Faculty affiliate, Changing Business for Good Conference | UvA

2021 Faculty recruitment committee, Strategy | ABS, UvA
Co-organizer, PDW on the Academic Job Market | ABS, UvA

2015-16 Seminar series -co-organizer | Erb Institute | University of Michigan
Mentor for Undergraduate Research Opportunity Program | University of Michigan

2013 Steering Committee, GREGHEC-CNRS Research Laboratory (elected role) | HEC Paris

External service and organizational roles

2026 -… GRONEN workshop team, GRONEN

2019 -… Core member of the GRONEN Reading Group

2025 Scientific Committee, 41st EGOS Colloquium
Faculty mentor, OMT Meetups, AOM OMT Division

2024 Co-organizer. PDW Addressing Societal Challenges via moralized markets. GRONEN Conference
Faculty mentor, OMT Meetups, AOM OMT Division
Discussant, AOM PDW Social Movements, Stakeholders & Non-Market Strategy

2023 Convenor, EGOS sub-theme on the Outcomes of Social Movements

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

2022 Conference organizer and Chair, GRONEN Research Conference

2022 Convenor, EGOS sub-theme on Markets for Sustainability
Co-organizer, PDW on Moral markets in Context, GRONEN conference
Faculty mentor, OMT Meetups, AOM OMT Division
Faculty mentor, ONE Doctoral Consortium, AOM ONE Division

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

2021 Convenor, EGOS sub-theme on Moral Markets

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

2019 Faculty mentor, AOM ONE Division Doctoral Consortium
Discussant, AOM PDW on Industry Emergence
Scientific Committee, Business & Society Research Seminar

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

2016 Chair, Dissertation Award Committee, AOM ONE Division

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

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

IMPACT AND DISSEMINATION

Practitioner publications and blogs

2025. How can communities bounce back from climate disasters? Policymakers must consider how companies' reactions matter. *Research to Action*. [🔗]

2024. Interactions between multinationals and civil society matter. *LSE Business Review*. [🔗]

2024. The role of place in sustainability. *Business and Management Ink*. [🔗]

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 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

2024. Redefining CSR: From programs to movements through transformative learning theory *Realized Worth.* [🔗]

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.* [🔗]

2020. Comment les ONG influencent la stratégie des entreprises. *Le Point* (in French). [🔗]

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*. [🔗]

RESEARCH CENTER AFFILIATIONS

2025 -… **Research Fellow, Tinbergen Institute**
UvA, VU & Erasmus

2023 -… **Research Associate, UvA Sustainability Platform**
University of Amsterdam

2022 -… **Research Affiliate, Amsterdam Center for European Studies**
University of Amsterdam

2015 -… **Affiliate Faculty, Sustainability & Organizations Research Center**
HEC Paris

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.