

## **MAGALI (MAGGIE) DELMAS**

Professor of Management  
Faculty Director, UCLA Center for Impact  
Center for Corporate Environmental Performance  
UCLA Institute of the Environment and Sustainability & UCLA Anderson School of Management  
Email: [delmas@ucla.edu](mailto:delmas@ucla.edu)

### **EMPLOYMENT**

July 1, 2010-	Professor of Management, UCLA
2008-2010	Associate Professor of Management, UCLA
2007-2008	Visiting Associate Professor, UCLA
2006-2008	Associate Professor of Management, University of California, Santa Barbara
1998–2006	Assistant Professor of Management, University of California, Santa Barbara
2002-2003	Visiting Assistant Professor, Stanford Graduate School of Business, Stanford University
1996–1998	Economic Advisor to the Director General of DG Industry at the European Commission in Brussels
1995–1996	Consultant, CM International, Paris
1991-1993	Corporate Strategy at Framatome, French Engineering

### **EDUCATION**

Ph.D.	Business Economics and Strategy, H.E.C. Graduate School of Management, Paris, 1996
-------	--

### **RESEARCH**

Standing at the crossroads of policy, economics and management, I seek to understand the effectiveness of information strategies to promote corporate sustainability.

## WORK IN PROGRESS

1. Clark, K., Delmas, M., & Timmer, T. 2023. Corporate Sustainability Disclosure for Impact. Revise & Resubmit.
2. Clark, K., Delmas, M., Minor, D., & Timmer. The Uncertainty of Corporate Sustainability Metrics. Revise & Resubmit.
3. Timmer, T., Boiral, ., Corbett, C. 2023. Building on sand? Justifications and limitations of third-party ESG measures in the business literature. Under Review.
4. Delmas, M., Giottonini, P. Teenagers as Energy Conservation Stewards: The Dial Down Challenge. Under Review.
5. Delmas, M., Giottonini, P., & Yock, Y. 2022. Health in Homes: A Comprehensive Analysis of Indoor, Outdoor, and Behavioral Factors.
6. Barnosky, E., Delmas, M., & Huysentruyt, M. The Circular Economy: Motivating Recycling Behavior for a More Effective System.

## PUBLISHED ARTICLES

1. Burbano, V., De Cobo, M & Delmas, M. 2023. The Past and the Future of Corporate Sustainability Research. Forthcoming *Organization & Environment*.
2. Chuang, Y., Delmas, M.A. & Pincetl, S. 2022. Are Residential Energy Efficiency Programs Effective? An Empirical Analysis in Southern California. *Journal of the Association of Environmental and Resource Economists*.
3. Delmas, M.A. & Gergaud, O. 2021. Sustainable Practices and Wine Quality: Is there value in Certification? *Ecological Economics*.
4. Bogard, J. E., Delmas, M. A., Goldstein, N. J., & Vezich, I. S. 2020. Target, distance, and valence: Unpacking the effects of normative feedback. *Organizational Behavior and Human Decision Processes*, 161, 61-73.
5. Delmas, M. A., & Kohli, A. 2020. Can Apps Make Air Pollution Visible: Learning about health impacts through engagement with air quality information. *Journal of Business Ethics*, 161(2), 279-302.
6. Delmas, M. A., Lyon, T. P., & Maxwell, J. W. 2019. Understanding the role of the corporation in sustainability transitions. *Organization & Environment*, 32(2): 87-97.
7. Delmas M. A. & Kohli, A. 2019. Engagement with Air Quality Information: Stated Versus Revealed Preferences. *Organization & Environment*. 1086026619837690
8. Delmas, M. A. & Pekovic, S. 2018. Organizational Configurations for Sustainability and Employee Productivity: A Qualitative Comparative Analysis approach. *Business & Society*. 57(1): 216-251.
9. Chen, V.L., Delmas, M. A., Locke S. & Singh, A. 2018. Data Set on Information Strategies for Energy Conservation: A Field Experiment in India. *Data in Brief*. 16: 713-716.

10. Lyon, T.P., Delmas, M. A., Maxwell, J.W et al. 2018. CSR Needs CPR: Corporate Sustainability and Politics, *California Management Review*.
11. Delmas, M. A. & Pekovic, S. 2018. Corporate Sustainable Innovation and Employee Behavior. *Journal of Business Ethics*. 150: 1071-1088.
12. Chen, V.L., Delmas, M. A., Locke S. & Singh, A. 2017. Information Strategies for Energy Conservation: A Field Experiment in India. *Energy Economics*. 68: 215-227.
13. Asensio, O.I., & Delmas, M.A. 2017. The Effectiveness of US Energy Efficiency Building Labels. *Nature Energy*. 2(17033): 1-8.
14. Delmas, M. A. & Lessem, N. 2017. Eco-Premium or Eco-Penalty? Eco-labels and Quality in the Organic Wine Market. *Business & Society*. 56(2): 318-356.
15. Zhou, P., Delmas, M.A., & Kohli, A. 2017. Constructing Meaningful Environmental Indices: A Nonparametric Frontier Approach. *Journal of Environmental Economics and Management*. 85: 21-34.
16. Yoeli, E., Budescu, D. V., Carrico, A. R., Delmas M. A., DeShazo, JR., Ferraro, P. J., Forster H. A., Kunreuther, H., Larrick, R. P., Lubell, M., Markowitz E. M., Tonn, B., Vandenbergh, M. P., Weber, E. U. 2017. Behavioral Science Tools to Strengthen Energy & Environmental Policy. *Behavioral Science & Policy*, 3(1), 69–79.
17. Delmas, M., & Aragon-Correa, J. A. 2016. Field Experiments in Corporate Sustainability Research Testing Strategies for Behavior Change in Markets and Organizations. *Organization & Environment*, 29(4): 391-400.
18. Asensio, O. I & Delmas, M. 2016. The Dynamics of Behavior Change: Evidence from Energy Conservation. *Journal of Economic Behavior and Organization*. 126(A): 196-212
19. Delmas, M., Lim, J., & Nairn-Birch, N. 2016. Corporate Environmental Performance and Lobbying. *Academy of Management Discoveries*. 2(2): 1–23.
20. Delmas, M., Gergaud, O. & Lim, J. 2016. Does Organic Wine Taste Better? An Analysis of Experts' Ratings. *Journal of Wine Economics*.
21. Delmas, M., Kahn, M. E., & Locke, S. L. 2016. The Private and Social Consequences of Purchasing an Electric Vehicle and Solar Panels: Evidence from California. *Research in Economics*. <http://doi.org/10.1016/j.rie.2016.12.002>
22. Delmas, M., Nairn-Birch, N., & Lim, J. 2015. Dynamics of Environmental and Financial Performance: The Case of Greenhouse Gas Emissions. *Organization & Environment*. 28(4): 374-393. Reprinted in *Economía industrial*, 2017: 21-30 with the title: “Dinámica de los resultados medioambientales y financieros: El caso de las emisiones de gases de efecto invernadero.”
23. Asensio, O. I. & Delmas, M. 2015. NonPrice Incentives and Energy Conservation. *Proceedings of the National Academy of Sciences*. January. 112(6): E510-E515.
24. Chen, C-M., Delmas, M. & Lieberman, M. 2015. Production Frontier Methodologies and Efficiency as a Performance Measure in Strategic Management Research. *Strategic Management Journal*. 36: 19-36.

25. Chen V., Delmas, M., Kaiser, W., & Locke, S. 2015. What Can We Learn from High Frequency Appliance Level Energy Metering? Results from a Field Experiment. *Energy Policy*. 77: 164-175.
26. Delmas, M. & Pekovic, S. 2015 Sustainability and Market Conditions: The Resource Efficiency Paradox. *Long Range Planning*. 48 (2): 80–94.
27. Delmas, M., Gergaud, O. 2014. Sustainable Certification for Future Generations: the Case of Family Business. *Family Business Review*. 27(3): 206-227.
28. Delmas, M. & Lessem, N. 2014. Saving Power to Conserve your Reputation? The Effectiveness of Private versus Public Information. *Journal of Environmental Economics and Management*. 67: 353-370.
29. Blass, V. Corbett, C., Delmas, M. & Muthulingam, S. 2014. Top Management Involvement in the Adoption of Energy Efficiency Projects. *Energy*. 65: 560-571.
30. Chen, V., Delmas, M., & Kaiser, W.J. 2014. Real-Time, Appliance-Level Electricity Use Feedback System: How to Engage Users? *Energy and Buildings*. 70: 455-462.
31. Delmas, M. & Grant, L. 2014. Eco-labeling Strategies and Price-Premium: The Wine Industry Puzzle. *Business & Society*. 53(1): 6–44.
32. Delmas, M., Fischlein, M & Asensio, O. 2013. Information Strategies and Energy Conservation Behavior: A Meta-Analysis of Experimental Studies from 1975 to 2012. *Energy Policy*. 61: 729–739.
33. Delmas, M., Nairn-Birch, N. & Balzarova, M. 2013. How Managers Can Choose the Most Effective Eco-Labels? *Sloan Management Review*.
34. Delmas, M., Etzion, D., & Nairn-Birch, N. 2013. Triangulating Environmental Performance: What do Corporate Social Responsibility Ratings Really Capture? *Academy of Management Perspectives*. 27(3): 255-267.
35. Delmas, M. & Pekovic, S. 2013. Environmental Standards and Labor Productivity. *Journal of Organizational Behavior*. 34(2): 230-252.
36. Chen, C-M. & Delmas, M. 2012. Measuring Eco-inefficiency: A New Frontier Approach. *Operations Research*. 60(5): 1064-1079.
37. Delmas, M. & Burbano, V. C. 2011. The Drivers of Greenwashing. *California Management Review*. 54(1): 64-87.
38. Delmas, M. & Montes-Sancho, M. 2011. US State Policies for Renewable Energy: Context and Effectiveness. *Energy Policy*. 39(5): 2273-2288.
39. Delmas, M. A, Hoffman V. & Kuss, M. 2011. Under the Tip of the Iceberg: Absorptive Capacity, Environmental Strategy and Competitive Advantage. *Business & Society*. 50(1): 116-154.
40. Chen, C-M. & Delmas, M. 2011. Measuring Corporate Social Responsibility: An Efficiency Perspective. *Production and Operations Management*. 20(6): 789-804.

41. Delmas, M. & Montes-Sancho, M. 2011. An Institutional Perspective on the Diffusion of International Management System Standards: the Case of the Environmental Management Standard ISO 14001. *Business Ethics Quarterly*. 21(1): 103-132.
42. Delmas, M. & Montes-Sancho, M. 2010. Voluntary Agreements to Improve Environmental Quality: Symbolic and Substantive Cooperation. *Strategic Management Journal*. 31(6): 576-601.
43. Delmas, M. & Doctori-Blass, V. 2010. Measuring Corporate Environmental Performance: The trade-offs of Sustainability Ratings. *Business Strategy & the Environment*. 19: 245-260.
44. Delmas, M., Montes-Sancho, M. & Shimshack, J. 2010. Mandatory Information Disclosure Policy: Evidence from the electric utility industry, *Economic Inquiry*. 48(2): 483–498.
45. Delmas, M. & Montiel, I. 2009. Greening the Supply Chain: When is Customer Pressure Effective? *Journal of Economics and Management Strategy*. 18(1): 171-201.
46. Delmas, M. A & Toffel, M. 2008. Organizational Responses to Environmental Demands: Opening the Black Box, *Strategic Management Journal*. 29(10): 1027-1055.
47. Conti, J. A. Killpack, K., Gerritzen, G., Leia Huang, L., Maria Mircheva, M., Delmas, M., Herr Harthorn, B., P. Appelbaum, R.P., and Holden, P.A. 2008. Health and Safety Practices in the Nanomaterials Workplace: Results from an International Survey. *Environmental Science & Technology Journal*. 42(9): 3155-3162.
48. Delmas, M. & Montiel, I. 2008. The Diffusion of Voluntary International Management Standards: Responsible Care, ISO 9000 and ISO 14001 in the Chemical Industry, *Policy Studies Journal*. 36(1): 65-93.
49. Delmas, M., Russo, M. & Montes-Sancho, M. 2007 Deregulation and Environmental Differentiation in the Electric Utility Industry, *Strategic Management Journal*. 28(2):189-209.
50. Delmas, M. & Keller, A. 2005. Strategic Free Riding in Voluntary Programs: the case of the US EPA Wastewise Program, *Policy Sciences*. 38: 91-106.
51. Delmas, M. & Tokat, Y. 2005. Deregulation, Efficiency and Governance Structures: The U.S. Electric Utility Sector, *Strategic Management Journal*. 26: 441-460.
52. Rivera, J. & Delmas, M. 2004. Business and Environmental Protection: An Introduction, *Human Ecology Review*. Special issue on Business and Environmental Policy.
53. Delmas, M. & Marcus, A. 2004. Firms' choice of Regulatory Instruments to Reduce Pollution: a Transaction cost approach, *Business and Politics*: 6(3), Article 3.
54. Delmas, M. & Toffel, M. 2004 Stakeholders and Environmental Management Practices: An Institutional Framework, *Business Strategy and the Environment*. 13: 209-222.
55. Delmas, M. 2002. The Diffusion of Environmental Management Standards in Europe and in the United States: an institutional perspective, *Policy Sciences*. 35 (1): 1-119.

56. Delmas, M. & Terlaak, A. 2002. Regulatory Commitment to Negotiated Agreements: Evidence from the United States, Germany, the Netherlands, and France, *Journal of Comparative Policy Analysis*. 4(1): 5-29.
57. Delmas, M. 2002. Innovating against European rigidities: Institutional Environment and Dynamic Capabilities, *Journal of High Technology Management Research*: 13(1): 18-42.
58. Delmas, M. 2001. Stakeholders and Competitive Advantage: the case of ISO 14001, *Production and Operation Management*. 10(3): 343-358.
59. Delmas, M. & Heiman, B. 2001. Government Credible Commitment in the French and American Nuclear Industry, *Journal of Policy Analysis and Management*. 20(3): 434-456.
60. Delmas, M. & Terlaak, A. 2001. A Framework for Analyzing Environmental Voluntary Agreements, *California Management Review*. 43(3): 44-63.
61. Delmas, M. 2000. Barriers and Incentives to the adoption of ISO 14001 in the United States, *Duke Environmental Law and Policy Forum*. Fall: 1-38.
62. Delmas, M. 1999 Exposing Strategic Assets to Create New Competencies: The Case of Hazardous Waste Management Industry, *Industrial and Corporate Change* vol. 8(4) p. 635-672.
63. Bonardi, J.P. & Delmas, M. 1996. The Impact of Regulatory Uncertainty on Strategies of Hazardous Wastes Processing: The Example of Chemical Companies in Europe, *Gérer et Comprendre*, 46: 4-15 (Published in French).

#### **BOOKS AND BOOK CHAPTERS**

64. Delmas, M. & Friedman, H. (2022). Disclosure of Political Responsibility: The Case of Climate Change. In *Corporate Political Responsibility*, Thomas Lyon, Eric Orts and Bill Laufer, Editors. Cambridge University Press.
65. Delmas, M.A., Lyon, T., & Jackson, S. 2019. *Using Market Forces for Social Good*. In *The Nonprofit Sector: A Research Handbook*, W. Powell and P. Bromley, Eds. Stanford University Press.
66. Delmas, M. 2018. *The Green Bundle: Pairing the Market with the Planet*. With David A. Colgan. *Stanford University Press*.
67. Kammen, D., Rotman, D., Delmas, M., Feldman, D., Mielke, M., Ramesh, R., & Sperling, D. 2016. Chapter 6. Scaling Up Solutions to State, National and Global Levels. *Collabra*, 2(1), 20. In Ramanathan, et al. (2016). *Bending the Curve: Ten Scalable Solutions for Carbon Neutrality and Climate Stability*. DOI: <http://doi.org/10.1525/collabra.65>
68. Delmas, M. & Toffel, M. 2011. Institutional Pressures and Organizational Characteristics: Implications for Environmental Strategy. In A. J. Hoffman & T. Bansal (Eds). *Oxford Handbook of Business and the Environment*. Oxford, UK.
69. Delmas, M. & Young, O. 2009. *Governance for the Environment: New Perspectives*. Edited volume. *Cambridge University Press*.

70. Delmas, M. & Montiel, I. 2009. The Diffusion of Voluntary International Management Standards: Responsible Care, ISO 9000 and ISO 14001 in the Chemical Industry, in deLeon, P., & Rivera, J. (Eds.). *Voluntary environmental programs: Potentials and assessments*. Maryland: Lexington Books for the Policy Studies Organization.
71. Delmas, M., Russo, M., Montes-Sancho, M. & Tokat, Y. 2009. Deregulation, Efficiency and Environmental Performance: Evidence from the Electric Utility Industry, in *Regulation, Deregulation & Reregulation*. Edited by Michel Ghertman & Claude Menard. Edward Elgar Publishing.
72. Delmas, M. & Toffel, M. 2004. Institutional Pressure and Environmental Management Practices in *New Perspective in Research on Corporate Sustainability: Stakeholders, Environment and Society*. Edited by Sanjay Sharma and Mark Starik. Northampton, MA: Edward Elgar Publishing: 230-245.
73. Delmas, M. & Mazurek, J. 2004. A Transaction Cost Perspective on Negotiated Agreements: The Case of the U.S. EPA XL Program in *Voluntary Approaches to Climate Protection. An Economic assessment of Private-public Partnerships*. Edited by Andrea Baranzini and Philippe Thalmann. Edward Elgar publishing.
74. Delmas, M. 2002. Environmental Management Standards and Globalization. in *Dynamics of Regulatory Change: How Globalization Affects National Regulatory Policies*. Edited by David Vogel and Robert Kagan. University of California Press/University of California International and Area Studies Digital Collection, Edited Volume #1.
75. Delmas, M. & Terlaak, A. 2002. The Institutional Environment of Voluntary Agreements in *Organizations, Policy, and the Natural Environment*. Edited by Andrew Hoffman and Marc Ventresca. Stanford University Press: 346-366.
76. Delmas, M. & Terlaak, A. 2001. Voluntary Agreements for the Environment: Institutional Constraints and Potential for Innovation in *Environmental Contracts: Comparative Approaches to Regulatory Innovation in the United States and Europe*. Edited by Kurt Deketelaere and Eric Orts. Boston: Kluwer Academic Publishers: 349-367.
77. Delmas, M., Heiman, B. & Ghertman, M. 1997. Institutional Environment Effects on Transaction Costs: A Comparative Analysis of the U.S. and French Nuclear Power Industry in *Strategy, Structure and Style*. Edited by H. Thomas, D. O'Neal and M. Ghertman. John Wiley & Sons: 283-299.
78. Delmas, M., Ghertman, M. & Obadia, J. 1997 Logistic Regression, Segmentation Modeling and Governance Choice in the Waste Management Industry in *Statistical Models for Strategic Management*. Edited by Ghertman, M., J. Obadia, & J-L. Arregle. Kluwer Academic Publishers: 261-275.

#### **OTHER PUBLICATIONS**

79. Delmas, M., Gerrard, M., & Orts, E., 2023. In California and Europe, a new dawn for corporate climate disclosure. The Hill. 10/05/23 <https://thehill.com/opinion/energy-environment/4238182-in-california-and-europe-a-new-dawn-for-corporate-climate-disclosure/>

80. Delmas, Magali A. and Delmas, Magali A. and Clark, Kelly and Timmer, Tyson and McClellan, Moana, The State of Corporate Sustainability Disclosure (August 18, 2022). Available at SSRN: <https://ssrn.com/abstract=4194032> or <http://dx.doi.org/10.2139/ssrn.4194032>
81. Delmas, M. 2019. How to boost recycling: Reward consumers with discounts, deals and social connections. *The Conversation*. <https://theconversation.com/how-to-boost-recycling-reward-consumers-with-discounts-deals-and-social-connections-124389>
82. Delmas, M., & Durand, D. 2019. Comment réduire l'écart entre le dire et le faire en matière de RSE. *The Conversation*. <https://theconversation.com/comment-reduire-lecart-entre-le-dire-et-le-faire-en-matiere-de-rse-126960>
83. Lyon, T.P. & Delmas, M. 2018. When Corporations Take Credit for Green Deeds their Lobbying may Tell another Story. *The Conversation*. <http://theconversation.com/when-corporations-take-credit-for-green-deeds-their-lobbying-may-tell-another-story-98988>
84. Delmas, M., & Durand, R. 2018. Measuring the Impacts of Business on Well-being: Developing Shared Methodologies. OECD Compendium Selected Papers on Measuring the Impacts of Business on Well-Being and Sustainability. <https://www.oecd.org/statistics/Measuring-impacts-of-business-on-well-being.pdf>
85. Rodriguez MA, Dubois AM, Delmas M, Maurer MB, Giottonini MP, & Cole B. 2017. CBRE Shared Advantage: Promoting Healthy Communities. Los Angeles, CA: The UCLA Blum Center on Poverty and Health in Latin America. August. [https://www.cbre.com/-/media/files/corporate%20responsibility/shared-advantage/cbre-ucla\\_researchstudy.pdf?la=en](https://www.cbre.com/-/media/files/corporate%20responsibility/shared-advantage/cbre-ucla_researchstudy.pdf?la=en)
86. Delmas, M. 2016. Who's Lobbying Climate Change? *Harvard Business Review.org*. October 19.
87. Delmas, M., Gergaud, O. & Lim, J. 2016. Les vins biologiques sont-ils de meilleure qualité? Une analyse des notes d'experts. *Revue des Œnologues*, 161 (Octobre).
88. Asensio, O. I., & Delmas, M. 2015. The Dynamics of Behavior Change: Evidence from Energy Conservation. *Academy of Management Meetings Best Paper Proceedings.*, 2015(1): 17915.
89. Etzion, D., Delmas, M., & Nairn-Birch, N. 2014. CSR ratings: Does more information add more value? *Corporate Knights*, 13(1): 56.
90. Delmas, M. & S. Pekovic. 2013. Engaged human capital and labor productivity. Best paper proceedings. *Academy of Management Meetings Best Paper Proceedings*.
91. Delmas, M & Pekovic, S. 2013. Les Employés des Entreprises Vertes sont Significativement Plus Productifs. *Environnement et Technique*, 324 (April):58-59.
92. Delmas, M. 2012. Book Review of Business and Public Policy: Response to Environmental and Social Protection Processes by Jorge Rivera (Cambridge University Press). *Business Ethics Quarterly*: 22(4).



93. Delmas, M., Montes, M. & Shimshack, J. 2007. Mandatory Information Disclosure and Environmental Performance in the Electric Utility Industry. Best Papers Proceedings. Academy of Management Meetings: 106.
94. Delmas, M & Montiel, I. 2005. The international Diffusion of ISO 14001 in the Chemical Industry. Proceedings of the International Association of Business Society conference.
95. Delmas, M. 1999. Green Strategic Networks: A Dynamic Capability and Transaction Cost Approach, Proceedings of the International Association of Business Society conference.
96. Delmas, M. 1998. Which Institutional Environment for R&D cooperation? Perception of Barriers to innovation in Europe (1998), proceedings of the 16<sup>th</sup> Annual International Conference of the Association of Management and International Association of Management conference in Chicago (August 5-8).
97. Delmas, M. 1998. Perceived Factors Hampering Innovation in Europe (1998), proceedings of the International Association of Management. 16<sup>th</sup> Annual International Conference. Chicago, Illinois, August 5-8. Volume 16, Number 1. Efendioglu and K. Klenke Ed: 45-51.

## RECENT AWARDS

<b>Date</b>	<b>Source</b>	<b>Title</b>
2020	Academy of Management Organization & the Natural Environment	Distinguished Scholar Award
2019	Academy of Management Organization & the Natural Environment	Best book award for The Green Bundle: Pairing the Market with the Planet
2019	AXIOM Business Book Awards	Bronze Medal Winner for The Green Bundle: Pairing the Market with the Planet
2019	California Management Journal	Best Paper Award
2018	Business & Society Journal	Best paper finalist
2018	UCLA	Faculty of the Year, Sustainability Research and Engagement Award
2017	Alliance for Research on Corporate Sustainability	Outstanding Leadership Award
2017	American Association of Wine Economics	Best Paper Award
2016	Organization & Environment Journal	Best Paper Award
2016	OIKOS international case competition	Prize Winner
2015	Academy of Management and Network for Business Sustainability	Research Impact on Practice Award

<b>Date</b>	<b>Source</b>	<b>Title</b>
2015	Alliance for Research on Corporate Sustainability	Best Paper Award
2013	Academy of Management and Network for Business Sustainability	Research Impact on Practice Award
2013	Academy of Management/ Organization and the Natural Environment	Best Paper Proceedings
2011	Organization and the Natural Environment	Distinguished Service Award
2011	University of Syracuse	Fetner Visiting Sustainability Leader
2011	Aspen Institute.	Aspen Environment Forum Scholar
2010	American Association of Wine Economics	Best Paper Award

## **TEACHING**

### **TEACHING CASE STUDIES**

- KDP: Climate and Cause in a time of Change (2021), with Jennifer Walske and Carol Issa.
- Socially Responsible Investing: Data-Driven Decision Making (2016), with Jinghui Lim. Prize Winner of the OIKOS international case competition.
- The Ambrose Hotel. Eco-labeling Strategies for Sustainable Lodging. (2008), with Charles Corbett, Nurit Katz, & Roberto Firmani. UCLA Center for Corporate Environmental Performance. University of California Los Angeles. Runner Up OIKOS international case competition.
- Ceago Vinegarden: How green is your wine? Environmental differentiation strategy through Eco-labels (2006) with Vered Doctori & Kara Shuster University of California Santa Barbara.
- Hayward Lumber Company (2003) with Erica Plambeck. Stanford Graduate School of Business. OIT 38. Prize winner of the OIKOS international case competition.

### **COURSES OFFERED**

UCLA Issues and Methods in Environment and Sustainability: (Graduate course)

UCLA Business & the Environment (Undergraduate course)

UCLA Business & the Environment (MBA course)

UCLA Leaders in Sustainability (Graduate course)

UCLA Impact Investing Fund Advisory Committee (Graduate curriculum)

**PH.D THESES SUPERVISED**

**Committee chair:** Tyson Timmer (UCLA IoEs); Kelly Clark((UCLA IoEs); Aanchal Kohli (UCLA Environmental Science and Engineering) 2018 currently administrator California Air Resources Board; Omar Asensio (UCLA Environmental Science and Engineering) currently faculty at Georgia Tech; Nick Nairn-Birch (UCLA Environmental Science and Engineering) currently administrator California Air Resources Board; Vered Doctori-Blass, 2009 currently assistant professor, The Recanati Graduate School of Business, Tel Aviv University; Ivan Montiel, 2006 (currently faculty at Zicklin School of Business Baruch College; Ann Terlaak, 2002 (currently faculty at University of Wisconsin, Madison).

**Committee member:** Kerrigan Unter (George Washington University), Romain Boulongne (HEC Paris) Alison Partie (UCLA Environmental Science and Engineering); Tianyang Wang (UCLA Environmental Science and Engineering); Patrick Callery (UCSB); Christian Blanco (UCLA Anderson); Victor Chen (UCLA Electrical Engineering), Samuel Touboul (HEC Paris), Vanessa Cuerel Burbano (UCLA Anderson); Wenbo Shi, (UCLA, Mechanical Engineering); Glen Sias (UCLA Environmental Science and Engineering); Valerie Chan (UCLA Environmental Science and Engineering), Neil Lessem 2011 (UCLA Department of Economics); Calvin Lee Kwan 2010 (UCLA Environmental Science and Engineering); Natalija Glusac (UCSB Bren School of Environmental Science and Management); Suresh Muthulingam 2010 (UCLA Anderson School) (currently faculty, Penn State); Scott Lowe, 2006 (currently faculty, University of Boise State University).

**POSTDOCTORAL RESEARCHERS SUPERVISED**

Brent Wilson (current); Gursel Aliyev (Metaverse); Paloma Giottonini (CSU, Northridge); Stephen Locke (Western Kentucky University); Chien-Ming Chen (Nanyang technological university, Singapore); Jinghui Lim (Economic Research, Singapore); Miriam Fishlein (Southern California Edison); Maria Montes (Carlos III University, Madrid).

**RECENT GRANTS**

<b>Support period.</b>	<b>Source</b>	<b>Title</b>	<b>Amount</b>	<b>P.I.s</b>
2021-2023	California Air Resources Board	Decision Drivers to Facilitate Lower-Polluting Products Choices by Consumers	\$200,000	M. Delmas C. Fox N. Goldstein D. Rajagopal
2020-2022	California Public Utility commission	Teenagers as Energy Conservation Stewards	\$200,000	M. Delmas
2021-2023	Borchard Foundation	Teenagers as Energy Conservation Stewards	\$50,000	M. Delmas

<b>Support period.</b>	<b>Source</b>	<b>Title</b>	<b>Amount</b>	<b>P.I.s</b>
2019	Borchard Foundation	Sustainability and Innovation: The Wine Industry Challenge	\$35,000	M. Delmas
2017-2018	Ziman Center's UCLA Rosalinde and Arthur Gilbert Program in Real Estate, Finance and Urban Economics	Evaluating Large-Scale Residential Energy Efficiency Programs in Southern California	\$6,000	M. Delmas, Yating Chuang
2016	California Energy Commission	Accelerating the Deployment of Advanced Communities	1,498,000	S.Pincetl M. Delmas
2017	Academic Senate	Using Mobile Apps to Understand Engagement with Air Pollution Information and Drive Health Protection	\$10,000	M. Delmas
2016	Borchard Foundation	Corporate Sustainability 2.0: Leading Systemic Change	\$35,000	M. Delmas
2015-2016	Ziman Center's UCLA Rosalinde and Arthur Gilbert Program in Real Estate, Finance and Urban Economics	A Study of Energy Efficiency Investments in Commercial Real Estate	\$5,000	M. Delmas
2015-2016	Easton Technology Leadership Program	Incentives for Technology Adoption Decisions	\$5,000	M. Delmas
2013-2014	UCLA Transdisciplinary Seed Grant	Leveraging SmartMeter Technology to Reduce Energy Consumption	\$25,000	M. Delmas N. Goldstein M. Kahn
2013-2015	National Science Foundation SES-1257189	ENGAGE - Behavioral Responses to Advanced Energy Metering Technology: A Large Scale Experiment	\$ 446,912	M. Delmas N. Goldstein W. Kaiser
2013-2014	University of California Center for Energy and Environmental Economics (UCE <sup>3</sup> )	Implementing Intelligent Energy Management Systems in the Commercial Sector	\$17,000	M. Delmas
2011-2013	California Air Resource Board	Behavioral Response to Real-Time Individual Energy Usage Information	\$330,000	M. Delmas W. Kaiser

<b>Support period.</b>	<b>Source</b>	<b>Title</b>	<b>Amount</b>	<b>P.I.s</b>
2009-2011	University of California Center for Energy and Environmental Economics (UCE <sup>3</sup> )	Electric Usage Information and Public and Private Incentives	\$31,985	M. Delmas W. Kaiser
2011	University of Syracuse	Fetner Visiting Sustainability Leader	\$5000	M. Delmas
2009-2010	UCLA Green Initiative Fund	Residence Hall Energy and Behavior Study	\$42,748	M. Delmas, R. Gilbert W. Kaiser
2009-2014	IGERT-National Science Foundation	Clean-Energy for Green Industry	\$2,995,563	D. Huffaker, K. L. Wang, L. Pilon, M. Delmas, Y. Yang

## **PROFESSIONAL ACTIVITIES**

### **INVITED LECTURES, WORKSHOPS AND CONFERENCES (LAST 5 YEARS)**

ESCP Paris (Sept 2023); HEC Paris (Sept 2023); Bocconi University (Sept 2023); Annual meeting of the Academy of Management, virtual (August 2023); Responsible Research Summit organized by Responsible Research for Business and Management (RRBM) Insead France (June 2022); Civil Society & Sustainability Conference, Stanford University (May 2023); Ross School of Business, University of Michigan (November 2022); Wharton School of Business, University of Pennsylvania (November 2022) Alliance for Research on Corporate Sustainability (ARCS) annual conference in Washington DC (June 2023); Alliance for Research on Corporate Sustainability (ARCS) annual conference in Milan (June 2022); Borchard Foundation, Missillac France (June 2022); Alliance for Research on Corporate Sustainability (ARCS) Virtual Seminar Series (January 2021); Rutgers Institute for Corporate Social Innovation Quasi Seminar (November 2020); Annual meeting of the Academy of Management, virtual (August 2020), Annual meeting of the Academy of Management in Boston, MA (August 2019). Strategic Management Society Extension Workshop on Hybrid Organization in Paris (September, 2018), ChangeNow Summit, Paris (September 2018); Annual meeting of the Academy of Management in Chicago, CA (August 2018); Annual meeting of the Alliance for Research on Corporate Sustainability in Boston (June 2017); Annual meeting of the Alliance for Research on Corporate Sustainability in Rotterdam, Netherlands (June 2017); Annual meeting of the American Association of Wine Economics in Padova, Italy (June 2017); Annual meeting of the Academy of Management in Anaheim, CA (August 2016); Borchard workshop on Sustainability Transitions in La Bretesche, France (June 2016); Annual meeting of the American Association of Wine Economics in Bordeaux, France (June 2016); Annual meeting of the Alliance for Research on Corporate Sustainability in Boulder, CO (May 2016); Annual conference of the Behavioral Science & Policy

Association in Washington, DC (April 2016); UC Carbon and Climate Neutrality Summit, UC San Diego (October 2015); UCSB 2015 Occasional Workshop, Santa Barbara (September, 2015); UCSC Environmental Studies Seminar (September, 2015); Cornell Dyson School of Applied Economics Seminar, Ithaca NY (September, 2015); Annual meeting of the Academy of Management Academy of Management in Vancouver, BC (August 2015); 7<sup>th</sup> Annual Meeting of the Association for Research on Corporate Responsibility in Chicago (May, 2015); UC Carbon Neutrality Initiative, Santa Barbara (October, 2014); 5th Annual All-UC Conference in Energy and Environmental Economics, Berkeley (September, 2014); Principles for Responsible Investment Academic Network Conference in Montreal (September, 2014); Annual meeting of the Academy of Management Academy of Management in Philadelphia, MA (August 2014); Applying Field Experimentation to Behavior Research Conference; Rady School of Management, UCSD (March 2014); UCSB Environmental Politics Conference, (March 2014); Behavior Energy and Climate Conference, Sacramento (November, 2013); Harvard Business School, Sustainability and the Corporation: Big Ideas conference (November, 2013); 14<sup>th</sup> Occasional California Workshop on Environmental and Resource Economics, UCSB (September, 2013); 20th Annual Conference of the European Association of Environmental and Resource Economists, Toulouse (July, 2013); Fifth Annual Alliance for Research on Corporate Sustainability Research Conference, Berkeley (April, 2013); Annual meeting of the Academy of Management Academy of Management in Boston, MA (August 2012); Ivey Sustainability Conference, Theorizing Organizational Response to Systemic Problems, University of Western Ontario, Canada (April, 2012); 13<sup>th</sup> Occasional California Workshop on Environmental and Resource Economics, UCSB (February, 2012).

#### **RECENT UNIVERSITY SERVICES**

2020- Present	Faculty Director, Center for Impact
2008- Present	Founder and Director, UCLA Center for Corporate Environmental Performance
2013-2015	Member, UCLA Sustainability Task Force
2010-2012; 2020-2021	Chair, Personnel Committee UCLA Institute of the Environment
2008- Present	Co-Chair, UCLA Leaders in Sustainability Program
2022-2023	Member, Anderson School Capstone Committee
2022-2023	Member, ESE faculty Advisory Committee
2020- Present	UCLA Sustainable LA Grand Challenge (SLAGC) Faculty Advisory Cabinet

## OTHER PROFESSIONAL ACTIVITIES

2020-Present	Board Member, <a href="#">Allies for Every Child</a>
2020-2022	Advisory Committee Member, <a href="#">How2Recycle</a>
2018-Present	Member, OECD Advisory Board for Business for Inclusive Growth (B4IG) Platform
2019-2020	Member, KDP Sustainability Advisory Board
2017-Present	Member, OECD Advisory Group on Measuring the Impacts of Business on People's Well-Being
2017-Present	Board Member, Association for Research on Corporate Responsibility (ARCS)
2014-2017	President, Association for Research on Corporate Responsibility (ARCS)
2016-Present	Member, National Advisory Board, KB Home
2010; 2011; 2012; 2015; 2016; 2018; 2020	Chair or Committee Member, ONE Book Award
2010-2011	Chair, Organization and the Natural Environment Division of the Academy of Management
2009	Program Chair Academy of Management Meetings, Organization and the Natural Environment Division, Chicago Il.
2008	Chair Professional Development Workshop (PDW) Academy of Management Meetings, Organization and the Natural Environment Division, Anaheim CA.
2007-2010	Executive Committee, Organization and the Natural Environment Division of the Academy of Management

Editorial Board: *Cambridge University Press Series on Business and the Environment, Business & Society*

Deputy Editor: *Organization & Environment*.

Referee for *Academy of Management Journal, Strategic Management Journal, California Management Review, Industrial and Corporate Change, Journal of Policy Analysis and Management, Policy Sciences, Journal of Industrial Ecology, Organization Science, Production and Operations Management, Manufacturing & Service Operations Management, Journal of Environmental Economics & Management, Journal of Economics & Management Strategy, Policy Studies Journal, Journal of Environment and Development, Organization & Environment, Business & Society, Journal of Business Ethics, Manufacturing & Service Operations Management, Proceedings of the National Academy of Sciences.*

## **PERSONAL**

Citizen of France and the United States

Married, three children: Claire (born 2003), Simon (born 2005), Maia (born, 2015).