



***Julien HANOTEAU***

Associate professor of environmental economics  
Head of the Strategy, Sustainability  
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**EDUCATION**

- 2007 International Teaching Program, IMD, Lausanne Switzerland
- 2004 Ph.D., Economics, Institut d'Etudes Politiques de Paris (Sciences Po)
- 2003 Summer school in Political Economy of the Environment – European Association of Environmental and Resource Economists – Venice University
- 1996 MSc, Economics and Finance, Sciences Po, Paris
- 1995 Bachelor in Economics and Finance, University of Paris Panthéon-Sorbonne

**EXPERIENCE AT KEDGE Business School**

- 2013- Director of the Strategy, Sustainability & Entrepreneurship Faculty department (39 professors)
- 2011-2013 Director of the Strategy & environment Faculty department (20 professors)
- 2005-2007 Member of the faculty management committee

**Courses taught**

- 2016- International relations of the environment, ESC Master, 30h
- 2016- Sustainable development and Ethics in the health sector, ESC Master, 30h
- 2016- Mondialisation et développement durable, KBA, 30h
- 2007- Good governance, lobbying or corruption, ESC Master, 30 h
- 2005- Sustainable development & CSR, ESC Master & bachelor, 30 h

**Research Activities**

- Topics Environmental economics and policies, Lobbying, corruption, Entrepreneurship & development

**Advising Students, Directing Projects and Admission Juries**

- Since 2004 About 5-12 master thesis supervisions per year

## OTHER PROFESSIONAL EXPERIENCE IN TEACHING AND RESEARCH

### Positions held

- 2010- Research fellow, GREQAM AMSE, Aix-Marseille University  
 2004-2010 Research fellow, Groupe d'Economie Mondiale de Sciences Po, Paris  
 1999-2010 Lecturer, Institut d'Etudes Politiques de Paris  
 2000-2001 Visiting student, Department of Economics, Princeton University  
 1998-2000 Research assistant, Groupe d'Economie Mondiale de Science Po, Paris  
 1997-1998 Visiting Fellow & research assistant, Earth Institute, Columbia University

### Courses taught

- 2001-2010 Environmental Economics and Policies, Sciences Po Paris, MSc, 28 h  
 1999-2010 International Trade & Environment, Sciences Po Paris, Master of Research, 28 h  
 2008-2012 Corporate environmental strategies, Aix-Marseille University, MSc, 12 h  
 2013-2017 Environmental Economics and Policies, Aix-Marseille University, MSc, 20 h

**Occasional referee for:** *Small Business Economics, World Development, Journal of International Business Studies, Public Choice, International Journal of Production Economics, International Environmental Agreements, Environment and Development Economics, Revue Française d'Economie, Research in International Business and Finance, European Journal of Political Economy, Journal of African Economies, Journal of International Trade and Economic Development, Economics of Governance, Review of International Financial Analysis, Journal of Public Economic Theory.*

## OTHER BUSINESS ACTIVITIES

World Bank (2012) *MED Report "Enhancing the Economic Benefits from Environmental Assets in the Mediterranean"*. Contributing author + background paper on the "Market-based instruments for the management of natural resources in MENA region". Jan-May 2011.

Comité national des conseillers du commerce extérieur de la France (CNCCEF). Coordination of studies among practitioners, analysis and writing:

"Corporate performance and sustainable development", 2005-2006, with M. Vauthier

"The Location factors of Corporate Decision Centers", with J.J. ROSA. technical report, 2006

Durieux, B. and P. Messerlin (eds), "Les relations commerciales France – Etats-Unis", Editions d'Organisation, Paris, 2003, 266 p. (Coordination and editing of the collective book)

## PUBLICATIONS

### Chapters in Books

"Lobbying for Emissions Allowances: A New Perspective on the Political Economy of the US Acid Rain program", in Di Gioacchino and al. (eds), *The role of organized interest groups in*

*policy making*, Palgrave Macmillan, New York, 2004, pp. 289-311, reprinted from *Rivista di Politica Economica*, 43, pp. 289-313

### Articles published in refereed journals

1. Hanoteau J, and JJ Rosa (2019) “Information technologies and entrepreneurship”, *Managerial & Decision Economics* 40(2), 200-212. DOI: 10.1002/mde.2996
2. Hanoteau J, and D Talbot (2019) “Impacts of the Québec carbon emissions trading scheme on plant-level performance and employment”, *Carbon Management*, (forthcoming)
3. Vial V, and J Hanoteau (2018) “The sustained incremental multi-actor multi-action building of South Korean soft power in Indonesia”, *The Pacific Review*, doi 10.1080/09512748.2017.1419277 (forthcoming)
4. Vial V, and J Hanoteau (2015) “Returns to micro-entrepreneurship in an emerging economy: A quantile study of entrepreneurial Indonesian households' welfare”, *World Development* 74, 142-157.
5. Jaeck L, Hanoteau J and G Bougi (2015) “Indirect influence, lobbies interdependence and ecological protectionism”, *Journal of Economic Research* 20, 169-198.
6. Hanoteau J, and V Vial (2015) “Grease or sand the wheel? Individual bribes effect on the drivers of aggregate productivity growth”, *Journal of Indonesian Economy and Business*,
7. Hanoteau J (2014) “Lobbying for carbon permits in Europe”, *Louvain Economic Review*, 80(1), 61-87.
8. Rosa JJ, and J Hanoteau (2012) “The shrinking hand: Why information technology leads to smaller firms”, *The International Journal of the Economics of Business*, 19(2), 285-314.
9. Hanoteau J (2012) “A Mediterranean Agreement for Tuna Conservation: The Political Benefit of an International ITQ Scheme”, *Intereconomics* 47(1), 52-60.
10. Vial V, and J Hanoteau (2010) “Corruption, manufacturing plant growth and the Asian paradox: Micro-level evidence from Indonesia”, *World Development* 38(5), 693-705.
11. Hanoteau J (2004), “Lobbying for tradable permits and non-neutrality of the allocation rule », *Revue Economique*, 33(5), 517-525.
12. Hanoteau J (2003), “Lobbying for Emissions Allowances: A New Perspective on the Political Economy of the US Acid Rain program”, *Rivista di Politica Economica*, 43, 289-313.

### Works in progress

1. “Institutional quality, conforming, and evasive entrepreneurship”, with V. Vial, under review
2. “Implementation of the Québec carbon market under pressure: jobs protection versus NIMBY effects”, with D. Talbot and M. Wood
3. “Does social capital reduce petty corruption?”, with F. Ekaristi, G. Pawitan, C. Nawangpalupi & V. Vial

### Articles published in other journals or magazines

1. Wahyuningtyas YS, Hanoteau J and V Vial (2018) “The role of entrepreneurial networks in entrepreneurial ecosystems: the case of Startuplokal in Jakarta”, *Global Business and Organization Excellence* 37(6), 22-29, DOI: 10.1002/joe.21889
2. Hanoteau J and V Vial (2018) “Making Indonesia 4.0’ and supporting digital startups is good, but what about the small low-tech entrepreneurs?”, *The Conversation*, April 10<sup>th</sup>, <https://theconversation.com/making-indonesia-4-0-and-supporting-digital-startups-is-good-but-what-about-the-small-low-tech-entrepreneurs-93863> (also translated in Indonesian).
3. Chenavaz R, Hanoteau J (2013) « Internet et la lutte contre la corruption » *les echos.fr* <http://lecercle.lesechos.fr/economie-societe/societe/justice/221172750/internet-et-lutte-contre-corruption>
4. Brown A, Pignatelli I, Hanoteau J, and B Paraque (2009) “The Silence on Climate Change by Accounting’s Top Journals”, *The International Journal of Climate Change: Impacts and Responses* 1(4), 81-100.
5. Hanoteau J (2009) “Competitiveness through political environmental strategies: The case of Michelin's green tires”, *Global Business and Organization Excellence* 29(1), 32-40.
6. Blanchard I, De Vecchi D, Epinette F, Gristi E, Guimet R, Hanoteau J, Jacquet D, Lahache B & Rupp P (2008) "L'Administration en bons termes" Yves Bomati (Eds). Vuibert, October, 416 p.
7. Hanoteau J and S Monjon (2007), « Mondialisation et environnement », *Cahiers Français*, 337, march-avril, 34-40
8. Hanoteau J. and F. Pralong (2005), « Coopération transfrontalière : commerce et environnement », *Annales de la Faculté de Droit Economie et Administration*, Université de Metz, 121-141.
9. Hanoteau, J. (2003), « La marée noire du Prestige : La Der des Der ? », *Ouest-France*, 30 mai.
10. Hanoteau J. (2002) “Valoriser les forêts tropicales primitives pour mieux les protéger », *La Garance*, n° 56, winter, 4 p., reprint in *Arbre et science*, winter 2003.
11. Hanoteau J. and Patrick Messerlin (2000) « Le deuxième naufrage du pétrolier Erika », *Le nouvel Economiste*, n° 1156, juillet.
12. Hanoteau J. (2000) « Ievoli Sun : même scénario un an après l’Erika ? », *Mer et Littoral*, novembre
13. Hanoteau J. (ed.) « Environnement : dépasser les controverses mondiales », *Repères Prospectifs. Série regards sur le monde*, Ministère des transports et de l’équipement, Paris, 1999, 145 p.

### **Communications in conference**

1. Hanoteau J & Talbot D. (2018) Impacts of the Québec carbon emissions trading scheme on plant-level performance and employment. Meeting of the French Association of Environmental and Resource Economists (FAERE), Aix-En-Provence, August 30-31<sup>st</sup>, 2018
2. Hanoteau J. & Vial V. (2017) When institutions fail: the positive mediating effect of evasive entrepreneurship. Public Choice Society annual meeting, New Orleans, March.

3. Hanoteau J. & Vial V. (2014) Grease or sand the wheel? The effects of individual bribe payments on aggregate productivity growth. ECOMOD Conference, Bali, Indonesia 16-18 Jul. 2014.
4. “Information Communication Technologies and Entrepreneurship”, ACERE conference, UNSW, Sydney, Feb. 2014.
5. “Does entrepreneurship improve economic well-being?”, HDCA conference, Jakarta, September 2012, with V. Vial.
6. “Institutions, corruption and entrepreneurship”, 2<sup>nd</sup> World meeting of the Public Choice Society, 8-11 march 2012, Miami, with V. Vial.
7. “The shrinking hand: Why information technology leads to smaller firms”, Annual meeting of the American Economic Association, Chicago, 6-8 jan. 2012, with J.J. Rosa
8. “How do institutions affect entrepreneurship”, International Conference on “Institutional, Corporate, and Individual Behaviours in Emerging and Subsistence Marketplaces, Aix-en-Provence, 1-2 september 2011. With V. Vial and F. Prevot.
9. “Institutions and the allocation of entrepreneurial talent”, Annual meeting of the *European Public Choice Society (EPCS)*, April 28<sup>th</sup> – May 2<sup>nd</sup>, University of Rennes, France, with V. Vial and F. Prevot.
10. “Lobbying for the initial allocation of carbon permits in Europe”, *World Congress of environmental and Resource Economists*, UQAM, Montreal, June 28<sup>th</sup> – July 2<sup>nd</sup> 2010,
11. “Grease or sand the wheel? Cumulated effect of individual bribe payments on aggregate productivity growth”, Annual meeting of the *European Public Choice Society (EPCS)*, 8-11 April 2010, Izmir, Turkey, written with V. Vial.
12. “The Political economy of international ITQ systems: the case of Mediterranean bluefin tuna”, annual meeting of the *European Association of Environmental and Resource Economists (EAERE)*, Amsterdam University, June 2009.
13. “Corruption, growth and the Asian Paradox: Micro-level evidence from Indonesia”, Annual meeting of the *European Public Choice Society (EPCS)*, March 2008, Jena Germany, written with V. Vial.
14. “Does information technology lead to smaller firms?”, 56<sup>th</sup> meeting of the *French Economic association (AFSE)*, Paris, September 2007, written with Jean-Jacques Rosa.
15. “Bribery and Competition: Evidence from a (very) Corrupted Country”, *1<sup>st</sup> World meetings of the Public Choice Society*, Amsterdam School of Economics, march 2007, with Virginie Vial.
16. “Trade protection and political institutions”, 54<sup>th</sup> meeting of the *French Economic Association (AFSE)*, Paris, September 2005, with Benjamin Shepherd.
17. “Emissions trading for sale: a theoretical analysis of the lobbying for permits”, Annual meeting of the *European Association of Environmental and Resource Economists (EAERE)*, Budapest, June, 2004.
18. “Emissions Trading for Sale: A new perspective of the U.S. Acid Rain Program”, International conference on Lobbying and the institutional structure of policy making, University la Sapienza, Rome, 17&18 september 2002.

### **Communications and/or presentations**

1. Hanoteau J (2018) The role of social entrepreneurship in achieving sustainable development goals. ICBA conference, UNPAR university, Cimahi-Bandung, Indonesia, September 27-29
2. Hanoteau J. & Vial V. (2016). Institutions quality, Corruption, and Business in Indonesia. Conferences and seminars at the French Embassy, Atma Jaya University in Jakarta, UNPAR and Telkom universities in Bandung. November 17-25.
3. Hanoteau J. & Vial V. (2014) Institutions, Corruption and Entrepreneurship: Indonesian Evidences. Forum Kajian Pembangunan, ANU - Indonesia Project - Jakarta Seminars, Jakarta, July 15<sup>th</sup> 2014 <https://www.youtube.com/watch?v=CXb4CZ618Jg>
4. “How do institutions affect entrepreneurship? Indonesian evidences”, 2nd International workshop “Firm, Trade and Development”, Aix-en-Provence, 4-5 July 2011. With V. Vial and F. Prevot.
5. “Micro versus Macro effects of corruption on productivity growth. Evidence from Indonesia”, GRIDS-DEFI seminar, Marseille, March 4<sup>th</sup>, 2010, written with V. Vial.
6. “Micro versus Macro effects of corruption on productivity growth. Evidence from Indonesia”, Asian Pacific Week, Australian National University, Canberra, February 8<sup>th</sup>, 2010, written with V. Vial.
7. “Why information technology leads to smaller firms”, Markets and Firms Dynamics: from micro patterns to aggregate behaviors, DIME workshop, 2-4 December 2009, University of Antilles-Guyane.
8. “Lobbying for permits: the political economy of emissions trading”, June 23<sup>th</sup> 2008, 8<sup>th</sup> conference on Property rights, economics and the Environment: Air pollution and climate change, Aix-Marseille University.
9. “A Mediterranean Individual Transferable Fishing Quotas System for the Bluefin Tuna”, Seminar at the Fisheries Policies Division, Trade and Agriculture Directorate, OECD, June 18<sup>th</sup> 2008, (Paris).
10. “Social capital and development”, workshop on “meta-theorizing sustainable development”, UMEÄ business school, June 10-11<sup>th</sup>, 2008 Sweden, with V. Vial.
11. « Institutions politiques et progressivité des tarifs », CERI and Sciences Po European Forum Workshop on Commerce international, régulation et acteurs non étatiques, 21 juin 2004 (with Benjamin Shepherd)
12. “L’économie politique des marchés de permis d’émission”, GEM Economics seminar, IEP Paris, February 12<sup>th</sup> 2003.
13. “Lobbying pour les permis négociables et non-neutralité de la règle d’allocation initial », Environmental Economics seminar, EUREQua – Université Paris-I, October 16<sup>th</sup> 2003.
14. “Lobbying pour les permis négociables et non-neutralité de la règle d’allocation initiale” 52<sup>nd</sup> meeting of the French Economics association, Paris, September 18 & 19 2003.
15. “The political economy of emissions trading design”, EAERE – FEEM – VIU summer school on the Political Economy of the Environment, September 1- 6 2003.
16. “Lobbying for Emissions Allowances: A New Perspective on the Political Economy of the US Acid Rain program”, Environmental Economics seminar, CERNA – Ecole des Mines de Paris, April 4<sup>th</sup>, 2002.

#### **Other Publications**

Hanoteau J. (1998) “Equity and Efficiency in Emissions Trading: Simulations using the OECD GREEN Model”, working paper, PIR-Columbia Earth Institute.

## **OTHER PERSONAL INFORMATION**

### **Languages**

Spoken, written and read: French, English

### **Hobbies**

Cycling, tennis, squash