

Daniel J. Blake

Associate Professor of Strategy | Director, Strategy Research Group | IE Business School

IE Business School, IE Tower, Madrid 28046 | Daniel.Blake@ie.edu | danieljblake.com

ACADEMIC APPOINTMENTS

IE Business School

Director, Strategy Research Group, 2025 -
Associate Professor of Strategy, 2018 -
Assistant Professor of Strategy, 2011 - 2018

Education

Ph.D. Political Science, The Ohio State University, 2010
M.A. Political Science, The Ohio State University, 2006
B.A. International Relations, Bilkent University, 2004

ESMT

Visiting Professor, 2023

INSEAD

Visiting Professor, 2016 - 2020 (recurring)

Princeton University

Fellow, Niehaus Center for Globalization and Governance,
2010 - 2011

PUBLICATIONS

- Barber IV, B., & Blake, D. J. (Forthcoming). Mixing Motives: Political Donations by Corporate Executives. *Organization Science* doi: 10.1287/orsc.2024.19531.
- Blake, D. J., Jandhyala, S., & Li, Q. (2026). Geopolitics and Global Strategy: Making Money under Anarchy. *Global Strategy Journal*, 16(3), 259-286.
- Barber IV, B., & Blake, D. J. (2024). My Kind of People: Political Polarization, Ideology, and Firm Location. *Strategic Management Journal*, 45(5), 849-874.
- Blake, D. J., Markus, S., & Martinez-Suarez, J. (2024). Populist Syndrome and Nonmarket Strategy. *Journal of Management Studies*, 61(2), 525-569.
- Beazer, Q. H., & Blake, D. J. (2021). Risk is Relative: Heterogeneous Responses to Institutional Risks for Foreign Investment. *International Studies Quarterly*, 65(3), 594-605.
- Blake, D. J., & Jandhyala, S. (2019). Managing Policy Reversals: Consequences for Firm Performance. *Strategy Science*, 4(2), 111-128.
- Moschieri, C., & Blake, D. J. (2019). The Organizational Implications of Brexit. *Journal of Organization Design*, 8(6).
- Beazer, Q. H., & Blake, D. J. (2018). The Conditional Nature of Political Risk: How Home Institutions Influence the Location of Foreign Direct Investment. *American Journal of Political Science*, 62(2), 470-485.
- Blake, D. J., & Moschieri, C. (2017). Policy Risk, Strategic Decisions, and Contagion Effects: Firm-Specific Considerations. *Strategic Management Journal*, 38(3), 732-750.
- Bach, D., & Blake, D. J. (2016). Frame or Get Framed: The Critical Role of Issue Framing in Nonmarket Management. *California Management Review*, 58(3), 66-87.
- Blake, D. J., & Lockwood Payton, A. (2015). Balancing Design Objectives: Analyzing New Data on Voting Rules in Intergovernmental Organizations. *Review of International Organizations*, 10(3), 377-402.
- Moschieri, C., Salvaj, E., & Blake, D. J. (2014). La complejidad del cambio: cómo gestionar las desinversiones [The complexity of change: How to manage divestitures]. *Harvard Deusto Business Review*, 231.
- Blake, D. J. (2013). Thinking Ahead: Government Time Horizons and the Legalization of International Investment Agreements. *International Organization*, 67(4), 797-827.
- Blake, D. J., Box-Steffensmeier, J. M., & Woo, B. (2010). Structural Interdependence and Unobserved Heterogeneity in Event History Analysis. In K. van Montfort, J. Oud, & A. Satorra (Eds.), in *Longitudinal Research with Latent Variables*. Berlin: Springer, 275-301.

GRANTS

- Co-Principal Investigator | Nonmarket Strategy and its Relevance II | Spanish Ministry of Economics and Competitiveness | 2026-2029 | €53,000
- Co-Investigator | Nonmarket Strategy and its Relevance | Spanish Ministry of Economics and Competitiveness | 2023-2026 | €70,000
- Co-Investigator | Firm Location: Social, Political and Strategic Dimensions | Spanish Ministry of Economics and Competitiveness | 2020-2022 | €21,659
- Co-Investigator | Political Risk in the Age of De-globalization | l'Initiative d'Excellence de Paris-Seine | 2019-2021 | €32,500
- Co-Investigator | How do Institutions Shape Firms' Strategic Decisions | Spanish Ministry of Economics and Competitiveness | 2017-2019 | €32,000
- Principal Investigator | Threats, Vulnerabilities and Countermeasures: Developing a Multidimensional Approach to Political Risk and Firm Behavior | Spanish Ministry of Economics and Competitiveness | 2012-2015 | €14,000

EXECUTIVE EDUCATION: CUSTOM PROGRAMS

Courses / topics

Strategy; Corporate Strategy; Nonmarket Strategy; Stakeholder Strategy; Sustainability; AI and Strategy; Global Strategy and Geopolitics; Business-Government Relations; Organizational Purpose

Clients

Acciona; Aramco; Azadea; Badael; Bupa; Carrefour; Compass Group; Daimler Truck; Deutsche Bank; EDP-Renewables; Gestamp; Holcim; Iberdrola; King Abdullah Financial District (KAJD); Kuka; Kuwait Finance House; Les Eaux Minérales d'Oulmes; Mapfre; Ministry of Culture (KSA); Leonardo; MinebeaMitsumi; Mitsui & Co.; Orascom Construction; OECD; Radisson Hotel Group; Sadara; Salic; Saudi Public Investment Fund (PIF); Saudi EXIM; Saudi Telecom Company (stc); Saudi Communications, Space and Technology Commission; Van Oord; Zamil Industries

TEACHING

IE Business School

- Business, Government and Sustainability / Nonmarket Strategy (Executive MBA, MBA, Masters in Management, Masters in Sustainability and Business Transformation, IE-Brown University Executive MBA)
- Global Strategy (MBA)
- Readings in Strategy / Readings in Nonmarket Strategy (Ph.D.)
- Implementing and Changing Strategy (MBA)

INSEAD

- Business and Society: Political Environment (MBA)
- International Political Analysis (MBA)

Università della Svizzera italiana, Lugano

- International Business (Executive MBA)

Awards: Best MBA Professor, IE Business School

TEACHING CASES

- Xstrata and Australian Mining Tax Reform (A) (B) (with Aaron Cowper and Patrick Gatland) | IE Business School case no. DE1-202-A-I, DE1-202-B-I
- ABB & Galindo: Stretching Managerial Responsibility during Restructuring (with Rocío Bonet and Saul Downie) | IE Business School case no. DE1-212-I
- ABB & Galindo: Winning the Peace (A) (B) (with Rocío Bonet and Saul Downie) | IE Business School case no. RH1-148-A-I, RH1-148-B-I

Awards: Best Case Award, IE Business School; Bestselling Case Award, IE Business School; EFMD Case Writing Award, Euro-Mediterranean Managerial Practices and Issues.

SELECTED CONFERENCE AND SEMINAR PRESENTATIONS

- Geopolitics and Global Strategy: Making Money under Anarchy | Annual Workshop on the Nexus of Business and Government in the Global Economy, ESSEC-Singapore, March 2026.
- New Frontiers in Nonmarket Strategy | PDW Presentation, Academy of Management Annual Conference, Copenhagen, 2025.
- Managing the Geopolitical Liability of Origin | Strategic Management Society Annual Conference, Istanbul, 2024.
- CEOs' Political Donations: Are they Just Like Regular People? | Annual Meeting of the Strategic Management Society, Toronto, October 2023.
- Corporate Political Influence Around the World | Annual Meeting of the Strategic Management Society, London, September 2022.
- Managing Policy Reversals: Consequences for Firm Performance | Strategy Science Conference, University of Utah, May 2019.

CONFERENCE ORGANIZATION

The Nexus of Business and Government in the Global Economy, Research Workshop, ESSEC Business School - Singapore, 2018-2026; Junior Faculty Consortium, International Management Division, Academy of Management Annual Meeting; Research Frontiers in Nonmarket Strategy, PDW at the Academy of Management Annual Meeting; Strategic Management Society Conference Extension on "Political Institutions and Firm Strategy," IE Business School, 21 September 2018; Conference on the "Politics of FDI," Niehaus Center for Globalization and Governance, Princeton University, 2011.

OTHER ACTIVITIES

- Speaker, AIG Risk Management Academy, 2013-2025
- Ad hoc reviewer: Academy of Management Journal; American Journal of Political Science; Global Strategy Journal; International Organization; International Studies Quarterly; Journal of Management Studies; Journal of World Business; Organization Science; Management Science; Strategic Management Journal; Strategy Science.