

Daniel J. Blake

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

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ACADEMIC APPOINTMENTS /

IE Business School

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

ESMT

Visiting Professor, 2023

INSEAD

Visiting Professor, 2016 - 2020 (recurring)

Princeton University

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

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

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. *Best Paper Award, Reading University-UNCTAD International Business Conference (2015)*
- 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.), **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 (KAFD); 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.