



T U C K
AT DARTMOUTH

***BUILDING PERSPECTIVE, EXPERIENCE AND
IMPACT:
ENVIRONMENTAL SUSTAINABILITY & THE TUCK
MBA***

**Patricia Palmiotto, Director,
Allwin Initiative for Corporate Citizenship**

KATHERINE BIRNIE T'07: TUCK MBA & ENVIRONMENTAL JOB

Motivation:

Attend business school to learn management skills and better understand competing interests around land use

Tuck experiences:

Business & Society conference

Independent studies :

1)land conservation

2)LEED certified real estate

Internship :The Wilderness Society

Jobs:

Maine Coast Heritage Trust
(nonprofit)

Ecosystem Investment Partners
(for profit)



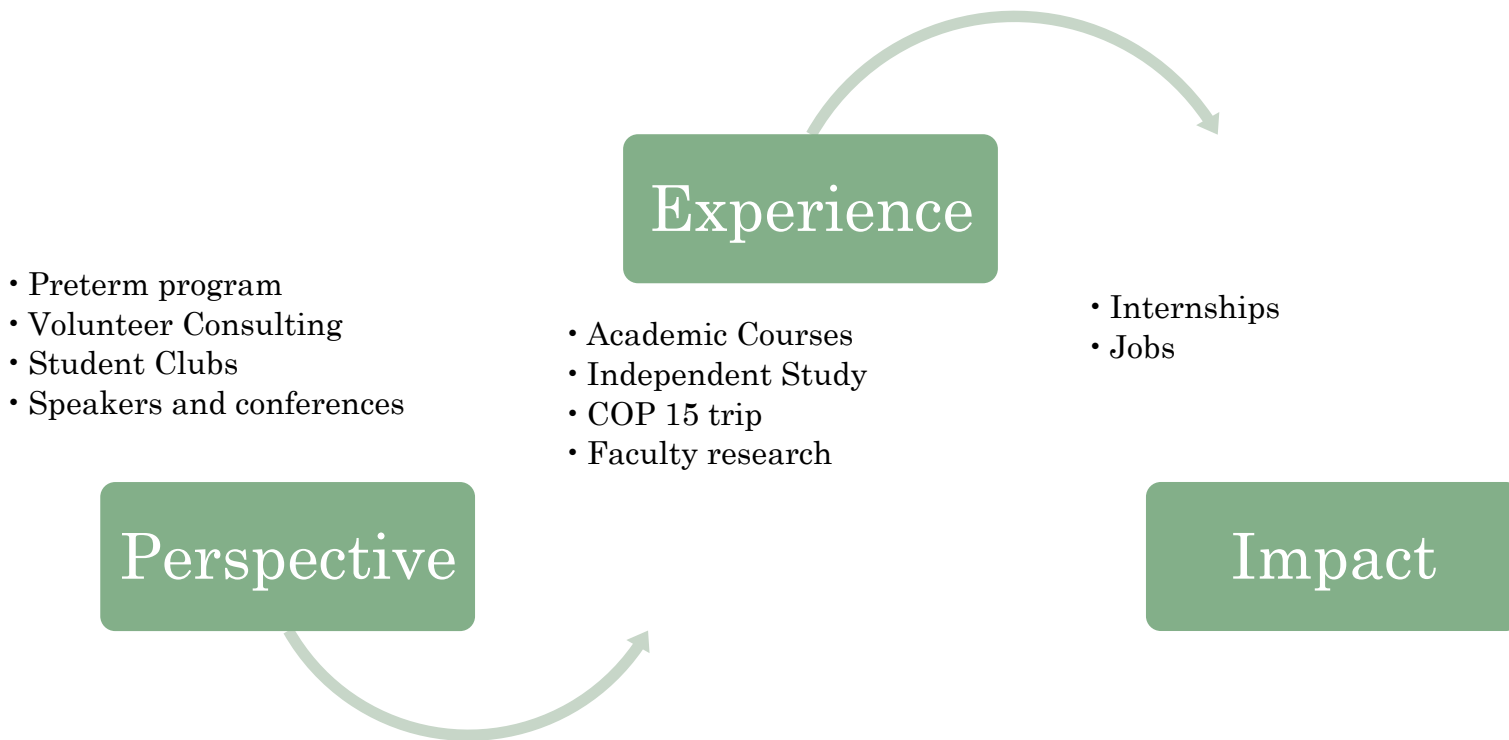
AGENDA

Use Tuck as a case study to answer 3 questions:

- 1) How does Tuck prepare students like Katherine to secure environmental careers?
- 2) What do we offer so all Tuck MBA students learn more about the intersection of business and environmental sustainability?
- 3) Who's involved?



TUCK MBA PATH WITH A SUSTAINABLE FOCUS



PERSPECTIVE: CO-CURRICULAR PROGRAMS

- **Pre-term program**
 - TuckBuildsII
- **Tuck Student Consulting Services**
 - groSolar project
- **Student Clubs**
 - Dartmouth Energy Collaborative
 - Net Impact
 - Tuck Sustains
- **Business & Society Conference**
- **Executive Environmental Sustainability Forum**



GUEST SPEAKERS

- Paul Dickinson, CEO, **Carbon Disclosure Project**
- Cathy Zoi, Asst Sec for Energy Efficiency and Renewable Energy, **U.S. Department of Energy**
- Peter Darbee, President and CEO, **PG&E**
- Frank O'Brien-Bernini, VP Env. Sustainability, **Owens-Corning**
- Bob Simpson, CFO, **Waste Management**



EXPERIENCE: CURRICULAR OPPORTUNITIES

1. Academic courses

- Tuck Elective Classes:
 - Business Strategy for Sustainability
 - Business & Climate Change
 - Both meet Tuck's Ethics/Social Responsibility requirement.
- Energy Classes/Thayer School of Engineering
- Environmental Studies /Dartmouth courses
- Environment and Law /Vermont Law School

2. Independent Study Projects

- Financial mechanism for land conservation
- Sustainable tourism
- Feasibility of wind as addition to renewable portfolio



FACULTY RESEARCH

- **Linking Strategy and Environment: Professor Andrew King**

Professor King is one of the creators of MapEcos.org. This web site provides a balance view of industrial environmental performance. The site maps information from the US EPA on the sources of industrial pollution and allows companies to volunteer information about environmental protection efforts. Research focus on industry self-regulation.

- **Linking Finance and Environment: Professor Anant Sundaram**

The fossil-fuel beta — or $FF \beta^{\text{TM}}$ — developed for *CFO* magazine by finance professor Anant Sundaram and the Allwin Initiative for Corporate Citizenship at Dartmouth's Tuck School of Business, estimates exposure of a company's market returns to changes in fossil-fuel prices. This new benchmark zeroes in on one pivotal question: To what degree do corporate policies and hedging strategies help decouple a firm's market returns from fossil-fuel price changes?



COP 15 TRIP

- *Staus?* U.N. official NGO delegate
- *Who?* Eight second-year MBAs, faculty member, director
- *What?* Learned from the perspectives of other conference attendees and side events
- *Products?* Blog, press release, article in school publication, presentation to Tuck community and Climate Change class
- *Outcomes?* Increased awareness and discussion about significance of climate change/business and environment at Tuck, new visitors to classes, presentation in class



INTERNSHIPS

Center for Resource Solutions



Green-e Energy verification program. *Karl* worked closely with over 100 renewable energy marketers and utilities to ensure their compliance with Green-e and streamline processes.

The Vermont Agency of Agriculture



Effort to help stimulate sustainable business ventures that protect New England's environment and natural resources. To avert additions to the landfill, *Laura* analyzed the market dynamics of the plastic lumber industry, identify which products and markets are most promising for a new entrant and recommend a course of action for how to enter this market.



PUTTING IT ALL TOGETHER: CAROLYN

	First Year	Second Year
Academic	<ul style="list-style-type: none"> *Business & Climate Change *Entrepreneurship in the Social Sector First-Year Project MBA Case Competition 	<ul style="list-style-type: none"> *Business and Society Partnerships *Business Strategies for Sustainability *Social Marketing Independent Study: Sustainable Tourism
Co-Curricular	<ul style="list-style-type: none"> Student Club: Tuck Sustains Interview visiting executive Day of Service: local 	<ul style="list-style-type: none"> Executive Forum on Sustainability Student Clubs: Tuck Sustains, Net Impact Allwin Advisory Group
Career	<ul style="list-style-type: none"> Net Impact Conference 	<ul style="list-style-type: none"> Summer Internship: U.S. National Park Service (Business Plan)



PARTNERS

Who	Role
Allwin Initiative for Corporate Citizenship	Focal point at Tuck for environmental and social issues
Faculty	strategy, academic courses, research
Staff	strategy, implementation, fund raising, communication
Students	ideas, program leadership, advisory group
Alumni	support: ideas, connections,\$, advisory group, internships, jobs
Corporations	speakers, projects, cases, internships, jobs, \$
Nonprofits(NGOs)	speakers, projects, board positions, internships, jobs
Government	speakers, projects, cases, internships, jobs,\$



CLOSING THOUGHTS

Partnership among all parties creates impact at Tuck.

Environmental interest among Tuck MBAs is significant.

New courses are being developed.

New cross-disciplinary research is underway.

Funding from government and donors is increasing.

The job opportunities for MBAs with environmental knowledge are expanding.

All of this bodes well for the future.



THANK YOU



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Tuck School of Business

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COP 15 STUDENTS



Goldminz Itamar
Haifa, Israel

Science, Tel Aviv Univ

IDF - ISNU
Technology
Telecommunications

Ener Noc

Energy Storage



Manoj Sahoo
Ahmedabad, India

Chemical Eng, NIT '96

Indian Oil
Energy, Business
Development
Elevance Renewable
Sciences

Business Development

Oil and gas, renewable
fuels and chemicals,
cleantech investing,
Emerging markets policy



Frank Madden
Cambridge, US

Economics, Harvard'03

The NorthBridge Group
Strategy Consulting
(Energy)

Wind Energy

Project Management



Bennett Collier
Rochester, NY

Clarkson Univ'02, Rensselaer
Polytechnic Inst'05

United Tech - Pratt &
Whitney

Operations

Los Alamos National
Laboratory

Strategy



Adam DeRosier
Minneapolis, MN

Energy, Resources, and
Environment, Johns Hopkins
SAIS '10
International Business &
Economics, University of
Minnesota '03

Deloitte Consulting

Strategy Consulting

General Electric
Climate Change Capital

Marketing, Business
Development

