

# Intellectual Contributions

The University of Vermont

**Sharma, Sanjay**

## ***Refereed Journal Articles***

Hostetter, J.S. , De Marchi, V., Sarkis, J., Govindan, K., Klassen, R., Ometto, A.R., Spraul, K.S., Bocken, N., Ashton, W.S., **Sharma, Sanjay**, Jaeger-Erban, M., Jensen, C., DeWissck, P., Schroeder, P., Sinkovics, N., Ibrahim, S.E., Fiske, L., Goerzen, A., and Vazquex-Brust, D. 2021. From Sustainable Global Value Chains to Circular Economy—Different Silos, Different Perspectives, but Many Opportunities to Build Bridges. *Circular Economy and Sustainability*, <https://doi.org/10.1007/s43615-021-00015-2>

*Journal Article, Academic Journal (Published)*

Sharma, S. 2019. From environmental strategy to environmental impact. *Academy of Management Discoveries*, AMD-2019-0274.

*Journal Article, Academic Journal (Published)*

Hart, S., Sharma, S., Halme, M. (2016). Poverty, Business and Sustainable Development. *Organization and Environment*, 1-13.

*Journal Article, Academic Journal (Published)*

Hahn, T., Figge, F., Sharma, S., Aragon-Correa, A. (2015). Advancing Research on Corporate Sustainability – Off to Pastures New or Back to the Roots? *Business and Society*, 1-31.

*Journal Article, Academic Journal (Published)*

Sharma, S., Hart, S. (2014). Beyond Saddlebag Sustainability for Business Education. *Organization and Environment*, 27(1), 10-15.

*Journal Article, Academic Journal (Published)*

Wassmer, U., Paquin, R., Sharma, S. (2014). The Engagement of Firms in Environmental Collaborations: Existing Contributions and Future Directions. *Business and Society*, 53(6), 754-786.  
<http://bas.sagepub.com/content/early/2012/03/26/0007650312439865.full.pdf+html>

*Journal Article, Academic Journal (Published)*

Sharma, S. (2013). Pathways of Influence for Sustainability in Business Schools: A Dean's Eye View. *Organization and Environment*, 26(2), 230-236.  
<http://oae.sagepub.com/content/early/2013/05/02/1086026613486655>

*Journal Article, Academic Journal (Published)*

Sharma, S. (2013). Integrating Sustainability into the Business School Curriculum: A Dean's Eye View. *Organization and Environment/Sage*, 26(230-236), 7.

*Journal Article, Academic Journal (Published)*

Sharma, P., Sharma, S. (2011). Drivers of proactive environmental strategy in family firms. *Business Ethics Quarterly: The Journal of the Society for Business Ethics*, 21(2), 309-334.

*Journal Article, Academic Journal (Published)*

Sharma, S. (2009). The ecological antecedents of terrorism: A critique of Shrivastava. *International Journal of Sustainable Strategic Management*, 1(2), 124-126.  
<http://inderscience.metapress.com/content/g5r8k19185368546/>

*Journal Article, Academic Journal (Published)*

Sharma, S. (2009). The Influence of Organization Design, Information and Benchmarking on Environmental Practices in the Canadian Hotel Industry. *Business Strategy and the Environment*, 18, 266-276.

*Journal Article, Academic Journal (Published)*

Manzanares,, A. R., Aragon-Correa, J. A., Sharma, S. (2008). The Influence of Stakeholders on Environmental Strategy of Service Firms: The Moderating Effects of Complexity, Uncertainty and Munificence. *British Journal of Management*, 19(2), 185-203.

<http://onlinelibrary.wiley.com/doi/10.1111/j.1467-8551.2007.00538.x/full>

*Journal Article, Academic Journal (Published)*

Aragon-Correa, J. A., Hurtado-Torres, N., Sharma, S., Garcia-Morales, V. J. (2008).

Environmental strategy and performance in small firms: A resource-based perspective.

*Journal of Environmental Management*, 86(1), 88-103.

<http://www.sciencedirect.com/science/article/pii/S0301479706003811>

*Journal Article, Academic Journal (Published)*

Sharma, S., Aragon-Correa, J. A., Rueda-Manzanares, A. (2007). The contingent influence of organizational capabilities on proactive environmental strategy in the service sector: An analysis of North American and European ski resorts. *Canadian Journal of Administrative Sciences*, 24(4), 268-283. <http://onlinelibrary.wiley.com/doi/10.1002/cjas.35/abstract>

*Journal Article, Academic Journal (Published)*

Sharma, S. (2007). Integrated social and ecosystem stewardship. *Business Strategy and the Environment*, 16(1), 90-91.

*Journal Article, Academic Journal (Published)*

Henriques, I., Sharma, S. (2005). Pathways of stakeholder influence in the Canadian forest products industry. *Business Strategy and the Environment*, 14(6), 384-398.

<http://onlinelibrary.wiley.com/doi/10.1002/bse.456/abstract>

*Journal Article, Academic Journal (Published)*

Sharma, S., Henriques, I. (2005). Stakeholder influences on sustainability practices in the Canadian forest products industry. *Strategic Management Journal*, 26(2), 159-180.

<http://onlinelibrary.wiley.com/doi/10.1002/smj.439/pdf>

*Journal Article, Academic Journal (Published)*

Joshi, A. W., Sharma, S. (2004). Customer Knowledge Development: Antecedents and Impact on New Product Performance. *Journal of Marketing*, 68(4), 47-59.

<http://www.atypon-link.com/AMA/doi/pdf/10.1509/jmkg.68.4.47.42722?cookieSet=1>

*Journal Article, Academic Journal (Published)*

Hart, S. L., Sharma, S. (2004). Engaging Fringe Stakeholders for Competitive Imagination. *The Academy of Management Executive*, 18(1), 7-18.

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*Journal Article, Academic Journal (Published)*

Sharma, S. (2004). Living corporate citizenship: Strategic routes to socially responsible business. *Journal of Corporate Citizenship*, 14, 116-118.

*Journal Article, Academic Journal (Published)*

Sharma, S., Starik, M. (2004). Research in corporate sustainability: The evolving theory and practice of organizations in the natural environment. *Canadian Journal of Administrative Sciences / Revue Canadienne des Sciences de l'Administration*, 21(3), 288-289.

<http://onlinelibrary.wiley.com/doi/10.1111/j.1936-4490.2004.tb00343.x/abstract>

*Journal Article, Academic Journal (Published)*

Aragon-Correa, A., Sharma, S. (2003). A contingent natural-resource based view of proactive environmental strategy. *Academy of Management Review*, 28(1), 71-88.

*Journal Article, Academic Journal (Published)*

Sharma, S., Ruud, A. (2003). On the path to sustainability: Integrating social dimensions into the research and practice of environmental management. *Business Strategy and the Environment*, 12, 205-214.

*Journal Article, Academic Journal (Published)*

Sharma, S. (2001). Different strokes: regulatory styles and environmental strategy in the North American oil and gas industry. *Business Strategy and Environment*, 10(6), 344-364.

[http://scholar.google.com/citations?view\\_op=view\\_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation\\_for\\_view=MA4FemEAAAAJ:eQOLeE2rZwMC](http://scholar.google.com/citations?view_op=view_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation_for_view=MA4FemEAAAAJ:eQOLeE2rZwMC)

*Journal Article, Academic Journal (Published)*

Sharma, S. (2001). l'organisation durable et ses stakeholders. *Revue Francaise de Gestion*, 13, 154-167.

[http://scholar.google.com/citations?view\\_op=view\\_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation\\_for\\_view=MA4FemEAAAAJ:Y0pCki6q\\_DkC](http://scholar.google.com/citations?view_op=view_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation_for_view=MA4FemEAAAAJ:Y0pCki6q_DkC)

*Journal Article, Academic Journal (Published)*

Sharma, S. (2000). Managerial interpretations and organizational context as predictors of firm choice of environmental strategies. *Academy of Management Journal*, 43(4), 681-697.

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*Journal Article, Academic Journal (Published)*

Sharma, S. (1999). Building organizational capabilities in the Canadian energy sector. *Academy of Management Executive*, 13(2), 88-89.

*Journal Article, Academic Journal (Published)*

Sharma, S. (1999). Canadian cooperative alliances in Pacific Asia: An overview of strategic orientation and performance. *Journal of Asian Business*, 15(2), 61-77.

*Journal Article, Academic Journal (Published)*

Sharma, S., Pablo, A., Vredenburg, H. (1999). Corporate Environmental Responsiveness Strategies: The Importance of Issue Interpretation and Organizational Context. *Journal of Applied Behavioral Science*, 35(1), 87-109.

<http://jab.sagepub.com/content/35/1/87.full.pdf+html>

*Journal Article, Academic Journal (Published)*

Sharma, S. (1999). Trespass or symbiosis? Dissolving the boundaries between strategic marketing and strategic management. *Journal of Strategic Marketing*, 7(2), 73-88.

*Journal Article, Academic Journal (Published)*

Sharma, S., Nguan, O. (1999). The biotechnology industry and strategies of biodiversity conservation: the influence of managerial interpretations and risk propensity. *Business Strategy and the Environment*, 8(1), 46-61.

[http://onlinelibrary.wiley.com/doi/10.1002/\(SICI\)1099-0836\(199901/02\)8:1%3C46::AID-BSE179%3E3.0.CO;2-K/abstract](http://onlinelibrary.wiley.com/doi/10.1002/(SICI)1099-0836(199901/02)8:1%3C46::AID-BSE179%3E3.0.CO;2-K/abstract)

*Journal Article, Academic Journal (Published)*

Sharma, S., Vredenburg, H. (1998). Proactive corporate environmental strategy and the development of competitively valuable organizational capabilities. *Strategic Management Journal*, 19(8), 729-53. [http://119.226.37.130/0780010101/topics\\_all/doc/sharma.pdf](http://119.226.37.130/0780010101/topics_all/doc/sharma.pdf)

*Journal Article, Academic Journal (Published)*

Sharma, S., Vredenburg, H., Westley, F. (1994). Strategic Bridging: A Role for the Multinational Corporation in Third World Development. *Journal of Applied Behavioral Science*, 30(4)1458-476). <http://jab.sagepub.com/content/30/4/458.short>

## **Books**

*Book, Scholarly-New (Published)*

Sharma, P. & Sharma, S. 2021. *Pioneering Family Firms' Sustainable Development Strategies*. Edward Elgar Publishing. ISBN: 978 1 78990 441 3

*Book, Scholarly-New (Published)*

Sharma, S., Sharma, P. (2019). *Patient Capital: The Role of Family Firms in Sustainable Business* (pp. 240). Cambridge, UK : Cambridge University Press. ISBN: 978-1-107-12366-3.

*Book, Scholarly-New (Published)*

Sharma, S. (2014). *Competing for a Sustainable World: Building Capacity for Sustainable Innovation*. Greenleaf Publishing.

*Book, Scholarly-New (Published)*

Marcus, A., Shrivastava, P., Sharma, S., Pogutz, S. (2011). *Cross-sector Leadership for a Green Economy: Integrating Research and Practice on Sustainable Enterprise..* New York, New York: Palgrave Macmillan.

*Book, Scholarly-New (Published)*

Wüstenhagen, R., Sharma, S., Starik, M., Hamschmidt, J. (2008). *Sustainability, Innovation and Entrepreneurship*. Northampton, Massachusetts: Edward Elgar Academic Publishing.

*Book, Scholarly-New (Published)*

Sharma, S., Starik, M., Husted, B. (2007). *Organizations and the Sustainability Mosaic: Crafting Long-Term Ecological and Societal Solutions*. Northampton, Massachusetts: Edward Elgar Academic Publishing.

*Book, Scholarly-New (Published)*

Sharma, S., Aragón-Correa, J. A. (2005). *Environmental Strategy and Competitive Advantage*. Northampton, Massachusetts: Edward Elgar Academic Publishing.

*Book, Scholarly-New (Published)*

Starik, M., Sharma, S., Egri, C. (2005). *New Horizons in Research on Sustainable Organizations: Emerging Ideas, Approaches, and Tools for Educators and Practitioners.* . Greenleaf Publishing.

*Book, Scholarly-New (Published)*

Sharma, S., Starik, M. (2004). *New Perspectives on Research in Corporate Sustainability: Stakeholders, Environment and Society*. Northampton, Massachusetts: Edward Elgar Academic Publishing.

*Book, Scholarly-New (Published)*

Sharma, S., Starik, M. (2002). *Research in corporate sustainability: The evolving theory and practice of organizations in the natural environment*. Northampton, Massachusetts: Edward Elgar Academic Publishing.

### **Book Chapters**

Sharma, S., Bouzdine-Chameeva, & Hofstetter, J. 2021. The Role of Family Values in Institutional Change toward Sustainability in the Bordeaux Wine Industry. In Sharma, P. and Sharma, S. *Pioneering family firms' sustainable development strategies*, Edward Elgar Academic Publishing, Northampton, MA.

Sharma, P. & Sharma, S. 2021. Pioneering business families committed to sustainable development. In Sharma, P. and Sharma, S. *Pioneering family firms' sustainable development strategies*, Edward Elgar Academic Publishing, Northampton, MA.

Sharma, P., Sharma, S. and Steiner, A. 2021. Sustainability Comes Naturally: Rocky Mountain Soap Company, A Purpose Driven Family Business. In Sharma, P. and Sharma, S. *Pioneering family firms' sustainable development strategies*, Edward Elgar Academic Publishing, Northampton, MA.

Sharma, P., Sharma, S. and Schuetz, A. 2021. Supreme Creations and the Wings of Hope: A Symbiotic Care of Environment and Society. In Sharma, P. and Sharma, S. *Pioneering family firms' sustainable development strategies*, Edward Elgar Academic Publishing, Northampton, MA.

#### *Book, Chapter in Scholarly Book-New (Published)*

Sharma, S. (2019). [Innovating for Society](http://dx.doi.org/10.1093/acrefore/9780190224851.013.250). In Dess, G. and Aldag, R. (eds). *Oxford Research Encyclopedia of Business and Management*. Oxford University Press. doi: <http://dx.doi.org/10.1093/acrefore/9780190224851.013.250>

#### *Book, Chapter in Scholarly Book-New (Published)*

Sharma, P & Sharma, S. 2019. "The role of family firms in corporate sustainability." In Sturdy, A., Heusinkveld, S., Reay, T. & Strang, D. (Eds.) Pages 447-442. ***The Oxford Handbook of Management Ideas***. Oxford, UK: Oxford University Press, U.K.

#### *Book, Chapter in Scholarly Book-New (Published)*

Marcus, A. A., Shrivastava, P., Sharma, S., Pogutz, S. (2011). *Cross-Sector leadership for the Green Economy: Integrating Research and Practice on Sustainable Enterprise* (pp. xi-xvi). New York, New York: Palgrave Macmillan.

#### *Book, Chapter in Scholarly Book-New (Published)*

Wustenhausen, R., Sharma, S., Starik, M., Wuebker, R. (2008). *Sustainability, Innovation and Entrepreneurship* (pp. 1-23). Northampton, Massachusetts: Edward Elgar Publishing. [http://books.google.com/books?hl=en&lr=&id=DnTHI4UQlSkC&oi=fnd&pg=PA1&ots=zRUtBZcRkl&sig=3OckqWJTdbV1kA\\_9ui4dhz97Vgl#v=onepage&q&f=false](http://books.google.com/books?hl=en&lr=&id=DnTHI4UQlSkC&oi=fnd&pg=PA1&ots=zRUtBZcRkl&sig=3OckqWJTdbV1kA_9ui4dhz97Vgl#v=onepage&q&f=false)

#### *Book, Chapter in Scholarly Book-New (Published)*

Husted, B., Sharma, S., Starik, M. (2007). *Organizations and the Sustainability Mosaic: Crafting Long-Term Ecological and Societal* (pp. 313). Northampton, Massachusetts: Edward Elgar Publishing. <http://books.google.com/books?hl=en&lr=&id=CTRN-qW-YC&oi=fnd&pg=PA1&dq=info:eRZYyKNUGcoJ:scholar.google.com&ots=IQyEDNqicV&sig=bsJ8z4NZI-m-dPqGgEDcjlZDvbQ#v=onepage&q&f=false>

#### *Book, Chapter in Scholarly Book-New (Published)*

Sharma, S., Aragon-Correa, J. A. (2005). In Sharma, S. & Aragon-Correa, J.A. (Ed.), *Corporate Environmental Strategy and Competitive Advantage: a Review from the Past to the Future*. Northhampton, Massachusetts: Environmental Strategy and Competitive Advantage/Edward Elgar Academic Publishing. <http://ecsocman.hse.ru/text/19206565/>

*Book, Chapter in Scholarly Book-New (Published)*

Sharma, S., Aragon-Correa, J. A. (2005). *Environmental Strategy and Competitive Advantage*. Northhampton, Massachusetts: Edward Elgar Academic Publishing.

*Book, Chapter in Scholarly Book-New (Published)*

Starik, M., Sharma, S., Egri, C., Bunch, R. (2005). In Starik, M., Sharma S. & Egri C. (Ed.), *New horizons in research on sustainable Organizations: Emerging Ideas, Approaches, and Tools for Educators and Practitioners*. New Horizons in Research on Sustainable Organizations: emerging Ideas, Approaches, and Tools for Educators and Practitioners/Greenleaf Publishing.  
[http://scholar.google.com/citations?view\\_op=view\\_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation\\_for\\_view=MA4FemEAAAAJ:aqIVkmm33-oC](http://scholar.google.com/citations?view_op=view_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation_for_view=MA4FemEAAAAJ:aqIVkmm33-oC)

*Book, Chapter in Scholarly Book-New (Published)*

Sharma, S. (2005). In Sharma, S. & Aragon-Correa, J.A. (Ed.), *Through the lens of managerial interpretations: stakeholder engagement, organizational knowledge and innovation* (pp. 49-70). Northhampton, Massachusetts: Environmental Strategy and Competitive Advantage/Edward Elgar Academic Publishing.

*Book, Chapter in Scholarly Book-New (Published)*

Sharma, S., Starik, M. (2004). In Sharma, S. & Starik, M. (Ed.), *Stakeholders, the Environment and Society: Multiple perspectives, emerging consensus* (pp. 1-22). Northhampton, Massachusetts: New Perspectives on Research in Corporate Sustainability: stakeholders, Environment and Society\Edward Elgar Academic Publishing.  
<http://books.google.com/books?hl=en&lr=&id=3VzGJEYil5QC&oi=fnd&pg=PR7&ots=VY YDedzBlo&sig=bJdDL-tqf1uTCAG6-J6v9ko1IU#v=onepage&q&f=false>

*Book, Chapter in Scholarly Book-New (Published)*

Sharma, S. (2002). In Sharma, S. & Starik, M. (Ed.), *Research on corporate sustainability: What really matters* (pp. 1-29). Northhampton, Massachusetts: Research in corporate sustainability: The evolving theory and practice of organizations in the natural environment/Edward Elgar Academic Publishing.  
[http://scholar.google.com/citations?view\\_op=view\\_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation\\_for\\_view=MA4FemEAAAAJ:W7OEmFMy1HYC](http://scholar.google.com/citations?view_op=view_citation&hl=en&user=MA4FemEAAAAJ&pagesize=100&sortby=pubdate&citation_for_view=MA4FemEAAAAJ:W7OEmFMy1HYC)

### **Conference Proceedings**

Sharma, S. 2020. The future of the management field in light of the climate and environmental crises: What changes do we have to make? *Academy of Management Annual Meetings*, August 2020, Vancouver, BC (Virtual).

Sharma, S. 2020. Sustainable business education: A radical integrated approach. *Academy of Management Annual Meetings*, August 2020, Vancouver, BC (Virtual).

Sharma, S., Bouzdine-Chameeva, T. & Hofstetter, J. (2020). Drivers of accelerated institutional change toward sustainable viticulture in Bordeaux. *The 20<sup>th</sup> European Academy of Management Conference*. Dublin, Ireland. December 4<sup>th</sup> to 6<sup>th</sup> 2020 (Virtual).

Sharma, S., Bouzdine-Chameeva, T. & Hofstetter, J. (2020). Rapid institutional adoption of sustainability practices in the Bordeaux wine industry. *The 8<sup>th</sup> World Sustainability Forum*. Geneva, Switzerland. September 15<sup>th</sup> to 17<sup>th</sup> 2020 (Virtual).

Sharma, S., Bouzdine-Chameeva, T. & Hofstetter, J. (2020). Family values are drivers of institutional work in diffusion of sustainability practices. *The 10<sup>th</sup> Conference of the Group of Researchers in Organizations and the Natural Environment*. Lisbon June 17<sup>th</sup> to 19<sup>th</sup> 2020 (Virtual).

Sharma, S., Bouzdine-Chameeva, T. & Hofstetter, J. (2020). Core Family Values As Accelerators of Institutional Change - the Case of Sustainable Viticulture in the Bordeaux Wine Region. *The Annual Conference of the Society for the Advancement of Socio-Economics*, University of Amsterdam, The Netherlands, July 18-20<sup>th</sup>. (Virtual)

Sharma, S. & Sharma, P. (2020). Investing for the long-term: The role of family firms in sustainability. *The 12<sup>th</sup> Annual Sustainability, Entrepreneurship and Ethics Conference*, San Juan, PR, February 26<sup>th</sup> to March 1<sup>st</sup>.

*Conference Proceeding (Published)*

Sharma, S. & Sharma, P. (2019). The role of family firms in environmental sustainability: An integrative model. Symposium by the ENT - Entrepreneurship, ONE – Organizations & the Natural Environment, STG – Strategy Divisions of the 79th Annual Academy of Management, Boston. August 9-13, 2019.

*Conference Proceeding (Published)*

SHARMA, S. (2015). *Developing a radical model of sustainability education in a business school.* Basel, Switzerland:.

*Conference Proceeding (Published)*

Sharma, S. (2009). *Drivers of Sustainability Strategy in Family Firms.* Snowmass, Colorado: Proceedings of the 20th Annual Conference of the International Association of Business and Society.

*Conference Proceeding (Published)*

Sharma, S. (2006). *The Moderating Effect of the General Business Environment on the Relationship Between Stakeholder Integration and Environmental Strategies.* Proceedings of the Group on Organizations and the Natural Environment Second Research Conference/St. Gallen.

*Conference Proceeding (Published)*

Sharma, S., Aragon-Correa, A., Rueda, A. (2006). *The contingent effect of uncertainty on proactive sustainability in North American and European ski resorts.* Merida: Proceedings of the 17th Annual Conference of the International Association of Business and Society.

*Conference Proceeding (Published)*

Bowen, F., Sharma, S. (2005). *Resourcing corporate environmental strategy: Behavioral and resource-based perspectives.* Academy of Management proceedings. <http://proceedings.aom.org/content/2005/1/A1.20.short>

*Conference Proceeding (Published)*

Bowen, F., Sharma, S. (2005). *Resourcing Environmental Strategy: Behavioral and resource-based Perspectives.* Hawaii: Academy of Management Best Paper Proceedings.

*Conference Proceeding (Published)*

Sharma, S., Aragon-Correa, A. (2004). *Research on advanced environmental management: Opportunities and capabilities.* Gronen Research Workshop (Group on Organizations and the Natural).

*Conference Proceeding (Published)*

Sharma, S., Aragon-Correa, A., Rueda, A. (2004). *A Contingent Resource-Based Analysis of Environmental Strategy in the Ski Industry.* Proceedings of the Administrative Sciences Association of Canada Annual Meetings.



*Conference Proceeding (Published)*

Sharma, S., Henriques, I. (2003). *Stakeholder influences and sustainability strategies in the Canadian forest products industry*. Halifax, Nova Scotia: Administrative Sciences Association of Canada Annual Meetings.

*Conference Proceeding (Published)*

Sharma, S., Henriques, I. (2002). *Stakeholder influences and sustainability strategies in the Canadian forest products industry*. Goteborg: Proceedings of the Greening of Industry Network annual Conference.

*Conference Proceeding (Published)*

Sharma, S. (2001). *Stakeholder influences and sustainability knowledge creation*. Sedona, Arizona: Proceedings of the Eleventh Meeting of the International Association of Business & Society.

*Conference Proceeding (Published)*

Sharma, S. (2000). *Differences in regulatory styles and environmental strategies in the U.S. and Canadian energy sectors*. Burlington, Vermont: Proceedings of the eleventh Meeting of the International Association of Business & Society.

*Conference Proceeding (Published)*

Joshi, A., Sharma, S. (1999). *Environmental Turbulence and Firm Performance: The Mediating Role of Market Orientation processes*. Proceedings of the Annual Summer Educators Conference of the American Marketing Association.

S. (1999). *Sustainability thinking and practices in the Canadian forest products industry*. Chapel Hill, North Carolina: Proceedings of the Eighth Annual Meeting of the Greening of Industry Network (Best Paper)/University of North Carolina-chapel Hill.

*Conference Proceeding (Published)*

Sharma, S. (1999). In Wood, D.J. & Rehbein, K. (Ed.), *Sustainability strategies in the forest industry*. Paris: Proceedings of the Tenth Meeting of the International Association of Business & Society.

*Conference Proceeding (Published)*

Sharma, S., Nguan, O. (1998). In Calton, J. & rehbein, K. (Ed.), *Biodiversity strategies of biotechnology companies in developing countries* (pp. 229-234). Kona, Hawaii: Proceedings of the Ninth Annual Meeting of the International Association of Business and Society.

*Conference Proceeding (Published)*

Sharma, S. (1997). *A longitudinal investigation of environmental responsiveness strategies: antecedents and outcomes* (pp. 460-464). Boston, Massachusetts: Academy of Management Proceedings. <http://proceedings.aom.org/content/1997/1/460.short>

*Conference Proceeding (Published)*

Sharma, S., St. Cyr, A. (1997). In Weber, J. & Rehbein, K. (Ed.), *A resource market approach to micro and small enterprises development* (pp. 314-319). Sandestin, Florida: Eighth Annual Meeting of the International Association of Business and Society.

*Conference Proceeding (Published)*

Sharma, S. (1997). *Trespass or symbiosis: Dissolving the boundaries between marketing strategy and strategic management*. Proceedings of the Atlantic Schools of Business Annual Meetings.

*Conference Proceeding (Published)*

Sharma, S. (1996). In Logsdon, J. & Rehbein, K. (Ed.), *An empirical investigation into the influence of managerial cognitions and organizational context on corporate environmental responsiveness*. Santa Fe, New Mexico: Proceedings of the Seventh Annual Conference of the International Association of Business and Society.

*Conference Proceeding (Published)*

Sharma, S., Vredenburg, H. (1994). In A. Rahim (Ed.), *Stakeholder relations and environmental response in the Canadian oil and gas industry*. Calgary, Alberta: Proceedings of the Second Biannual International Conference on Advances in Management,.

*Conference Proceeding (Published)*

Sharma, S. (1994). *Environmental management - Global interconnections and the Third World perspective: A role for private business* (pp. 505-510). Hilton Head, South Carolina: Proceedings of the Fifth Annual Conference of the International Association of Business & Society.

*Conference Proceeding (Published)*

Sharma, S., Vredenburg, H. (1994). *Environmental response in the Canadian oil and gas industry*. Hilton Head, South Carolina: Proceedings of the Fifth Annual Conference of the International Association of Business & Society.

*Conference Proceeding (Published)*

Sharma, S., Vredenburg, H. (1993). *Incorporating environmental concerns into strategy: A source of competitive advantage*. Lake Louise, Alberta: Proceedings of the Annual Meetings of the Administrative Sciences Association of Canada.

S., Vredenburg, H., Westley, F. (1993). *Strategic bridging: A role for the multinational corporation in Third World Development* (pp. 103-108). San Diego, California: Proceedings of the Fourth Annual Conference of the International Association of Business & Society.

**Other Intellectual Contributions**

*Co-Editor Special Issue (Published)*

Sharma, S. (2014). *Journal of Business and Society. Advancing Research on Corporate Sustainability – Off to Pastures New or Back to the Roots?*.

*Book Review (Published)*

Sharma, S. (2004). *Organizations, Policy and the Natural Environment: Institutional and Strategic Perspectives* (2nd ed., vol. 20, pp. 181-182). Canadian Journal of Administrative Sciences.

*Written Case with Instructional Material (Published)*

Sharma, S. (2003). *Triba Water: A Business Model for Developing Nations* (vol. #120042). G. Laurier Institute.

*Technical Report (Published)*

Sharma, S. (1994). *Strategic Adaptation Scenarios in the Canadian tobacco Products Industries Consequent to Introduction of Plain Packaging for Cigarettes*. Ministry of Health, Government of Canada.