

Updated December 2018

R. Daniel Bressler

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EDUCATION

PhD in Sustainable Development, 2022 (expected) – Columbia University.

BA in Economics and History, 2012 – Brown University.

Phi Beta Kappa

Magna Cum Laude

Visiting Student, University of Oxford (2011)

WORK IN PROGRESS

International Relations

Offense Need not be Tragic: When Welfare Improves Under Increasing Offensive Advantage
with Allan Dafoe and Ben Garfinkel

How Nuclear Winter Affects Nuclear Arms Strategy

Third Party Strategies in Conflicts with Significant Collateral Damage

[The Intergovernmental Panel on Global Catastrophic Risks: A Proposal for a New International Organization](#) with Jeff Alstott (2017)

Economics

Valuing Intergenerational Mortality Risks: Implications for Discounting, Climate Change, and the Social Cost of Carbon

Does Creating Shared Value Lead to Higher Profitability? — An Empirical Analysis

PUBLICATIONS

Popular Articles

[“Designer bugs: how the next pandemic might come from a lab”](#) with Chris Bakerlee. *Vox*.

December 6, 2018.

"[Escaping the Malthusian Trap.](#)" *Sense and Sustainability*. November 8, 2016.

"[The Problem with Brexit: 21st Century Challenges Require International Cooperation.](#)" *The Future of Life Institute*. July 1, 2016.

Non-Authored Papers I Supported with Research Assistance

Porter, Michael E., and James E. Heppelmann. "[A manager's guide to augmented reality.](#)" *Harvard Business Review* 95.6 (2017): 45-57.

Porter, Michael E., and James E. Heppelmann. "[How smart, connected products are transforming companies.](#)" *Harvard Business Review* 93.10 (2015): 96-114.

SELECTED PRESENTATIONS

"[Introduction to Effective Altruism.](#)" Columbia University Effective Altruism. New York, NY. October 4, 2018.

"Third Party Strategies in Conflicts with Significant Collateral Damage." Oxford Global Priorities Institute Seminar. Oxford, UK. June 21, 2018.

"Using Cost-Benefit Analysis to Assess Interventions to Avoid and Mitigate Global Catastrophic and Existential Risks." Columbia Sustainable Development Colloquium. New York, NY. February 2, 2018.

TEACHING EXPERIENCE

Teaching Assistant, Columbia University

- Undergraduate Principles of Economics (Spring 2019)
- Undergraduate Intermediate Macroeconomics (Fall 2018)

Teaching Assistant, Brown University

- Undergraduate Principles of Economics (Fall 2011 – Spring 2012)

WORK EXPERIENCE

University of Oxford – Global Priorities Institute

Summer Research Fellow May 2018 – August 2018

- The Global Priorities Institute exists to develop and promote rigorous, scientific approaches to the question of how appropriately motivated actors can do good more effectively.

- Conducted research on topics in international relations and economics:
 - Used formal game theoretical models to determine how countries might behave when powerful technologies can be used destructively in conflicts and in crisis bargaining, and how institutions can be designed to avoid and mitigate global-scale catastrophes.
 - Incorporated large-scale mortality risk externalities into long-run macroeconomic analysis.
 - Worked on a project with Allan Dafoe, the Director of the Governance of Artificial Initiative at the Oxford Future of Humanity Institute, on the affects that future weapons technology has on offense-defense balance in warfare.

Harvard Business School – Institute for Strategy and Competitiveness

Research Associate to Professor Michael Porter January 2015 - June 2017

- Worked as the primary strategy and technology research associate to Professor Michael Porter, the most cited scholar today in business academia
- Research areas include business strategy, economic development, how business can contribute towards solving social problems, the effect of new technologies on competition and strategy, and providing strategic advice to CEOs of Fortune 500 companies and other business leaders
- Conducted extensive research and writing for Harvard Business Review articles on the role of [Smart, Connected Products](#) in shaping competition and strategy
- Lead consultant on Michael Porter's consulting engagements for Fortune 500 CEOs and leaders of major organizations

Selected Case Experience

Fortune 100 Telecom Company – Strategic Planning Project with CEO

- Created a strategic vision for the CEO of a leading Fortune 100 telecommunications company using in-depth data and strategic analysis
- Participated in all day C-Suite management meeting to discuss the company's strategy

Top 10 Law Firm – Strategic Planning Project with Firm Management

- Constructed and presented an 80-page strategy document with Professor Porter at the firm's annual management offsite meeting
- Conducted executive interviews, company data analysis, competitor analysis, professional services literature review, and a survey of firm leaders to reach strategic insights
- Worked closely with firm leaders to craft a clear strategy document outlining the company's strategy to compete in the changing legal services profession

Altman Vilandrie & Company

Senior Analyst June 2014-January 2015

Analyst September 2012-June 2014

- Largest pure-play management consulting firm in TMT (Telecommunications, Media, and Technology) in North America
- Worked on over a dozen engagements building financial models, researching complex technology trends, analyzing big datasets in SQL, performing due diligence, running regression analysis, and presenting key findings to senior executives and investors

Selected Case Experience

Multinational Telecom Provider – Market entry assessment in India

- Developed a business case to launch FTTH (fiber to the home) to 600K homes in India
- Created operating model estimating future cash flows, IRR, NPV, and project payback period
- Conducted primary and secondary market research to understand consumer preferences and competitive offers and products currently in market

Large Hedge Fund – Due diligence on public target in the internet infrastructure networking space

- Conducted due diligence on a provider of core and edge routing equipment for internet service providers
- Modeled projected industry and target company revenue by region and product type
- Conducted SME interviews, and analyzed threat of new technologies to current business

Large Private Equity Fund – Due diligence on private target in the mainframe space

- Modeled projected mainframe industry revenue by region, business size, and vertical
- Sourced and conducted interviews with industry experts, enterprise CTOs, and leading academics

Leading Cell Tower Provider – International markets prioritization

- Worked with a leading tower provider to prioritize new international markets for entry
- Created a dynamic Excel dashboard that aggregated a comprehensive set of over 30 industry, geographic, macroeconomic, and risk metrics and ranked countries based on dynamic weightings of metric categories
- Conducted detailed due diligence on 10 target countries assessing the country's risk profile, wireless market growth, and competition among tower providers

Major Wireline Telecom Service Provider – Small business telecom growth strategy

- Analyzed large customer-level datasets often containing 100M+ records in SQL and SAS EG to drive to insights about historical customer behavior

- Used statistical analysis to develop strategy for new customer acquisition, go-to-market planning, customer retention, allocation of marketing spend, and channel tactics

Goldman Sachs

Summer Financial Analyst Summer 2011

- Worked in Private Wealth Management, which specializes in managing assets for clients with an average portfolio size of \$30 million
- Supported a team in managing assets and monitoring portfolio performance for over 70 ultra high net-worth clients

The Onion

Advertising Operations Intern Summer 2010

- Managed the Onion's Movie Trailer website and managed advertising operations for 25 local ad representatives across the country by launching and geo-targeting online local advertising to eight major metropolitan areas

OTHER INTERESTS

Effective Altruism, Sustainability, Jazz, Rugby, Golf, Backcountry Backpacking, Powerlifting, Competitive Stair Climbing