

**NICHOLAS ALAN POGGIOLI**  
**PHD CANDIDATE**  
**STRATEGY AND ENTREPRENEURSHIP**

Carlson School of Management  
University of Minnesota  
321 19th Avenue S #3-365  
Minneapolis, MN 55455  
poggi005@umn.edu  
www.nicholaspoggioli.com

**EDUCATION**

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<b>Ph.D., Strategy and Entrepreneurship</b>	2019
Carlson School of Management, University of Minnesota, USA	
<b>Master of Urban and Regional Planning</b>	2008
University of California - Irvine, USA	
<b>Bachelor of Arts, Anthropology</b>	2006
University of Illinois at Urbana-Champaign, USA	

**RESEARCH INTERESTS**

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Strategic Management, Corporate Social Responsibility, Sustainability Strategy, Nonmarket Strategy

**DISSERTATION**

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*Stakeholder Roles in the Financial Performance of Corporate Social Responsibility.*  
Adviser: Alfie Marcus.

My dissertation examines the role of stakeholders in the performance of corporate social responsibility strategies. From stakeholder and CSR theories, I derive hypotheses predicting how CSR affects firm performance and how stakeholder characteristics moderate the CSR-financial performance relationship (Chapter 1). I test some of these hypotheses using new CSR performance data addressing weaknesses recently identified in traditional CSR measures like KLD (Chapter 2). I am developing tests of the remaining hypotheses by collecting data on the quality of interactions between firms and stakeholders and the social issues most concerning to stakeholders (Chapter 3). My work contributes to the ongoing integration of stakeholder theory and CSR research suggesting CSR performance depends on the capability to understand and tailor CSR strategies to specific stakeholder groups relevant to the firm.

**WORKING PAPERS**

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**Poggioli, N.A., & Marcus, A., "Does It (Still) Pay to Be Really Good? Replicating and Extending Research on the CSR-Financial Performance Relationship." (Preparing for submission to *Strategic Management Journal*)**

**Poggioli, N.A. "Improving the Use of Ratings in CSR Research: Metaratings And the CSRHub Dataset." Presented at the 2018 Sustainability, Ethics, and Entrepreneurship Conference (Preparing for Submission to *Strategic Management Journal*)**

## CONFERENCE PRESENTATIONS

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**Poggioli, N.A.** 2018. Extending the Resource-based View to Common-pool Resources. Academy of Management Annual Meeting, Chicago, USA. *Academy of Management Annual Proceedings*.

**Poggioli, N.A.** 2018. Improving the Use of Ratings in CSR Research: Metaratings and the CSRHub Dataset. Sustainability, Ethics, and Entrepreneurship Conference in Washington, DC, USA.

Pimental, J.A., **Poggioli, N.A.**, Oetzel, J., & Oh, C. 2018. "Foreign Direct Investment, Conflict, and Peacekeeping." Strategic Management Society Conference, Paris, France.

**Poggioli, N.A.** 2017. A New Type of Research Relevance: Career Relevance and Closing the Relevance Gap. Academy of Management Annual Meeting, Atlanta, USA. *Academy of Management Annual Meeting Proceedings*.

**Poggioli, N.A.** 2017. Integrated Firm Performance Theory: Combined Economic, Social, and Environmental Sustainability. Sustainability, Ethics, and Entrepreneurship Conference, San Juan, Puerto Rico, USA.

**Poggioli, N.A.** & Vasudeva, G. 2016. Do Markets Care about Non-Market Strategy? Academy of Management Annual Meeting, Anaheim, USA. *Academy of Management Annual Meeting Proceedings*.

**Poggioli, N.A.** 2016. Big Firms, Small Actions, Big Impacts? Business Corporations as Institutional Entrepreneurs in Global Carbon Markets. Sustainability, Ethics, and Entrepreneurship Conference, Boulder, USA.

## PAPERS IN DEVELOPMENT

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**Poggioli, N.A.** "What Stays Fixed in Fixed Effects Regression? Simulating the Empirical Consequences of Fixed Effects Assumption Failures." (Data analysis stage).

Pimental, J.A., **Poggioli, N.A.**, Oetzel, J., & Oh, C. "Foreign Direct Investment, Conflict, and Peacekeeping." (Data analysis stage).

**Poggioli, N.A.** "Managing Resource Scarcity through Resource Management Coalitions: Polycentric Governance between Firms, States, and Activists." (Data collection stage).

**Poggioli, N.A.** "The Structure of United States Government Contracting." (Data collection stage).

**Poggioli, N.A.** "A Review of Political Resources and Capabilities in Strategy Research." (Conceptualization phase).

## AWARDS & GRANTS

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- Best Reviewer Award, Academy of Management ONE Division 2017
- Carlson School of Management Teaching Award 2015
- Research Grant (\$3,000) - University of Minnesota Institute on the Environment 2017

## TEACHING EXPERIENCE

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**Instructor**, Fundamentals of Management 2015

- Carlson School of Management Teaching Award (Mean Evaluation 5.61/6.0)

## Teaching Assistant

- MBA Core Strategy
- MBA Entrepreneurship and Innovation
- MBA Business Formation (classroom and online)
- MBA Business Ethics (classroom and online)
- MBA Integrated Leadership (cross-listed with School of Public Affairs)
- MBA Negotiations
- Undergraduate International Business
- Undergraduate Applied Technology Entrepreneurship

## TEACHING INTERESTS

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Strategic Management, Corporate Social Responsibility, Sustainability Strategy, Entrepreneurship and Business Formation, Business Ethics, International Business

## SERVICE

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### Journal and Conference Reviewing

- *Journal of International Business Studies*
- *Journal of Management Studies*
- *Organization & Environment*
- Academy of Management Annual Meeting (Divisions: STR, OMT, ONE)
- Strategic Management Society Conference & Special Conference: Milan
- Sustainability, Ethics, and Entrepreneurship Conference
- Western Academy of Management Conference

### University Service

- Student Representative, Student Advisory Committee, Carlson School of Management 2018
- Student Representative, Faculty Affairs Committee of the University of Minnesota Senate 2014

### Other Service

- Creator of Reproducing Strategy Research
- Manager of web-based repository of experiments in strategy research

## CONSORTIA & PROFESSIONAL DEVELOPMENT

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- AOM Doctoral Consortium (OMT Division). Chicago, USA 2018
- AOM Writing and Reviewing Workshop (OMT Division). Vancouver, Canada 2018
- AOM Doctoral Consortium (STR Division). Atlanta, USA 2017
- AOM Doctoral Consortium (ONE Division). Vancouver, Canada 2015

## PROFESSIONAL AFFILIATIONS

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- Academy of Management; Strategic Management Society; Society for Business Ethics
- Alliance for Research on Corporate Sustainability (ARCS)
- American Association for the Advancement of Science

## REFERENCES

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### **Alfred Marcus**

Professor, Strategy and Entrepreneurship  
Edson Spencer Endowed Chair in Strategy and Technological Leadership  
Carlson School of Management, University of Minnesota  
321 19<sup>th</sup> Ave. S, Suite 3-365, Minneapolis, MN 55455  
Phone: 612-624-2812  
Email: amarcus@umn.edu

### **Paul Vaaler**

Associate Professor, Strategy and Entrepreneurship  
John and Bruce Mooty Chair in Law & Business  
Carlson School of Management, University of Minnesota  
321 19<sup>th</sup> Ave. S, Suite 3-365, Minneapolis, MN 55455  
Phone: 612-625-4951  
Email: vaal0001@umn.edu

### **Russell Funk**

Assistant Professor, Strategy and Entrepreneurship  
Carlson School of Management, University of Minnesota  
321 19<sup>th</sup> Ave. S, Suite 3-365, Minneapolis, MN 55455  
Phone: 612-626-1598  
Email: rfunk@umn.edu

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