

NICHOLAS ALAN POGGIOLI
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EDUCATION

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

RESEARCH INTERESTS

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

DISSERTATION

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. I replicate a study of the direct relationship between CSR and firm performance (Chapter 2), analyze the role of stakeholder groups in that relationship (Chapter 3), and develop new theory about industry stakeholder structure (Chapter 4). My work contributes to the ongoing integration of stakeholder management and CSR theories postulating CSR performance depends on firms' capabilities to understand and influence stakeholder behavior through CSR strategy.

JOB MARKET PAPER

Poggioli, N.A. "Does It (Still) Pay to Be Really Good? Replicating and Extending Research on the CSR-Financial Performance Relationship." (Chapter 2 of dissertation).

WORKING PAPERS

Pimental, J.A., **Poggioli, N.A.**, Oetzel, J., & Oh, C. 2018. "Foreign Direct Investment, Conflict, and Peacekeeping." (Preparing for journal submission).

CONFERENCE PRESENTATIONS

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. Accepted at Sustainability, Ethics, and Entrepreneurship Conference in Washington, DC, USA, but not presented due to weather-related flight cancellation.

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

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

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

TEACHING EXPERIENCE

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)

Teaching Assistant (continued)

- MBA Integrated Leadership (cross-listed with School of Public Affairs)
- MBA Negotiations
- Undergraduate International Business
- Undergraduate Applied Technology Entrepreneurship

TEACHING INTERESTS

Corporate Sustainability, Corporate Social Responsibility, Strategy (Market and Nonmarket), Business Formation, Entrepreneurship

SERVICE

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

- 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

- 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

Alfred Marcus (Advisor)

Professor, Strategy and Entrepreneurship
Edson Spencer Endowed Chair in Strategy and Technological Leadership
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