

NICHOLAS ALAN POGGIOLI

Ph.D. Candidate

Carlson School of Management

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EDUCATION

Ph.D., Business Administration	2019 (expected)
Carlson School of Management, University of Minnesota, USA	
Master of Urban and Regional Planning	2008
University of California - Irvine, USA	
Bachelor of Arts, Anthropology	2006
University of Illinois at Urbana-Champaign, USA	

RESEARCH INTERESTS

Corporate Sustainability, Corporate Responsibility, Stakeholder Management, Research Methods

DISSERTATION

The Role of Stakeholders in Corporate Social Responsibility Performance

Adviser: Alfie Marcus

Researchers remain divided on the impact of social responsibility strategies on companies' overall financial performance. A central question is exactly how social responsibility affects financial performance. Recent advances in stakeholder theory argue social responsibility affects financial performance by influencing stakeholders to change their behavior toward the firm, which in turn affects the firm's financial performance. I build on these theoretical insights and empirically examine whether social responsibility affects financial performance through altering stakeholder evaluations of the firm.

WORKING PAPERS

- **Poggioli, N.A.** "Managing the Commons: Extending Resource-based Theory to Common-pool Resources."
- Pimental, J.A., **Poggioli, N.A.**, Oetzel, J., & Oh, C. 2018. "Foreign Direct Investment, Conflict, and Peacekeeping."
- **Poggioli, N.A.** "Managing Resource Scarcity through Resource Management Coalitions: Polycentric Governance between Firms, States, and Activists."
- **Poggioli, N.A.** "Does It (Still) Pay to Be Really Good? Replicating and Extending Research on the CSR-Financial Performance Relationship."
- **Poggioli, N.A.** "What Stays Fixed in Fixed Effects Regression? Simulating the Empirical Consequences of Fixed Effects Assumption Failures."

TEACHING EXPERIENCE

- Instructor:** Fundamentals of Management 2015
- Carlson School of Management Teaching Award (Mean Evaluation 5.61/6.0)

Guest Speaker

- Corporate Responsibility and Ethics, Prof. Russell Funk 2019
- Environmental Management Systems and Strategy, Dr. Jennifer Schmitt 2017

Teaching Assistant (classroom and online)

- *MBA*: Core Strategy, Business Ethics, Integrated Leadership, Entrepreneurship and Innovation, Business Formation, Negotiations
- *Undergraduate*: Corporate Responsibility and Ethics, International Business, Applied Technology Entrepreneurship

TEACHING INTERESTS

Strategy, Sustainability Strategy, Corporate Social Responsibility, Stakeholder Management, Ethics, Entrepreneurship, Research Methods

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. Extending the Resource-based View to Common-pool Resources. Alliance for Research on Corporate Sustainability Annual Conference. Boston, MA, USA.
- **Poggioli, N.A.** 2018. Improving the Use of Ratings in CSR Research: Metaratings and the CSRHub Dataset. Sustainability, Ethics, and Entrepreneurship Conference. Washington, DC, USA. (Presentation cancelled due to weather).
- 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.

AWARDS & GRANTS

- Best Reviewer Award, Academy of Management ONE Division 2017
- Research Grant, University of Minnesota Institute on the Environment 2017
- Carlson School of Management Teaching Award 2015

SERVICE

Conference and Journal Reviewing

- *Journal of International Business Studies*
- *Journal of Management Studies*
- *Organization & Environment*
- Academy of Management Annual Meetings (Divisions: STR, OMT, ONE)
- Strategic Management Society Conferences
- Alliance for Research on Corporate Sustainability (ARCS) Conference
- Sustainability, Ethics, and Entrepreneurship Conference
- Western Academy of Management Conference

University and Departmental Service

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

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
- Alliance for Research on Corporate Sustainability (ARCS)
- Society for Business Ethics
- American Association for the Advancement of Science (AAAS)

REFERENCES

Alfred Marcus (Adviser)

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