

NICOLE (Niki) WEST

Foster School of Business | University of Washington
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Education

University of Washington | Foster School of Business | Department of Management and Organization | Seattle, WA

Doctor of Philosophy in Business Administration, August 2017-Present
Program: Strategic Management

Dissertation: Fact or Fiction? Industry Use of Science-based Regulatory Influence Strategies

- Dissertation Research Grant Award | Strategy Research Foundation (SRF) | Strategic Management Society (SMS) 2021-2022

Duke University | Nicholas School of the Environment | Durham, NC

Master of Environmental Management, May 2012

Concentration: Environmental Economics and Policy

Certificate of International Development Policy, May 2012

University of Alberta | Alberta School of Business | Edmonton, AB

Bachelor of Commerce, May 2009

Major: Business Economics and Law

Vienna University of Business and Economics | Vienna, Austria

Study Abroad, February-July 2008

Research Interests

- Non-market strategy – corporate political activity, stakeholders, negative externalities, disclosure
- Understanding when, how, and why firms use science-based strategies to influence public policy

Papers Under Review

Tan, D., & West, N. *Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids*

- First round revise and resubmit at Strategic Management Journal
- Best Proposal Award and Best PhD Student Proposal Award, Stakeholder Strategy Interest Group, SMS Annual Conference 2020
- Nominated for Best Conference Paper Award, SMS Annual Conference 2020

Work in Progress

Tan, D., & West, N. *Information Disclosure and Plaintiff's Targeting Decisions in the Opioid Industry* | Empirical | Drafting manuscript

Gupta, A., West, N., & Majzoubi, M. *CEO Sociopolitical Activism and Alignment of Organizational Political Ideology* | Empirical | Data analysis and writing

West, N., Tan, D. *Political Geography, Collective Action, and Firm Accountability for Negative Externalities* | Empirical | Data analysis

West, N. *Perfect Pairing? When Science is a Substitute or Complement to Lobbying in the Food Industry* | Dissertation | Empirical | Data analysis and writing

West, N. *Food for Thought: Industry Organization Use of Science to Influence the Drafting of the Federal Dietary Guidelines for Americans* | Dissertation | Empirical | Data collection

West, N. *Fighting Science with Science: Organizational Motivation for Using Different Science-based Regulatory Strategies* | Dissertation | Empirical | Data collection

Book Chapters

Geheb, K., West, N., & Matthews, N. (2014). The Invisible Dam: Hydropower and Its Narration in the Lao People's Democratic Republic. In Matthews, N. and Geheb, K. (Eds.), *Hydropower Development in the Mekong Region: Political, Socio-economic and Environmental Perspectives* (101-126). London, UK: Routledge.

Clayton, T., & West, N. (2015). In Search of the Good Dam: A Role for Corporate Social Responsibility in Mekong Hydropower Development. In Wolf, R., Issa, T., & Thiel, M. (Eds.), *Empowering Organizations Through Corporate Social Responsibility* (288-306). Hershey, PA: IGI Global.

Conference Presentations and Invited Talks

“Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids.” | **Strategic Management Society Annual Conference** | Virtual | 2020

“Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids.” | **Strategy & the Business Environment Conference** | Austin, TX (held remotely) | 2020

“Separating Fact from Fiction: Understanding the State of the Science and Issues Around Hydraulic Fracturing.” | **University of Alberta School of Business** | Edmonton, AB | 2014

Teaching and Research Assistant Experience

Instructor | Foster School of Business – Department of Management and Organization | University of Washington | *Seattle, WA*

- **Strategic Management** | MGMT 430 E | Spring 2020

Research Assistant | Foster School of Business – Department of Management and Organization | University of Washington | *Seattle, WA*

- New venture competitive strategy | Dr. Emily Pahnke – Winter 2018
- Categories | Dr. Tiona Zuzul – Summer 2018

Teaching Assistant | Foster School of Business – Department of Management and Organization | University of Washington | *Seattle, WA*

- **Global Strategy** | TMMBA 552 A & B, EMBA 551 A & B, MGMT 509 A | Dr. Kevin Steensma
Technology MBA, Executive MBA, and Daytime MBA sections | Spring 2018 & 2019
- **Business Strategy** | MGMT 502 A | Dr. David Sirmon
Hybrid MBA sections | Fall 2019 | Winter 2021
- **Strategic Management** | MGMT 430 C & D | Dr. Abhinav Gupta
Undergraduate sections | Winter 2019
- **Technological Innovation & Design Thinking** | MGMT 579 A | Dr. Warren Boeker
Evening MBA | Autumn 2019

Honors and Awards

Strategic Management Society Dissertation Research Grant | 2021-2022
Best PhD Student Proposal Award, Stakeholder Strategy Interest Group, SMS Annual Conference | 2020
Michael G. Foster Student First Scholarship | 2017, 2018, 2019, & 2020
Princeton in Asia Fellow | 2012-2013
David Brower Grant for summer internship work at WWF | 2011
Duke Nicholas School of the Environment Scholarship | 2010
Shastri Indo-Canadian Institute Bursary for work with EduCARE India | 2009
University of Alberta Undergraduate Scholarship | 2008
Vienna Student Exchange Scholarship | 2007
John Rosen Scholarship in Business | 2007
Harriet Snowball Winspear Scholarship in Business | 2006
University of Alberta Leadership Scholarship | 2005
Scholarship to attend the Seminar on the United Nations and International Affairs | 2005

Reviewer

Academy of Management Annual Meeting

- Strategy Division and Social Issues in Management Division, 2021

Non-academic Professional Experience

Program Specialist | START International Inc. | Washington, DC | August 2015-2017

- Contributed to research coordination, grant management, and research capacity building for climate change and sustainable development programs in Africa and Asia.

Energy Policy Analyst | David Suzuki Foundation (DSF) | Vancouver, BC | May 2014-August 2015

- Led the design and launch of the first primary research project (budget \$500,000) on the climate impacts of natural gas production from hydraulic fracturing in Canada.

Research and Program Coordinator Fellow | Challenge Program on Water and Food Mekong (CPWF-Mekong) | Consultative Group for International Agricultural Research (CGIAR) | Vientiane, Lao PDR | August 2012-August 2013

- Conducted research and composed state of knowledge paper on corporate social responsibility (CSR) in Mekong hydropower development; paper was used as a case study at the Hong Kong University of Science and Technology.
- Co-authored 2 published book chapters.

Ecosystem Services Strategic Planning Consultant | Ausenco | Lima, Peru | May-August 2012

- Conducted organizational, market, and CSR research in order to create a strategic plan for Ausenco to offer biodiversity and ecosystem services risk management consulting services to its mining clients.

Science-Policy Interface Intern | Natural Capital Project | World Wildlife Fund (WWF) | Washington, DC | May-August 2011

- Researched how an ecosystem services approach could be incorporated into World Bank operations.

Rural Community Development Facilitator | EduCare India | Naryala, Punjab, India | October 2009-January 2010

- Worked with a team of 5 local social entrepreneurs and 5 international interns to start-up and launch 2 language schools to help fund EduCARE India village social programs.

Energy Policy Researcher | Centre for Applied Business Research in Energy and the Environment (CABREE) | University of Alberta | Edmonton, AB | May-August 2009

- Produced 2 research reports for CABREE and Shell Canada on the evolution of stakeholder engagement in Alberta's oil and gas industry and the potential for water markets.