**NICOLE (Niki) WEST**

Foster School of Business | University of Washington

PACCAR Hall, 4273 E Stevens Way NE, Seattle, WA 98195

nvwest@uw.edu

**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

*Committee*: David Tan, Warren Boeker, David Sirmon, & Sarah Quinn

Proposed August 2021

* 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, social activism, stakeholders, information disclosure
* Science, technology, and society
  + Politics of knowledge, philosophy of science, ignorance, doubt, certainty
* Organizational misconduct

**Papers Under Review**

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

Gupta, A., **West, N.**, & Majzoubi, M. CEO Sociopolitical Activism and Alignment of Organizational Political Ideology | (finalizing manuscript)

Tan, D., & **West, N.** Information Disclosure and Plaintiff’s Targeting Decisions in the Opioid Industry | (drafting manuscript)

**West, N*.***Ripe for the Taking: Organizational Use of Knowledge and Ignorance to Influence the Drafting of the Dietary Guidelines for Americans | Dissertation | (data analysis)

**West, N.** Science for Sale? Industry Funding of Scientific Studies and Regulatory Influence| Dissertation | (data analysis)

**West, N.** Whose Science? Our Science! Organizational Engagement in Science Contestation for Private Gains| (literature review)

**West, N.**, Tan, D. Local Government Activism Against Firms | (data analysis)

**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.” | **Darla Moore School of Business, University of South Carolina** | Virtual | February 26, 2021

“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

**Teaching and Research Assistant Experience**

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

* **Strategic Management** | MGMT 430 | Spring 2020 & Spring 2021 (Fully online both quarters)

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

* New venture competitive strategy and boards | 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, EMBA 551, MGMT 509 | Dr. Kevin Steensma

Technology MBA, Executive MBA, and Daytime MBA sections | Spring 2018 & 2019

* **Business Strategy** | MGMT 502 | Dr. David Sirmon

Hybrid MBA sections | Fall 2019 | Winter 2021

* **Strategic Management** | MGMT 430 | Dr. Abhinav Gupta

Undergraduate sections | Winter 2019

* **Technological Innovation & Design Thinking** | MGMT 579 | 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

**Service**

Reviewer for Academy of Management Annual Meeting

* Strategic Management 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 methane leakage from natural gas production sites using 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 entrepreneursand 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.