

**NICOLE (Niki) WEST**

Foster School of Business | University of Washington  
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**Education**

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**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*: How Profit-oriented and Non-profit Organizations Engage in Scientific Discourse

- 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**

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- Non-market strategy – corporate political activity, social activism, integrated strategy
- Stakeholder theory – stakeholder and issue salience, firm responses to stakeholders
- Organizational engagement with empirical evidence as a non-market influence strategy

**Papers Under Review**

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

- Second 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

Gupta, A., West, N., & Majzoubi, M. *CEO Sociopolitical Activism and Alignment of Organizational Political Ideology*

- Under review at Strategic Management Journal

## Work in Progress

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West, N. *Firm Engagement with Empirical Evidence in Response to Stakeholder Demands* | Dissertation | Theoretical | Drafting manuscript

West, N. *Food for Thought: How Profit-oriented and Non-profit Organizations Contribute to Scientific Discourse* | Dissertation | Empirical | Data collection and analysis

West, N. *Scientific Versus Political Audiences and Engagement in Scientific Discourse for Regulatory Influence* | Dissertation | Empirical | Data analysis

West, N., Tan, D. *Local Government Activism: What Their Targeting Strategies Say in the Context of Opioid Litigation* | Empirical | Data analysis

## Book Chapters

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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

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"CEO Sociopolitical Activism and Alignment of Organizational Political Ideology." | Corporate Political Activism: Creating a Better World? | Symposium | **Academy of Management (AOM) Annual Meeting** | Seattle, WA | 2022

"Firm Engagement with Empirical Evidence in Response to Stakeholder Demands." | **Summer Seminar on Stakeholder Theory** | University of Virginia | Charlottesville, VA | 2022

"How Profit-oriented and Non-profit Organizations Engage in Scientific Discourse." | **Consortium on Competitiveness and Cooperation (CCC)** | University of Toronto | Toronto, ON | 2022

"How Profit-oriented and Non-profit Organizations Engage in Scientific Discourse." | **Non-market Strategy Research Community (NMSRC) Doctoral Conference** | Virtual | 2022

"Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids." | **Darla Moore School of Business, University of South Carolina** | Virtual | 2021

"Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids." | **Strategic Management Society (SMS) Annual Conference** | Virtual | 2020

“Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids.” | **Strategy & the Business Environment (SBE) Conference** | University of Texas at Austin | Virtual | 2020

## Teaching and Research Assistant Experience

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**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

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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

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Academy of Management Annual Meeting

- Reviewer for Strategic Management Division | 2021-Present
- Organizer for Organizations and the Natural Environment (ONE) Division Professional Development Workshop (PDW) with local environmental practitioners | 2022

## Non-academic Professional Experience

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**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.