

## NICHOLAS ALAN POGGIOLI

Ph.D. Candidate

Carlson School of Management

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### EDUCATION

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

### RESEARCH INTERESTS

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Corporate Sustainability, Corporate Responsibility, Stakeholder Management, Research Methods

### DISSERTATION

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*The Role of Stakeholders in Corporate Social Responsibility Performance*

Adviser: Alfie Marcus (amarcus@umn.edu)

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. I build on these theoretical insights to empirically examine whether social responsibility affects financial performance through altering stakeholder evaluations of the firm.

### WORKING PAPERS

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- Pimental, J.A., **Poggioli, N.A.**, Oetzel, J., & Oh, C. 2018. "Foreign Direct Investment, Conflict, and Peacekeeping." (Preparing for journal submission).
- **Poggioli, N.A.** "Does It (Still) Pay to Be Really Good? Replicating and Extending Research on the CSR-Financial Performance Relationship." (Revising).
- **Poggioli, N.A.** "Managing the Commons: Extending Resource-based Theory to Common-pool Resources." (Revising).
- **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).

### CONFERENCE PRESENTATIONS

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- **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*.

## CONFERENCE PRESENTATIONS (CONTINUED)

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- **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

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- 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

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

## TEACHING INTERESTS

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

## SERVICE

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### Conference and Journal Reviewing

- *Organization & Environment*
- *Journal of International Business Studies*
- *Journal of Management Studies*
- 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 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

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- 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

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

## REFERENCES

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### Alfred Marcus (Advisor)

Professor, Strategy and Entrepreneurship  
Edson Spencer Endowed Chair in Strategy and Technological Leadership  
Carlson School of Management, University of Minnesota  
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### Paul Vaaler

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