

NICOLE (Niki) WEST

Naveen Jindal School of Management | University of Texas at Dallas
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Academic Position

Assistant Professor

Organizations, Strategy, and International Management
Naveen Jindal School of Management | **University of Texas at Dallas** 2023-Present

Education

Doctor of Philosophy in Business Administration (PhD) – Strategic Management
University of Washington | Foster School of Business | Seattle, WA 2023

Master of Environmental Management (MEM) – Environmental Economics and Policy
Duke University | Nicholas School of the Environment | Durham, NC 2012

Bachelor of Commerce (BComm) – Business Economics and Law
University of Alberta | Alberta School of Business | Edmonton, AB 2009

Research Interests

My research integrates literature in non-market strategy and innovation, including corporate political activity, stakeholder strategy, and the science of science. My primary focus is understanding how industry engages in scientific discourse as a means of influencing regulation and stakeholder demands on the firm. Empirically, I use quantitative abductive methods and situate my studies in the contexts of the opioid crisis and creation of the Dietary Guidelines for Americans.

Peer-Reviewed Publications

Tan, D., & **West, N.** (2023). Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids. *Strategic Management Journal*. 44(11): 2658-87. <https://doi.org/10.1002/smj.3509>.

- 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 Under Review

West, N., & Tan, D. *Scientific Discourse as a Domain of Political Activity*. R&R at Strategic Management Journal

West, N., & Sirmon, D. *Empirically-based Resistance Strategies: When and How Firms Resist Stakeholders*. R&R at Academy of Management Review

- Nominated for Responsible Research Paper Prize, SMS Annual Conference 2024

Working Papers

West, N., & Tan, D. (equal authorship) *With a Grain of Salt? Industry-affiliated Organizations Offering Scientific Expertise to Inform Regulation*

- Finalist for Responsible Research Paper Prize, SMS Annual Conference 2024

Work in Progress

West, N., & Tan, D. *Feeding the Debate: What Information Organizations Prioritize When Attempting to Influence Scientists Versus Regulators*. Data analysis

West, N. *Exploiting Uncertainty: Organizational Information Strategies as Drivers of Polarization*. Literature review

West, N. *Firm Relationships with Politically Active Scientists*. Data collection

West, N. *Influencing Stakeholder Perceptions of Issue Salience: When and Why Firms Engage on Identity Versus Empirical Evidence*. Data collection

Book Chapters

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.

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.

Chaired Conference Sessions

West, N., & Ahmed, N. (2024). Crossing Over: Building Cross-Connections Between Innovation and Non-market Strategy. **PDW at the Academy of Management (AOM) Annual Meeting** in Chicago, IL.

West, N., & Ahmed, N. (2023). Connecting the Dots: Bridging Non-market Strategy and Corporate Innovation. **Symposium at the Academy of Management (AOM) Annual Meeting** in Boston, MA.

West, N., Prabhu, S., & Haigh, N. (2022). Olympic Sculpture Park Walk and Conversations with Local Non-profits. **PDW at the Academy of Management (AOM) Annual Meeting** in Seattle, WA.

Conference Presentations and Invited Talks

West, N., & Sirmon, D. (2024). Empirically-based Resistance Strategies: How Firms Resist Stakeholder Demands. **Strategic Management Society (SMS) Annual Conference** in Istanbul, Turkey.

West, N., & Tan, D. (2024). With a Grain of Salt? Industry-affiliated Organizations Offering Scientific Expertise to Inform Regulation. **Strategic Management Society (SMS) Annual Conference** in Istanbul, Turkey.

West, N., & Sirmon, D. (2024). Empirically-based Resistance Strategies: How Firms Resist Stakeholder Demands. **Academy of Management (AOM) Annual Meeting** in Chicago, IL.

West, N., & Tan, D. (2024). With a Grain of Salt? Industry-affiliated Organizations Offering Scientific Expertise to Inform Regulation. **Bocconi Non-market Strategy Workshop** in Milan, Italy.

West, N., & Tan, D. (2023). Scientific Discourse and Lobbying. **Strategic Management Society (SMS) Annual Conference** in Toronto, ON.

West, N., & Tan, D. (2023). Scientific Discourse and Lobbying. Connecting the Dots: Bridging Nonmarket Strategy and Corporate Innovation at the **Academy of Management (AOM) Annual Meeting** in Boston, MA.

West, N., & Tan, D. (2023). Scientific Discourse and Lobbying. **Strategy and the Business Environment Conference (SBE) at Georgetown University** in Washington, DC.

West, N., & Tan, D. (2022). Scientific Discourse and Lobbying. **Cornell University** in Ithaca, NY.

West, N., & Tan, D. (2022). Scientific Discourse and Lobbying. **Northeastern University** in Boston, MA.

West, N., & Tan, D. (2022). Scientific Discourse and Lobbying. **Simon Fraser University** in Vancouver, BC.

West, N., & Tan, D. (2022). Scientific Discourse and Lobbying. **University of Texas at Dallas** in Dallas, TX.

West, N., & Tan, D. (2022). Scientific Discourse and Lobbying. **McGill University** in Montreal, QC.

West, N. (2022). How Profit-oriented and Non-profit Organizations Engage in Scientific Discourse. **Non-market Strategy Research Community (NMSRC) Doctoral Conference**, virtual.

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

Tan, D., & West, N. (2022). Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids. **West Coast Research Symposium (WCRS) at the University of Washington** in Seattle, WA.

Gupta, A., West, N., & Majzoubi, M. (2022). CEO Sociopolitical Activism and Alignment of Organizational Political Ideology. Corporate Political Activism: Creating a Better World? **Academy of Management (AOM) Annual Meeting** in Seattle, WA.

Tan, D., & West, N. (2021). Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids. **University of South Carolina**, virtual.

Tan, D., & West, N. (2020). Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids. **Strategic Management Society (SMS) Annual Conference**, virtual.

Tan, D., & West, N. (2020). Bad Medicine: Litigation, Competition, and the Marketing of Prescription Opioids. **Strategy and the Business Environment Conference (SBE) at the University of Texas at Austin**, virtual.

Teaching Experience

Instructor | Naveen Jindal School of Management | University of Texas at Dallas | *Richardson, TX*

- **Strategic Management** | BPS 4305
 - Spring 2025 – 3 sections in person
 - Spring 2024 – 2 sections in person

Instructor | Foster School of Business | University of Washington | *Seattle, WA*

- **Strategic Management** | MGMT 430
 - Spring 2020 – 1 section online
 - Spring 2021 – 1 section online
 - Winter 2023 – 1 section in person
 - Spring 2023 – 1 section in person

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

Ad Hoc Reviewer

- Academy of Management Journal
- Academy of Management Review
- Strategic Management Journal
- Organization Science
- Academy of Management Annual Meeting
- Strategic Management Society Annual Meeting
- ARCS Annual Conference

Department

- Organizing committee member for the 2024-2025 seminar speaker series

Business School

- Mentoring committee member 2024-2025
- Library committee member 2023-2024

Professional Development

Impact Scholar Community Mentorship Program, virtual | 2023-2024

Summer Seminar on Stakeholder Theory at the University of Virginia in Charlottesville, VA | 2022

Strategy Research Foundation Dissertation Grant Workshop at the Strategic Management Society (SMS) Annual Conference, virtual | 2021

Doctoral Workshop at the Strategic Management Society (SMS) Annual Conference, virtual | 2020

Professional Memberships

Academy of Management
Strategic Management Society
Non-market Strategy Research Community (NMSRC)

Non-academic Professional Experience

Program Specialist

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

Energy Policy Analyst

David Suzuki Foundation (DSF) | *Vancouver, BC* | May 2014-August 2015

Research and Program Coordinator Fellow

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

Ecosystem Services Strategic Planning Consultant

Ausenco | *Lima, Peru* | May-August 2012

Science-Policy Interface Intern

World Wildlife Fund (WWF) | Natural Capital Project | *Washington, DC* | May-August 2011

Rural Community Development Facilitator

EduCare India | *Naryala, Punjab, India* | October 2009-January 2010

Energy Policy Researcher

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