

***Jennifer L. Woolley***  
***Curriculum Vitae***

Santa Clara University  
The Leavey School of Business  
Management & Entrepreneurship Department  
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Santa Clara, CA 95050

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**Academic Positions**

*Santa Clara University*

The Leavey School of Business

Associate Professor: Management & Entrepreneurship, 2013-present

Director of MBA Programs, 2021-2022

Director of the Center for Innovation & Entrepreneurship, 2016-2019

Chair of the Management & Entrepreneurship Department, 2015-2018

Assistant Professor: Management & Entrepreneurship, 2007-2013

Academic Dean of Entrepreneurship Programs, 2010

*University of California, Irvine*

The Paul Merage School of Business

Lecturer, Research Assistant and Teaching Assistant, 2002-2007

**Education**

Ph.D. University of California, Irvine

M.B.A. University of San Diego

B.A. Wellesley College

**Research**

The emergence of firms, industries, and technologies.

Entrepreneurship ecosystems and infrastructure development.

Peer Reviewed Publications

Woolley, J.L. (Forthcoming). Getting along with Frenemies: Enhancing Multi-competitor Cooperation Governance through Artificial Intelligence and Blockchain. *Industry and Innovation*

Woolley, J. L., Pozner, J. E., & DeSoucey, M. (2022). Raising the Bar: Values-Driven Niche Creation in US Bean-to-Bar Chocolate. *Strategy Science*, 7(1), 27-55. <https://doi.org/10.1287/stsc.2021.0147>

Woolley, J.L., MacGregor, N. (2022). Science, technology, and innovation policy timing and nanotechnology entrepreneurship and innovation. *Plos One*, <https://journals.plos.org/plosone/article/authors?id=10.1371/journal.pone.0264856>

Woolley, J.L. (2022). Spirituality and entrepreneurship - Friend or foe? *The Mindset*, <https://www.scu.edu/cioccaccenter/resources/the-mindset/>

Woolley, J.L., MacGregor, N. (2021). The influence of incubator and accelerator participation on nanotechnology venture success. *Entrepreneurship Theory and Practice*, <https://doi.org/10.1177/10422587211024510>

- Woolley, J.L. (2021). Processes of emergence and change in industry and ecosystem infrastructure. In Marshall Scott Poole & Andrew H. Van de Ven (Eds.), *Oxford Handbook of Organizational Change and Innovation* (pp. 639-670). Oxford University Press.
- Alvarez, S.A., Young, S.L., & Woolley, J.L. (2020). Creating the world's deadliest catch: The process of enrolling stakeholders in an uncertain endeavor. *Business and Society*, 59(2), 287-321.  
<https://doi.org/10.1177/0007650318754866>
- Woolley, J.L. (2019). Gender, education, and occupation: How founder experiences influence firm outcomes. *Academy of Management Discoveries*, 5(3), 266-290.  
<https://doi.org/10.5465/amd.2017.0069>
- Woolley, J.L. (2019). Women founders of STEM firms in the US: Challenges and opportunities to attain business sustainability and wellbeing. In M. Lepeley, K. Kuschell, E. Eijdenberg, & N. Pouw (Eds.), *Exploring the Wellbeing of Women in Entrepreneurship: A Global Perspective* (pp. 69-85). Routledge. <https://doi.org/10.4324/9780429279836>
- Woolley, J.L., MacGregor, N. (2019). Technology start-up success at private and university business incubators and accelerators. *Academy of Management Proceedings 2019* (1), 19070
- Woolley, J.L. (2017). Origins and Outcomes: The roles of spinoff founders and intellectual property in high technology venture outcomes. *Academy of Management Discoveries*, 3(1), 64-90.  
<https://doi.org/10.5465/amd.2014.0138>
- Woolley, J.L. (2017). Infrastructure for entrepreneurship. *Oxford Research Encyclopedia: Business and Management*, DOI: 10.1093/acrefore/9780190224851.013.33
- Woolley, J.L. (2017). The backgrounds of women founders of STEM firms: Success factors. *Academy of Management Proceedings*.
- Alvarez, S.A., Young, S.L., & Woolley, J.L. (2015). Opportunities and institutions: A co-creation story of the king crab industry. *Journal of Business Venturing*, 30, 95-112.
- Sarangee, K., Woolley, J.L., Schmidt, J., Long, E. (2014). Stop throwing good money after bad! techniques to de-escalate commitment to losing new product innovation projects. *PDMA Visions*, 2, 13-16.
- Woolley, J.L. (2014). The Creation and configuration of infrastructure for entrepreneurship in emerging domains of activity. *Entrepreneurship Theory and Practice*, 38 (4), 721-747.
- Sarangee, K., Woolley, J.L., Schmidt, J., Long, E. (2014). De-escalation mechanisms in high technology product innovation. *Journal of Product Innovation Management*, 31(5), 1023-1038.
- Woolley, J.L. (2014). Opportunities for social value creation across supply chain interactions. In L. Pate & C. Wankel (Eds.), *Emerging Research Directions in Social Entrepreneurship* (pp. 51-66). New York: Springer.
- Woolley, J.L. (2014). Nascent technology entrepreneurship supply chain emergence. In François Thérin (Ed.), *Handbook of Research on Techno-Entrepreneurship* (pp. 304-324). Northampton, MA: Edward Elgar Publishing.

- Bruno, A.V., Woolley, J.L., & Carlson, E. (2014). An empirical analysis of the missions, funding sources, and survival of social ventures. In P. Phan, J. Kickul, & M. Nordqvist (Eds.), *JHU Research Series on Entrepreneurship and Innovation: Theory and Empirical Research in Social Entrepreneurship* (pp. 174-190). Northampton, MA: Edward Elgar Publishing.
- Madsen, T.L., Woolley, J.L., & Sarangee, K. (2014). Using internet-based collaboration technologies for innovation: Crowdsourcing vs. expertsourcing. In J. Miles (Ed.), *New Directions in Management and Organization Theory* (pp.283-314). Newcastle upon Tyne: Cambridge Scholars Publishing.
- Woolley, J.L., Bruno, A.V., & Carlson, E. (2013). Social venture business model archetypes. *Journal of Management for Global Sustainability*, 1(2), 7-30.
- Granqvist, N., Grodal, S., & Woolley, J.L. (2013). Hedging your bets: explaining executives' labeling strategies in nanotechnology. *Organization Science* 24(2), 395-413.
- Woolley, J.L. (2011). Studying the emergence of new organizations: Entrepreneurship research design. *Entrepreneurship Research Journal*, 1(1) Article 5.
- Alvarez, S.A., Young, S.L., & Woolley, J.L. (2011). The Creation of the world's deadliest catch. *Frontiers of Entrepreneurship Research*, 31(25), 3.
- Woolley, J.L. (2010). Technology emergence through entrepreneurship across multiple industries. *Strategic Entrepreneurship Journal*, 4(1), 1-21.
- Delbecq, A.L., Griffith, T.L., Madsen, T., & Woolley, J.L. (2010). A Decision process model to support timely organizational innovation. In P.C. Nutt & D. Wilson (Eds.), *The Blackwell Handbook of Decision Making* (pp. 197-230). Oxford: Wiley-Blackwell.
- Woolley, J.L. (2009) Innovation policy in emerging domains of activity: First-Mover Advantage or Curse? In S.E. Cozzens & P. Catalán (Eds.) *Proceedings of the 2009 Atlanta Conference on Science and Innovation Policy*, (pp. 1-4). Georgia Institute of Technology. IEEE.<http://ieeexplore.ieee.org/xpl/RecentCon.jsp?punumber=5353037>.
- Granqvist, N., Grodal, S., & Woolley, J.L. (2009). Executives' use of labels in emerging domains of activity. *Best Paper Proceedings of the Academy of Management*.
- Woolley, J.L. (2009). Six encyclopedia articles. In Charles Wankel (Ed.), *Encyclopedia of Business in Today's World*. Thousand Oaks, CA: Sage Publications.
- Woolley, J.L. & Rottner, R.M. (2008). Innovation policy and nanotechnology entrepreneurship. *Entrepreneurship Theory and Practice*, 32(5), 791-811.
- Schoonhoven, C.B. & Woolley, J.L. (2005). Top management teams in an international context. In D.L. Shapiro, M.A. Von Glinow, & J.L.C. Cheng (Eds.), *Managing Multinational Teams: Global Perspectives*. *Advances in International Management Research Series* (Vol. 18, pp 251-280). Oxford: Elsevier/JAI.

#### Other Publications

Hamilton, C., Dougherty, E., Elam, A., Kalbfleisch, P.J., Terjesen, S., Woolley, J.L. (Eds.). (2022). Female Perspectives on Entrepreneurship and Research How diverse perspectives inspire creativity, drive innovation, and encourage inclusive economic growth. Program & Proceedings of The 2022 Colloquium of The Stony Brook University Intellectual Property Partners (pp. 1-44). Stony Brook, NY: Stony Brook University. <https://commons.library.stonybrook.edu/techsoc-articles/30/>

Woolley, J.L. (2021). Spirituality and business leadership education. Bannan Explore. <https://www.scu.edu/ic/media--publications/explore-journal/fall-2020-stories/spirituality-and-business-leadership-education.html>

Foster, L., Woolley, J.L., & Kawada, N. (2006). Nanotechnology in the United States. Greenberg Traurig.

Galbraith, C.S., DeNoble, A.F., & Woolley, J.L. (2005). Chemical sensing technologies market and commercialization. DARPA San Diego.

### Under Review

Woolley, J.L., & Pozner, J-E. Crafting Entrepreneurship (Title redacted)

Pozner, J-E., & Woolley, J.L. Copreneurship (Title redacted)

### Working Papers

Pozner, J-E., & Woolley, J.L. Juggling Hats: How female entrepreneurs navigate role incongruity in nascent craft ventures.

Woolley, J.L. & Rhee, E. The name game in the nanotechnology market.

Woolley, J.L. The Influence of Gender, Work Experience, and Education on the Likelihood of Raising Venture Capital and IPO in Genomics

### Conference Presentations

#### **2022**

Pozner, J., & Woolley, J.L. Crafting Entrepreneurship: Meaning, Motivation, and Organizational Form in Bean-to-Bar Chocolate. *AOM Annual Conference*.

Woolley, J.L. Process Research. *AOM Annual Conference* in PDW Workshop "New Perspectives of Organization Change Processes"

Pozner, J., & Woolley, J.L. Crafting Entrepreneurship: Meaning, Motivation, and Organizational Form in Bean-to-Bar Chocolate. *EGOS Annual Conference*. – Nominated for Best Paper Award

Pozner, J., & Woolley, J.L. Copreneurship and New Venture Survival in Bean-to-Bar Chocolate: Two Great Tastes That Taste Great Together. *Babson College Entrepreneurship Research Conference*. – Selected as one of the Top 40 Papers.

Woolley, J.L. Getting along with Frenemies: Mitigating Multi-Party R&D Coopetition Governance Challenges Using AI. *Babson College Entrepreneurship Research Conference*.

### **2021**

Pozner, J., & Woolley, J.L. Copreneurship and New Venture Survival in Bean-to-Bar Chocolate: Two Great Tastes That Taste Great Together. *DIANA Conference*.

Woolley, J.L., & MacGregor, N. Technology Start-Up Success at Private and University Business Incubators and Accelerators. *Babson College Entrepreneurship Research Conference*.

Woolley, J.L. Enhancing Innovation in Multi-party Coopetition through Federated Machine Learning 2021 DRUID Conference. (withdrawn due to Covid)

### **2020**

Pozner, J., & Woolley, J.L. Juggling Hats: How Female Entrepreneurs Navigate Role Incongruity in Nascent Craft Ventures. *DIANA Conference*.

Woolley, J.L., Enhancing Innovation in Multi-party Coopetition through Federated Machine Learning *Industry Studies Conference*.

Pozner, J., & Woolley, J.L. Copreneurship and New Venture Survival in Bean-to-Bar Chocolate: Two Great Tastes That Taste Great Together. *Strategic Management Society*.

### **2019**

Woolley, J., Pozner, J. & DeSoucey, M. Who Is the Fairest (Trade) of Them All? The Rejection of Third-Party Certification Schemes in Bean-To-Bar Chocolate. *Davis Conference on Qualitative Research*.

Pozner, J., & Woolley, J.L. Juggling Hats: How Female Entrepreneurs Navigate Role Incongruity in Nascent Craft Ventures. *EGOS Annual Conference*.

Woolley, J.L., & MacGregor, N. The Relationship between Science, Technology, and Innovation Policy Timing and Entrepreneurship. *Atlanta Science and Innovation Policy Conference*.

Woolley, J.L., & MacGregor, N. Technology Start-Up Success at Private and University Business Incubators and Accelerators. *Atlanta Science and Innovation Policy Conference*.

Pozner, J., & Woolley, J.L. Juggling Hats: How Female Entrepreneurs Navigate Role Incongruity in Nascent Craft Ventures. *Academy of Management*.

Woolley, J.L. The Process of Process Research. *Academy of Management*.

Woolley, J.L., & MacGregor, N. Technology Start-Up Success at Private and University Business Incubators and Accelerators. *Academy of Management*.

Pozner, J., & Woolley, J.L. Juggling Hats: How Female Entrepreneurs Navigate Role Incongruity in Nascent Craft Ventures. *Social Entrepreneurship Conference*.

**2018**

Woolley, J., Pozner, J. & DeSoucey, M. Who Is the Fairest (Trade) of Them All? The Rejection of Third-Party Certification Schemes in Bean-To-Bar Chocolate. *Strategic Management Society*.

**2017**

Woolley, J.L. Founding Team Composition of STEM Firms: Gender and Success Dynamics. *Academy of Management*.

Woolley, J., Pozner, J. & DeSoucey, M. Who Is the Fairest (Trade) of Them All? The Rejection of Third-Party Certification Schemes in Bean-To-Bar Chocolate. *EGOS Annual Conference*.

Woolley, J.L. Founding Team Composition of STEM Firms: Gender and Success Dynamics. *DRUID Conference*.

Woolley, J.L. Founding Team Composition of STEM Firms: Gender and Success Dynamics. *Kauffman Diana Conference*.

Woolley, J.L. Founding Team Composition of STEM Firms: Gender and Success Dynamics. *ISA Conference*.

**2016**

Woolley, J.L. Founding Team Composition of STEM Firms: Gender and Success Dynamics. *Strategic Management Society*.

Woolley, J.L., & Pozner, J. Entrepreneurship in the Bean-to-bar Chocolate Niche and the Rejection of Labels Congruent with Venture Missions. *Strategic Management Society*.

**2015**

Woolley, J.L. Origins and Outcomes: Success of Spin-Offs from Universities, Firms, and Government Research Centers and Laboratories. *DRUID Conference*.

Woolley, J.L. Women and STEM Entrepreneurship. *Atlanta Science and Innovation Policy Conference*.

Woolley, J.L. Origins and Outcomes: Success of Spin-Offs from Universities, Firms, and Government Research Centers and Laboratories. *Atlanta Science and Innovation Policy Conference*.

Madsen, T.L., Woolley, J.L., & Sarangee, K. Using Internet-based Collaboration Technologies for Innovation. *West Coast Research Seminar*.

Woolley, J.L. Origins and Outcomes: Success of Spin-Offs from Universities, Firms, and Government Research Centers and Laboratories. *Strategic Management Society*.

**2014**

Woolley, J.L. The Name Game in the Nanotechnology Market. *Strategic Management Society's Conference on Entrepreneurship and Innovation*.

Woolley, J.L. SBIR and STTR Funding Influences on Nascent Technology Venture Survival. *Strategic Management Society's Conference on Entrepreneurship and Innovation*.

Madsen, T.L., Woolley, J.L., & Sarangee, K. Using Internet-based Collaboration Technologies for Innovation. *World Open Innovation Conference*.

Madsen, T.L., Woolley, J.L., & Sarangee, K. Using Internet-based Collaboration Technologies for Innovation. *DRUID Conference*.

Woolley, J.L. Origins and Outcomes: Success of Spin-Offs from Universities, Firms, and Government Research Centers and Laboratories. *Copenhagen Conference on Innovation and Entrepreneurship*.

### **2013**

Woolley, J.L. The Name Game in the Nanotechnology Market. *Academy of Management*.

Woolley, J.L. SBIR and STTR Funding Influences on Nascent Technology Venture Survival. *Atlanta Conference on Science & Innovation Policy*.

Woolley, J.L., & MacGregor, N. Timing of Science, Technology, and Innovation Policy in Nascent Domains. *First Management Theory Conference*.

Madsen, T.L., Woolley, J.L., & Sarangee, K. Using Internet-based Collaboration Technologies for Innovation. *First Management Theory Conference*.

### **2012**

Madsen, T.L., Woolley, J.L., & Sarangee, K. Using Internet-based Collaboration Technologies for Innovation. *Academy of Management*.

Woolley, J.L., Bruno, A.V., & Carlson, E. Business Model Alternatives for Social Ventures. *Western Academy of Management*.

Woolley, J.L. The Ivory Tower Means Business: Academic Spin-offs and Dissolution or Acquisition. *Western Academy of Management*.

### **2011**

Woolley, J.L. The Ivory Tower Means Business: Academic Spin-offs and Dissolution or Acquisition. *Strategic Management Society*.

Woolley, J.L. The Space Between: Building the Infrastructure for Entrepreneurship in Nascent Markets. *Small Business and Entrepreneurship during an Economic Recovery Conference, Federal Reserve Board and Kauffman Foundation*.

Woolley, J.L. Dimensions of Social Entrepreneurship: How Does a New Venture Become 'Social'? *NYU Satter Conference on Social Entrepreneurship*.

Woolley, J.L. What is Social Value and Social Wealth? *NYU Eighth Annual Satter Conference on Social Entrepreneurship*.

**2010**

Woolley, J.L., & Madsen, T.L. Professional User Innovation: A Process Model. *Academy of Management*.

Woolley, J.L. Systems of Governing Emerging Technologies: Nanotechnology in Context. *Academy of Management*.

Woolley, J.L. Systems of Governing Emerging Technologies: Nanotechnology in Context. *EGOS Annual Conference*.

Woolley, J.L., Bruno, A.V., & Carlson, E. Business Model Alternatives for Social Ventures. NYU Satter Conference on Social Entrepreneurship.

**2009**

Granqvist, N., Grodal, S., & Woolley, J.L. Executives' Use of Labels in Emerging Domains of Activity. *EGOS Annual Conference*.  
Best Paper Award

Woolley, J.L. Innovation Policy in Emerging Domains of Activity: First-Mover Advantage or Curse? *Atlanta Conference on Science & Innovation Policy*

Granqvist, N., Grodal, S., & Woolley, J.L. Executives' Use of Labels in Emerging Domains of Activity. *Academy of Management*.

Woolley, J.L., & Madsen, T.L. Professional User Innovation: A Process Model. *Strategic Management Society*.

Woolley, J.L. Nanotechnology Policy Level of Analysis. *5th International Nanotechnology Conference on Communication and Cooperation*.

Woolley, J.L. Innovation Policy in Emerging Domains of Activity: First-Mover Advantage or Curse? *5th International Nanotechnology Conference on Communication and Cooperation*.

Woolley, J.L. Innovation Policy in Emerging Domains of Activity: First-Mover Advantage or Curse? *NSTI Nanotech Conference*.

**2008**

Woolley, J.L. A Model of Organizational Community Creation: Nanotechnology in Context. *Academy of Management*.

Woolley, J.L., & Rotter, R.M. Policy Innovation and Nanotechnology Entrepreneurship. *Academy of Management*.

Granqvist, N., Grodal, S., & Woolley, J.L. Executives' Use of Labels in Emerging Domains of Activity. *SCANCOR Annual Conference*

Woolley, J.L. Systems of Governing Emerging Technologies: Nanotechnology in Context. *Gordon Research Conference on Science & Technology Policy*.

Woolley, J.L., & Madsen, T.L. Incumbent Firms as User-Innovators: Nanotechnology Spin-Outs and Intrapreneurship. *Harvard / MIT Open and User Innovation Conference*.

Woolley, J.L. Partnering in Nanotechnology Ventures: Critical Decision Factors. *NSTI Nano2008*.

Woolley, J.L. Entrepreneurship in an Emerging Community: The Role of Enabling Industries. *Duke Strategy Conference*.

Woolley, J.L. Entrepreneurship in an Emerging Community: The Role of Enabling Industries. *Western Academy of Management*.

Woolley, J.L., & Rotter, R.M. The Relationship between Public Innovation Policy and Nanotechnology Entrepreneurship. *SBE/ISR Conference*.

Woolley, J.L. Entrepreneurship in an Emerging Community: The Role of Enabling Industries. *Nano Science and Technology Winter School*.

#### **2007**

Woolley, J.L., & Rotter, R.M. Systems of Innovation: The Impact of Public R&D Investment on Nanotechnology Entrepreneurship. *Strategic Management Society*.

#### **2006**

Woolley, J.L. Nanotechnology Field Emergence and Evolution: Institutions, Networks, Actors, and Infrastructure. Symposium organizer and chair - *Academy of Management*.

Woolley, J.L. Cross Industry Analysis of the Nanotechnology Community. *Academy of Management*.

Woolley, J.L. Understanding the Emergence of Organizational Communities: Nanotechnology in the United States. *Strategic Management Society*.

Schoonhoven, C.B., & Woolley, J.L. New Firm Mortality Rates in China: Do We Understand New Venture Survival in China Context? *Merage Conference on Strategic Initiatives in China*.

Woolley, J.L. Public Policy and Nanotechnology. *Atlanta Conference on Science and Technology Policy*.

Woolley, J.L. Measuring Innovation: Liability of Newness? *Western Academy of Management*.

Woolley, J.L. Driving Nanotechnology: Mapping the Emergence and Development of Nanosciences. *PRIME (Policies for Research and Innovation in Moving towards the European Research Area) NanoDistrict Workshop*.

#### **2005**

Schoonhoven, C.B., & Woolley, J.L. Regional Perspectives on Entrepreneurship & Innovation: Identities, Networks, & Chinese Technology Development Zones. *Academy of Management*.

### Invited Presentations & Panels

Colloquium on Female Perspectives on Entrepreneurship and Research. 2022. Stoneybrook University.

Values in the Bean-to-Bar Chocolate Niche. 2021 Northwest Chocolate Festival.

The Silicon Valley Innovation and Entrepreneurship Ecosystem. 2021. Silicon Valley Executive Center & SENEC Goya

Process Research and the Commercial Space Sector. Aldrin Space Institute Virtual Process Research Workshop. 2020. Virtual.

Invited Panelist. FAA's Center of Excellence for Commercial Space Transportation Process Research Methods Workshop. 2020. FAA.

The Application of Process Research. 2019 SoCal Commercial Spaceflight Initiative.

Dimensions of Social Value Creation across Supply Chain Interactions. 2012 Corporate Social Responsibility - Americas Conference.

From the Napkin to the Market – Technology Commercialization. 2010 Rice University.

### **Awards & Honors**

- Nominated for Best Paper Award EGOS Annual Conference 2022 (Pozner, J., & Woolley, J.L. Crafting Entrepreneurship: Meaning, Motivation, and Organizational Form in Bean-to-Bar Chocolate.)
- Top 40 Papers Babson College Entrepreneurship Research Conference 2022. (Pozner, J., & Woolley, J.L. Copreneurship and New Venture Survival in Bean-to-Bar Chocolate: Two Great Tastes That Taste Great Together.)
- Ignatian Center for Jesuit Education Bannan Faculty Fellow, SCU 2019-2020
- Best Paper Award for the Sustainability, Ethics & Entrepreneurship (SEE) Conference. (Woolley, J.L., Pozner, J., DeSoucey, M. Who Is the Fairest (Trade) of Them All? The Rejection of Third-Party Certification Schemes in Bean-To-Bar Chocolate.) 2018
- Annual Dean's Extraordinary Performance Awards for Teaching, Research & Service, SCU's Leavey School of Business 2017 & '16
- Annual Dean's Extraordinary Performance Award for Service, SCU's Leavey School of Business 2015, '14, & '08-'12
- First Management Theory Conference Best Paper Finalist (Madsen, T.L., Woolley, J.L., & Sarangee, K. Using Internet-based Collaboration Technologies for Innovation.) 2013
- Annual Dean's Extraordinary Performance Award for Teaching, SCU's Leavey School of Business 2013
- European Group for Organizational Studies (EGOS) Best Paper Award (Granqvist, N., Grodal, S., & Woolley, J.L. 2013. Hedging Your Bets: Explaining Executives' Labeling Strategies in Nanotechnology.) 2009
- Research Promise Award (AOM – IDEA Awards) 2009
- The Heizer Award for Outstanding Research 2008. The Entrepreneurship Division of AOM and Heizer Inc.
- Policies for Research and Innovation in Moving towards the European Research Area grant to attend NanoSchool Workshop 2008 & '06
- Booz Allen Hamilton/Strategic Management Society PhD Fellowship 2006

- Ray Watson Doctoral Fellowship (UCI) 2006
- Policies for Research and Innovation in Moving towards the European Research Area grant to attend Atlanta Conference on Science and Technology Policy 2006
- Regents Fellowship (UCI) 2003

### **Grants**

- Woolley, J.L. Ciocca CIE Research Grant. 2022-2023
- Woolley, J.L. SCU Leavey School of Business Research Grants. 2008-2023
- Woolley, J.L. SCU Publication Award. 2022
- Woolley, J.L., & MacGregor, N. Inspirational Paradigm for Business Education. 2021
- Pozner, J. & Woolley, J.L. (Co-principals), Leavey School of Business Center for Food Innovation and Entrepreneurship Grant. 2019-2021
- Woolley, J.L. (Principal), NSF SciSIP Research Grant (\$263,248). 2016-2020
- Pozner, J. & Woolley, J.L. (Co-principals), SCU Sustainability Research Initiative Grant 2019-2020
- Woolley, J.L. (Principal), Kauffman Research Grant (\$22,640). 2016-2018
- Woolley, J.L. (Principal), SCU Sustainability Research Initiative Grant. 2014
- Woolley, J.L. (Principal), SCU Faculty-Student Research Assistant Program. 2008-2013, 2021
- Woolley, J.L. (Principal), SCU Presidential Research Grant 2008, '10, '12, '13
- Woolley, J.L. (Principal), Faculty Development Grant – Bay Area Management Seminar Series 2007-2009

### **Professional Service**

Senior Editor: Oxford Research Encyclopedia: Business and Management 2015-current  
 Editorial Board Member: Academy of Management Discoveries 2021-current  
 NSF FMRG: Bio Panelist 2022  
 Ad Hoc Reviewer: Journal of Technology Transfer, Journal of Management Studies, Industry and Innovation, Academy of Management Journal, Strategic Entrepreneurship Journal, Journal of Business Venturing, Management and Organizational Review 2010-current  
 Session Chair & Discussant: Academy of Management 2005-current  
 Reviewer: Academy of Management - OMT, TIM, ENT 2003-current  
 Reviewer: Strategic Management Society 2010-current  
 Reviewer: DRUID 2018-current  
 Elected Representative-at-Large Technology & Innovation Management division of the Academy of Management 2013-2015  
 Academy of Management OMT Research Committee  
 Strategic Management Society – Best doctoral paper award committee  
 Session Chair: Strategic Management Society  
 Presenter and Discussant: SV USPTO Entrepreneur Forum  
 Session Chair: Strategic Management Society  
 NSF Grant Reviewer  
 Reviewer: International Journal of Innovation & Regional Development  
 Reviewer Consultant Board - International Business text  
 Reviewer for the Western Academy of Management  
 Israel Science Foundation Grant Reviewer

### **University Service**

MBA Entrepreneurship Concentration Coordinator, 2021-current  
 University Grievance Committee, 2020-current

Ciocca Center Faculty Advisory Board Member, 2019-current  
Course Coordinator, Entrepreneurship courses UG & MBA, 2015-current  
Management Hiring Committee Chair: Entrepreneurship, 2020-2021  
Ignatian Center Director of Mission Programming Interviewer, 2019-2020  
Faculty Affairs Committee Chair, 2018-2019  
Faculty Affairs Committee Representative, 2015-2019  
Leavey School of Business Online MBA Design Team Member, 2017-2018  
Management Hiring Committee Chair: Entrepreneurship, 2017-2019  
Entrepreneurship Leadership Team Member, 2010-2019  
Management Hiring Committee Co-Chair: Strategy, 2015-2017  
Leavey School of Business MSE-GI Program Team, 2014-2015  
Faculty Senate Representative, 2011-2015  
Course Coordinator, Management 80 – International Business, 2007-2015  
Leavey School of Business Strategic Planning Team Chair (Goal 3), 2014  
Parents' Day Speaker, 2012  
Seminar guest speakers coordinator, 2012  
Steering committee member for the SCU Center for Nanostructures, 2008-2014  
Management Hiring Committee Co-Chair: Entrepreneurship, 2013-2014  
Guest Lecturer, SCU Law School, 2008-2012  
Faculty Hiring Committee – Management, 2007-2012  
Faculty Hiring Committee – Marketing, 2008-2009  
Primary Advisor & Faculty Coordinator - Fulbright CTE Program, 2008-2009  
Bay Area Management Seminar Series Coordinator, 2007-2010  
SCU Curriculum Review, 2007-2008  
Ignatian Faculty Forum Member, 2007 & '09

#### Professional Association Membership

Academy of Management  
Strategic Management Society  
EGOS

#### **Teaching**

Entrepreneurship, Organization Theory, Strategy, Innovation, and Creativity

#### Undergraduate Courses

Introduction to Entrepreneurship  
Building New Ventures  
New Venture Internship Course  
Global and Cultural Environment of Business  
International Business: Course & Immersion Trips  
Management of Contemporary Organizations

#### Graduate Courses

Entrepreneurial Opportunities and Innovation  
Introduction to Entrepreneurship  
Spirituality and Business Leadership  
International Business: Course & Immersion Trips  
Creativity for Innovative Businesses (Executive MBA)

#### Executive Education, Short Courses and Guest Lectures

Entrepreneurship: Opportunity Analysis & Business Planning  
The Silicon Valley Innovation and Entrepreneurship Ecosystem  
Innovation Techniques & Innovators' DNA  
Creativity  
Presentation Skills & Pitching  
Crowdfunding

Spirituality and Business Leadership Podcast: <http://redcircle.com/shows/macandwoolleyshow>

Teaching Notes for podcast topics: <https://www.ignited.global/search/material-type/podcast/published-by/7827>

Episode 1: <https://www.ignited.global/case/business-and-management/mac-woolley-show-episode-1-connection-between-spirituality-and-business>

### **Selected Business Experience**

Operations Manager – Westhold Corporation

Founder – Felix Vivo Inc.

Financial Analyst – Ericsson Wireless Communications

Financial Research Analyst – Ashley Kumar & Company

Financial Analyst – San Diego National Bank

Financial Analyst – KeyCorp

IT Staff – First National Bank

Home Health Care Manager – Newton Wellesley Home Health Services