

Jennifer L. Woolley
Curriculum Vitae

Santa Clara University
The Leavey School of Business
Management & Entrepreneurship Department
500 El Camino Real
Santa Clara, CA 95050

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408- 554- 4685 (office)

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Academic Positions

Santa Clara University

The Leavey School of Business

Professor: Management & Entrepreneurship, 2023-present

Associate Professor, 2013-2023

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, 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 (Management)

M.B.A. University of San Diego (Finance and Marketing)

B.A. Wellesley College

Research

The emergence of firms, industries, and technologies.

Entrepreneurship ecosystems and infrastructure development.

Peer Reviewed Publications

Woolley, J.L. & Lu, S. (2026). Who Founds Public Firms? The Influence of Founder Gender, Human Capital, and Social Capital on the Likelihood of IPO. *Academy of Management Discoveries*, 12(1) 37-65.

Woolley, J. L. & Pozner, J. E. (2025). Co(coa)preneurship: The Persistence of Craft Ventures and the Power of Coupling. *Academy of Management Discoveries*, 11(1), 96–122.

*** Profiled in AOM Insights March 2025.

<https://journals.aom.org/doi/10.5465/amd.2023.0140.summary>

Woolley, J. L. & Pozner, J. E. (2025). Craft Ventures Founded by Couples Enjoy Greater Longevity. *EIExchange*. <https://eiexchange.com/content/craft-ventures-founded-by-couples-enjoy-greater-longevity>

Woolley, J. L. & Pozner, J. E. (2025). Craft Ventures are More Successful with a Couple at the Helm. <https://familybusiness.org/content/craft-ventures-are-more-successful-with-a-couple-at-the-helm>

- Woolley, J.L. (2024). Generative AI and Business: A Review and Research Agenda. Oxford Research Encyclopedia: Business and Management. <https://doi.org/10.1093/acrefore/9780190224851.013.434>
- Woolley, J.L. (2023). Getting along with Frenemies: Enhancing Multi-competitor Coopetition Governance through Artificial Intelligence and Blockchain. *Industry and Innovation*, 30, 1156-1189. doi: 10.1080/13662716.2023.2168519
- Woolley, J.L. (2023). Book Reviews: Erica S. Simmons and Nicholas Rush Smith (eds.). Rethinking Comparison: Innovative Methods for Qualitative Political Inquiry. *Administrative Science Quarterly*, 68(3), NP49-NP52.
- 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>
*** republished in Levinthal D. A. & Lee G. K. (2023). Introduction to the Virtual Special Issue: Strategy Science's Contributions to Doctoral Reading Lists. *Strategy Science*.
- Pozner, J., & Woolley, J.L. (2022). Copreneurship and New Venture Survival In Bean-to-bar Chocolate. *Frontiers of Entrepreneurship Research Proceedings, BCERC Proceedings (FER)*.
- 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/cioccenter/resources/the-mindset/>
- Woolley, J.L., MacGregor, N. (2021). The influence of incubator and accelerator participation on nanotechnology venture success. *Entrepreneurship Theory and Practice*, 46(6), 1717-1755. <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](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
- Woolley, J. L., & Pozner, J. (2025). Craft ventures founded by couples enjoy greater longevity. *Entrepreneur & Innovation Exchange*. Retrieved January 14, 2025, from <https://eiexchange.com/content/craft-ventures-founded-by-couples-enjoy-greater-longevity>
- 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. Who gets government R&D support? The relationship between founding team attributes and government innovation support

Woolley, J.L. & Lu, S. Digitalization and Collaboration: The Use of Digital Resources across Collaborations.

Xing, A., & Woolley, J.L. Fear of Missing Out: The Impact of Human and Social Capital on The Timing of Startup Exit Via Acquisition

Working Papers

Woolley, J.L., & Pozner, J-E. Crafting an Organizational Form

Pozner, J-E. & Woolley, J.L. Crafting Inclusion: How Craft Makes Space for New Voices. Rejected from Organization Studies. Revised and submitted to Organization Science August 2024.

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

Woolley, J.L. The Relationship between Government Innovation Funding and the Nascent Venture Outcomes.

Conference Presentations

2025

Woolley, J.L. Who gets government R&D support? The relationship between founding team attributes and government innovation support. *Technology Transfer Society Conference*.

Woolley, J.L. The Relationship between Government Innovation Funding and the Nascent Venture Outcomes. *Technology Transfer Society Conference*.

Xing, A., & Woolley, J.L. Fear of Missing Out: The Impact of Human and Social Capital on The Timing of Startup Exit Via Acquisition. *Strategic Management Society Annual Conference*.

Woolley, J.L. & Lu, S. Digitalization and Collaboration: The Use of Digital Resources across Collaborations. *IEEE Technology and Engineering Management Society Conference*.

Woolley, J.L. Mission Possible: Experimental Infrastructure for Innovation Ecosystems. The *AOM Annual Conference*.

Xing, A., & Woolley, J.L. Fear of Missing Out: The Impact of Human and Social Capital on The Timing of Startup Exit Via Acquisition. *AOM Annual Conference*.

Woolley, J.L., & Pozner, J-E. Crafting an Organizational Form. *AOM Annual Conference*.

Xing, A., & Woolley, J.L. Fear of Missing Out: The Impact of Human and Social Capital on The Timing of Startup Exit Via Acquisition. *Industry Studies Annual Conference*.

2024

Pozner, J-E. & Woolley, J.L. Crafting Inclusion: How Craft Makes Space for New Voices. *AOM Annual Conference*.

Woolley, J.L. & Lu, S. The Influence of Gender, Work Experience, and Education on the Likelihood of Raising Venture Capital and IPO in Genomics. *DIANA Conference*.

2023

Woolley, J.L. Exploring Generative AI: Capabilities, Applications, and Implications. *Human-IA Coopetition Workshop*.

Woolley, J.L., & Pozner, J-E. To thine own craft be true? Engaging with paradox in bean-to-bar chocolate entrepreneurship. *Strategic Management Society Annual Conference*.

Woolley, J.L., & Pozner, J-E. To thine own craft be true? Engaging with paradox in bean-to-bar chocolate entrepreneurship. *EGOS Annual Conference*.

Woolley, J.L. & Lu, S. The Influence of Gender, Work Experience, and Education on the Likelihood of Raising Venture Capital and IPO in Genomics. *Industry Studies Annual Conference*.

Woolley, J.L. The Relationship between Government Innovation Funding and the Likelihood of Venture Capital, IPO, and Acquisition in Genomics. *Industry Studies Annual Conference*.

Woolley, J.L. & Lu, S. The Influence of Gender, Work Experience, and Education on the Likelihood of Raising Venture Capital and IPO in Genomics. *2023 Atlanta Science and Innovation Policy Conference*.

Woolley, J.L. The Relationship between Government Innovation Funding and the Likelihood of Venture Capital, IPO, and Acquisition in Genomics. *2023 Atlanta Science and Innovation Policy Conference*.

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* 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

The Business of Chocolate. 2023. Santa Clara University.

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 & SENECA 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

- Outstanding Reviewer Award for Academy of Management Discoveries 2024
- Honorary President and Keynote for the 2023 Human-IA Coopetition Workshop sponsored by Paris 8 University and Ascencia Business School.
- 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

- Pozner, J. & Woolley, J.L. (Co-principals), Ciocca CIE Research Grant. 2024-2026
- Woolley, J.L. Ciocca CIE Research Grant. 2022-2024
- Woolley, J.L. SCU Leavey School of Business Research Grants. 2008-2025
- 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

Deputy Editor: Academy of Management Discoveries 2026-current
 Technical Program Vice Chair: IEEE TEMSCON Global 2026
 Editorial Board Member: Academy of Management Discoveries 2021-current
 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
 Reviewer: Strategic Management Society 2010-current
 Session Chair & Discussant: Academy of Management 2005-current
 Reviewer: Academy of Management - OMT, TIM, ENT 2003-current
 Senior Editor: Oxford Research Encyclopedia: Business and Management 2015-2024
 Academy of Management Discoveries Best Paper Award Committee Chair 2024, 2025
 NSF FMRG: Metals, Electronics, & Infrastructure Materials 2023
 NSF FMRG: Bio Panelist 2022
 Reviewer: DRUID 2018-2023
 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
 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

Co-Chair, Department TESE Task Force, 2025-2026
Planning Action Council – At-Large Member, 2023-2026
MBA Entrepreneurship Concentration Coordinator, 2021-current
Miller Center for Social Entrepreneurship Faculty Advisory Board Member, 2022-current
Management Hiring Committee Chair: Entrepreneurship, 2023-2024
University Grievance Committee, 2020-2023
Ciocca Center Faculty Advisory Board Member, 2019-2023
Course Coordinator, Entrepreneurship courses UG & MBA, 2015-2023
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 speaker 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

MGMT 164 - Introduction to Entrepreneurship *
MGMT 165 - Building New Ventures *
MGMT 198e - New Venture Internship Course **

MGMT 80 - Global and Cultural Environment of Business
BUSN 196 - International Business: Course & Immersion Trips
BUSN 145 - Entrepreneurship Practicum *
Management of Contemporary Organizations (pre-SCU)

Graduate Courses

MGMT 3802 and MGMT 3802 Online - Entrepreneurial Opportunities and Innovation **
MGMT 3554 - Developing Your Creative Mindset **
MGMT 3546 - Spirituality and Business Leadership *
MGMT X - Generative AI and Business **
IDIS 695 - International Business: Course & Immersion Trips
MGMT 907 - Creativity for Innovative Businesses (Executive MBA) **
MGMT 2750 - Introduction to Entrepreneurship (MSE program) **

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
Fulbright Pitch course

* Courses I helped develop or significantly revise

** Courses I developed and launched

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>

<https://www.ignited.global/node/7973>

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

Selected Business Experience

Strategic and Operations Consultant – Westhold Corporation
Founder – Felix Vivo Inc., Katsu Hijinx
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