

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

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

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**Academic  
Experience**

**Santa Clara University** 2007-present

The Leavey School of Business

*Assistant Professor: Management*

*Academic Dean of Entrepreneurship Programs* 2010

**University of California, Irvine** 2002-2007

The Paul Merage School of Business

*Lecturer, Research Assistant and Teaching Assistant: Organization & Strategy*

**Education**

**University of California, Irvine** **Ph.D.**

The Paul Merage School of Business

Program area: Organization and Strategy

Dissertation: *Understanding Organizational Community Creation:*

*The Nanotechnology Community*

Committee: Professors Claudia Bird Schoonhoven, Chair;

Margarethe Wiersema; Christine Beckman

**University of San Diego** **M.B.A.**

Concentrations: Finance and Marketing

**Wellesley College** **B.A.**

Undergraduate Major: Classical Studies

**Teaching  
Interests**

Entrepreneurship, International Business, Organization Theory, Business Policy, and Strategy.

**Teaching**

**Courses Taught**

- International Business: Course & 2 week China immersion trip
  - 1 section/year for SCU MBA program 2010-2011
  - 1 section for SCU undergraduate program 2011
- Global and Cultural Environment of Business
  - 5 sections/year SCU undergraduate course 2007-2013
- Entrepreneurship
  - 2 section/year for SCU undergraduate program 2012-2013
  - 2 sections/year SCU visiting Fulbright Scholars 2008-2010
  - 1 section for SCU's California Program for Entrepreneurship 2010
- New Venture Internship Course
  - 2 section for SCU undergraduate program 2012-2013
- Management of Contemporary Organizations
  - 1 section UCI undergraduate course 2006

## Teaching

continued

## **MBA Course Teaching Assistant and Guest Lecturer**

Regional Economic Agreements (4 years one lecture for JD course at SCU Law)  
Entrepreneurship: Business Planning (5 years of the MBA course at UCI)  
Business Strategy (2 years of the MBA course at UCI)  
New Venture Management (3 years of the MBA course at UCI)  
Management of Complex Organizations (4 years of the MBA course at UCI)

## Research

The emergence of firms, industries, and technologies.

## Interests

Entrepreneurship infrastructure development.

## Research

## Published

## Papers

- Sarangee, K., Woolley, J.L., Schmidt, J., Long, E. Forthcoming. "De-escalation Mechanisms in High Technology Product Innovation." *Journal of Product Innovation Management*.
- Woolley, J.L. Forthcoming. "Opportunities for Social Value Creation across Supply Chain Interactions." *Emerging Research Directions in Social Entrepreneurship*.
- Woolley, J.L. Forthcoming. "Nascent Technology Entrepreneurship Supply Chain Emergence." *Handbook of Research on Techno-Entrepreneurship* edited by François Thérin
- Woolley, J.L. Forthcoming. "The Creation and Configuration of Infrastructure for Entrepreneurship in Emerging Domains of Activity." *Entrepreneurship Theory and Practice*.
- 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., Bruno, A.V., & Carlson, E. "Business Model Alternatives for Social Ventures." *Journal of Management for Global Sustainability* (Conditional Acceptance)
- Bruno, A.V., Woolley, J.L., & Carlson, E. "An Empirical Analysis of the Missions, Funding Sources, and Survival of Social Ventures." JHU Research Series on Entrepreneurship and Innovation: Theory and Empirical Research in Social Entrepreneurship. edited by P. Phan, J. Kickul, M. Nordqvist. Edward Elgar Publishing. (Conditional Acceptance)
- Woolley, J.L. 2011. "Studying the Emergence of New Organizations: Entrepreneurship Research Design." *Entrepreneurship Research Journal*, 1 (1) Article 5.
- Woolley, J.L. 2010. "Technology Emergence through Entrepreneurship across Multiple Industries." *Strategic Entrepreneurship Journal*, 4 (1) 1-21.

- Published Papers** - 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.
- continued 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 *Encyclopedia of Business in Today's World*, Charles Wankel (Ed.) 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.
- Foster, L., Woolley, J.L., & Kawada, N. 2006. "Nanotechnology in the United States." *Greenberg Traurig*.
- 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.
- Galbraith, C.S., DeNoble, A.F., & Woolley, J.L. 2005. "Chemical Sensing Technologies Market and Commercialization." *DARPA San Diego*.
- Under Review** - Woolley, J.L. "Origins and outcomes: Success of spin-offs from universities, firms, and government research centers and laboratories." (Under Review)
- Woolley, J.L., Lin, J.J. "Partnering in Nanotechnology Ventures: Critical Decision Factors." (Revise and Resubmit).
- Working Papers** - Madsen, T.L., Sarangee, K., & Woolley, J.L. "Using Internet-based Collaboration Technologies for Innovation: Crowdsourcing vs. Expertsourcing."
- Woolley, J.L., McGregor, N. "Timing and Science, Technology, and Innovation Policy in Nascent Domains."
- Alvarez, S.A., Young, S.L., & Woolley, J.L. "The Creation of the World's Deadliest Catch."
- Woolley, J.L., Madsen, T.L. "Professional-User Innovation: A Process Model."
- Woolley, J.L. "Innovation Policy and New Venture Survival."
- Woolley, J.L. "The Name Game in the Nanotechnology Market"

	Woolley, J.L. "High Technology Entrepreneurship in Japan and the U.S.: Comparing Nanotechnology"	
<b>Present- ations &amp; Symposia</b>	"Using Internet-based Collaboration Technologies for Innovation: Crowdsourcing vs. Expertsourcing." with Madsen, T.L. & Sarangee, K., Academy of Management Annual Conference.	2012
	"Dimensions of Social Value Creation across Supply Chain Interactions." Corporate Social Responsibility - Americas Conference. (invited).	2012
	"Business Model Alternatives for Social Ventures." With Bruno, A.V., & Carlson, E. Western Academy of Management Conference.	2012
	"The Ivory Tower Means Business: Academic Spin-offs and Dissolution or Acquisition." Western Academy of Management Conference.	2012
	"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.	2011
	"Academics Founders and Dissolution or Acquisition." Strategic Management Society's Annual Meeting.	2011
	"Dimensions of social entrepreneurship: how does a new venture become 'social'?" NYU Eighth Annual Satter Conference on Social Entrepreneurship.	2011
	"What is social value and social wealth?" NYU Eighth Annual Satter Conference on Social Entrepreneurship.	2011
	"Business Model Alternatives For Social Ventures." With Bruno, A.V., & Carlson, E. NYU Seventh Annual Satter Conference on Social Entrepreneurship.	2010
	With Madsen, T.M. "Professional User Innovation: A Process Model." Academy of Management.	2010
	"Systems of Governing Emerging Technologies: Nanotechnology in Context." Academy of Management.	2010
	"Systems of Governing Emerging Technologies: Nanotechnology in Context." EGOS.	2010
	"From the Napkin to the Market – Technology Commercialization." Rice University.	2010
	"Innovation Policy in Emerging Domains of Activity: First-Mover Advantage or Curse?" Atlanta Conference on Science & Innovation Policy.	2009

<b>Present- ations &amp; Symposia continued</b>	- With Madsen, T.M. "Professional User Innovation: A Process Model." Strategic Management Society.	2009
	- With Granqvist, N., & Grodal, S. "Executives' Use of Labels in Emerging Domains of Activity." Academy of Management.	2009
	- "Innovation Policy in Emerging Domains of Activity: First-Mover Advantage or Curse?" 5th International Nanotechnology Conference on Communication and Cooperation.	2009
	- "Nanotechnology Policy Level of Analysis." 5th International Nanotechnology Conference on Communication and Cooperation.	2009
	- "Innovation Policy in Emerging Domains of Activity: First-Mover Advantage or Curse?" NSTI Nanotech Conference.	2009
	- With Granqvist, N., & Grodal, S. "Executives' Use of Labels in Emerging Domains of Activity." SCANCOR Annual Conference.	2008
	- With Granqvist, N., & Grodal, S. "Executives' Use of Labels in Emerging Domains of Activity." WCRS Conference.	2008
	- With Rottner, R.M. "Policy Innovation and Nanotechnology Entrepreneurship." Academy of Management.	2008
	- "A Model of Organizational Community Creation: Nanotechnology in Context." Academy of Management.	2008
	- With Madsen, T.M. "Incumbent Firms as User-Innovators: Nanotechnology Spin-Outs and Intrapreneurship." Harvard / MIT Open and User Innovation Conference.	2008
	- "Systems of Governing Emerging Technologies: Nanotechnology in Context." Gordon Research Conference on Science & Technology Policy.	2008
	- "Partnering in Nanotechnology Ventures: Critical Decision Factors." NSTI Nano2008.	2008
	- "Entrepreneurship in an Emerging Community: The Role of Enabling Industries." Duke Strategy Conference.	2008
	- With Rottner, R.M. "The Relationship between public innovation policy and nanotechnology entrepreneurship." SBE/ISR Conference.	2008
	- "Entrepreneurship in an Emerging Community: The Role of Enabling Industries." Western Academy of Management Conference.	2008
- "Entrepreneurship in an Emerging Community: The Role of Enabling Industries." Nano Science and Technology Winter School.	2008	

<b>Present- ations &amp; Symposia continued</b>	With Rottner, R. “Systems of Innovation: The Impact of Public R&D - Investment on Nanotechnology Entrepreneurship.” Annual Meeting of the Strategic Management Society.	2007
	“Understanding the Emergence of Organizational Communities: - Nanotechnology in the United States.” Annual Meeting of the Strategic Management Society.	2006
	With Schoonhoven, C.B. “New Firm Mortality Rates in China: Do we - understand new venture survival in China context?” Merage Conference on Strategic Initiatives in China.	2006
	“Cross Industry Analysis of the Nanotechnology Community.” Annual - Meeting of the Academy of Management.	2006
	Symposium organizer and chair. “Nanotechnology Field Emergence And - Evolution: Institutions, Networks, Actors, and Infrastructure.” Annual Meeting of the Academy of Management.	2006
	“Public Policy and Nanotechnology.” Atlanta Conference on Science and - Technology Policy.	2006
	“Measuring Innovation: Liability of Newness?” Western Academy of - Management, Annual Meeting.	2006
	“Driving Nanotechnology: Mapping the Emergence and Development of - Nanosciences.” PRIME (Policies for Research and Innovation in Moving towards the European Research Area) NanoDistrict workshop INRA Pierre Mendes University, Grenoble, France.	2006
	With Schoonhoven, C.B. “Regional Perspectives on Entrepreneurship & - Innovation: Identities, Networks, & Chinese Technology Development Zones.” ENT & TIM symposium, Annual Meeting of the Academy of Management.	2005

<b><u>Service</u></b>	- Faculty Senate Representative	2011-current
	- Entrepreneurship Leadership Team Member	2010-current
	- Academy of Management OMT Research Committee	2011-current
	- Ad Hoc Reviewer for Academy of Management Journal	2010-current
	- Ad Hoc Reviewer for Strategic Entrepreneurship Journal	2010-current
	- Ad Hoc Reviewer for the Journal of Business Venturing	2011-current
	- Provided Parents' Day department informational sessions to prospective students and their families	2012
	- Coordinated guest speakers for seminars	2012
	- Reviewer for International Journal of Innovation and Regional Development	2010
	- Reviewer Consultant Board - International Business text	2010-2011
	- <b>Academic Dean of Entrepreneurship Programs</b>	2010
	- Course Coordinator, Management 80 – International Business	2007-current
	- Session Chair: Academy of Management	2005-current
	- Reviewer for Academy of Management: OMT and Entrepreneurship Divisions	2003-current
	- Reviewer for Strategic Management Society	2010-current
	- Session Chair: Strategic Management Society	2011
	- Guest Lecturer, SCU Law School	2008-current
	- Steering committee member for the SCU Center for Nanostructures	2008-current
	- Faculty Hiring Committee - Management	2007-2009
	- Faculty Hiring Committee - Marketing	2008-2009
	- Primary Advisor & Faculty Coordinator - Fulbright CTE Program	2008-2009
	- Bay Area Management Seminar Series Coordinator	2007-2010
	- Israel Science Foundation Grant Reviewer	2009
	- SCU Curriculum Review	2007-2008
	- Ignatian Faculty Forum Member	2007 & '09
	- Reviewer for the Western Academy of Management Session Facilitator: Western Academy of Management	2003-2008 2006
	<b><u>Awards &amp; Fellowships</u></b>	
- European Group for Organizational Studies (EGOS) Best Paper Award	2009	
- Research Promise Award (AOM – IDEA Awards)	2009	
- The Heizer Award for Outstanding Research The Entrepreneurship Division of AOM and Heizer Inc.	2008	
- Policies for Research and Innovation in Moving towards the European Research Area grant to attend NanoSchool Workshop	2006 & '08	
- 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	
- Strategic Management Society's Doctoral Consortium Participant	2005	
- Organization and Management Theory Doctoral Consortium Participant	2005	

- Kauffman Foundation Fellowship to attend Doctoral Consortium and Babson Kauffman Entrepreneurship Conference 2005
- Kauffman Foundation Fellowship to attend the Case Western Reserve University Entrepreneurship Seminar 2005
- Network and Academic Training Scholarship (UCI) 2003
- Regents Fellowship (UCI) 2003

**Grants**

- Woolley, J.L. (Principal), SCU Leavey School of Business Research Grant 2008-2012
- Woolley, J.L. (Principal), SCU Faculty-Student Research Assistant Program 2008-2013
- Woolley, J.L. (Principal), SCU Presidential Research Grant 2008, '10, '12
- Woolley, J.L. (Principal), Faculty Development Grant – Bay Area Management Seminar Series 2007-2009

**Professional Associations**

- Academy of Management 2002-current
- Strategic Management Society 2002-current
- Western Academy of Management 2003-2010

**Selected Business Experience**

- Westhold Corporation* . San Jose, CA  
Operations Consultant / Manager
- Ericsson Wireless Communications* . San Diego, CA  
Consulting Financial Analyst
- Ashley Kumar & Company* . La Jolla, CA  
Financial Research Analyst
- San Diego National Bank* . San Diego, CA  
Financial Analyst
- Newton Wellesley Home Health Services* . Newton, MA  
Home Health Care Manager