

## **MARCUS T. WOLFE**

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Price College of Business  
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### **EDUCATION**

Ph. D. in Entrepreneurship and Strategic Management, Indiana University (2012)  
M.B.A. in Finance, Indiana University (2005)  
M.S. in Biochemistry, University of Wisconsin, Madison (2002)  
B.S. in Biochemistry, Indiana University (2000)

### **ACADEMIC EXPERIENCE**

Associate Professor, Price College of Business, University of Oklahoma (2019 – present)  
Assistant Professor, Price College of Business, University of Oklahoma (2016 – 2019)  
Assistant Professor, Miller College of Business, Ball State University (2012 – 2016)  
Research/Teaching Associate, Kelley School of Business, Indiana University (2008 – 2012)  
Associate Instructor, Kelley School of Business, Indiana University (2003 – 2005)  
Research/Teaching Associate, Department of Biochemistry, University of Wisconsin, (2000 – 2002)

### **RESEARCH EXPERIENCE**

#### *Refereed Articles*

Patel, P. C., and Wolfe, M. T. (forthcoming). “In the eye of the beholder? The returns of beauty and IQ for the self-employed”, *Strategic Entrepreneurship Journal*. Authors are listed alphabetically, attributed with equal contribution.

Wolfe, M. T., and Patel, P. C. (forthcoming). “I’ll sleep when I’m dead? Sleep and self-employment”, *Small Business Economics*, all authors attributed with equal contribution.

Wolfe, M. T., and Patel, P. C. (forthcoming). “Labor of love? The influence of work conditions among self-employed and work stress”, *Journal of Business Venturing Insights*.

Wolfe, M. T., Patel, P. C., and Drover, A. W. (forthcoming). “The influence of hypomania symptoms on wealth attainment in self-employment”, *Entrepreneurship Theory and Practice*.

- Patzelt, H., Behrens, J., Wolfe, M. T., and Shepherd, D. A. (forthcoming). "Transitioning from one project to the next? Empowerment, affective commitment, and work stress linking transition activities to project performance", *Journal of Business Venturing*.
- Patel, P. C., Wolfe, M. T., and Williams, T. A. (forthcoming). "Self-employment and allostatic load", *Journal of Business Venturing*. The first two authors are listed alphabetically, attributed with equal contribution.
- Marvel, M. R., Sullivan, D. M., and Wolfe, M. T. (forthcoming). "Accelerating sales in startups: A domain planning, network reliance, and resource complementary perspective", *Journal of Small Business Management*.
- Wolfe, M. T., and Patel, P. C. (forthcoming). "Racing to get self-employed: Life history models and self-employment", *Journal of Business Venturing Insights*.
- Wolfe, M. T., and Patel, P. C. (2019). "To your health: Health insurance, self-employment exit, and older entrepreneurs", *Journal of Small Business Management*, **57**(2), 593-615. Both authors contributed equally to this manuscript.
- Li, M., Patel, P. C., and Wolfe, M. T. (2019). "A penny saved is a penny earned? Differences in male and female savings and consumption tradeoffs on online retail platforms", *Journal of Retailing and Consumer Services*, **46**, 79-86. Authors listed alphabetically, attributed with equal contribution.
- Anglin, A. H., Wolfe, M. T., Short, J. C., McKenny, A. F., and Pidduck, R. J. (2018). "Narcissistic rhetoric and crowdfunding performance: A social role theory perspective", *Journal of Business Venturing*, **33**(6), 780-812.
- Patel, P. C., Reid, S. H., and Wolfe, M. T. (2018). "The struggle is real: Self-employment and short-term psychological distress", *Journal of Business Venturing Insights*, **9**, 128-136. Authors listed alphabetically, attributed with equal contribution.
- Wolfe, M. T., and Patel, P. C. (2018). "Satisfaction guaranteed? Life satisfaction, institutional factors, and self-employment", *Journal of Business Venturing Insights*, **9**, 45-52.
- Nicolaou, N., Patel, P. C., and Wolfe, M. T. (2017). "Testosterone and tendency to engage in self-employment", *Management Science*, **64**(4), 1825-1841. Authors listed alphabetically, attributed with equal contribution.
- Mueller, B. A., Wolfe, M. T., and Syed, I. (2017). "Passion and grit: An exploration of the pathways leading to venture success", *Journal of Business Venturing*, **32**, 260-279.

- Wolfe, M. T., and Patel, P. C. (2017). "Persistent and repetitive: Obsessive-Compulsive Personality Disorder and self-employment", *Journal of Business Venturing Insights*, **8**, 125-137.
- Wolfe, M. T., and Patel, P. C. (2017). "Two are better than one: Cortisol as a contingency in the association between epinephrine and self-employment", *Journal of Business Venturing Insights*, **8**, 78-86.
- Wolfe, M. T., and Patel, P. (2017). "Instant gratification: Temporal discounting and self-employment", *Small Business Economics*, **48**, 861-882.
- Wolfe M.T., Patel P.C. (2016). "Grit and self-employment: A multi-country study". *Small Business Economics*, **47**, 853-874.
- Baron R.A., Mueller B.A., Wolfe M.T. (2016). "Self-efficacy and entrepreneurs' adoption of unattainable goals: The restraining effects of self-control". *Journal of Business Venturing*, **31**, 55-71.
- Marvel, M. R., Lee, I. H. I., & Wolfe, M. T. (2015). "Entrepreneur gender and firm innovation activity: A multilevel perspective". *IEEE Transactions on Engineering Management*, **62**, 558-567.
- Wolfe, M. T., and Shepherd, D. A. (2015). "What do you have to say about that? Performance events and narratives' positive and negative emotional content". *Entrepreneurship Theory and Practice*, **36**, 895-925.
- Wolfe, M. T., and Shepherd, D. A. (2015). "'Bouncing back" from a loss: Entrepreneurial orientation, emotions, and failure narratives". *Entrepreneurship Theory and Practice*, **39**, 675-700.
- Shepherd, D. A., Patzelt, H. and Wolfe, M. T. (2011). "Moving forward from project failure: Negative emotions, affective commitment and learning from the experience". *Academy of Management Journal*, **54**, 1229-1259.
- Wolfe, M. T., Heo, J., Garavelli, J. S. and Ludden, P. W. (2002). "Hydroxylamine reductase activity of the hybrid cluster protein from *Escherichia coli*". *Journal of Bacteriology*, **184**, 5898-5902.
- Heo, J., Wolfe, M. T., Staples, C. R. and Ludden, P. W. (2002). "Converting the NiFeS carbon monoxide dehydrogenase to a hydrogenase and a hydroxylamine reductase". *Journal of Bacteriology*, **184**, 5894-5897.

### ***Books and Refereed Book Chapters***

- Shepherd, D. A., Williams, T. A., Wolfe, M. T., and Patzelt, H. (2016). *Learning from entrepreneurial failure: Emotions, cognitions, and actions*. New York: Cambridge University Press.

Shepherd, D. A., and Wolfe, M. T. (2014). "Entrepreneurial Grief" in *Wiley Encyclopedia of Management*, Morris, M. H., and Kuratko, D. F. eds. Wiley.

*Works currently under revise and resubmit*

Patel, P. C., Rietvald, C. A., Wolfe, M. T., and Wiklund, J. "Are the happy self-employed? Leveraging the genetic basis for well-being in self-employment", invited for revise and resubmit at *Entrepreneurship Theory and Practice*, first three authors attributed with equal contribution.

Wolfe, M. T., Patel, P. C., and Reid, S. H. "Elderly self-employed and depression: A cross-country study", invited for revise and resubmit at *Entrepreneurship Theory and Practice*.

*Works currently under review*

Wolfe, M. T., and Patel, P. C. "Under pressure: The mitigating effect of antioxidants on oxidative stress-related health consequences among self-employed", under review at *Entrepreneurship Theory and Practice*, both authors attributed with equal contribution.

Mueller, B. A., Wolfe, M. T., Baron, R. A., & Syed, I. "Motivation and entrepreneurial alertness: How passion drives entrepreneurs to identify new venture opportunities", under review at *Entrepreneurship Theory and Practice*.

Mueller, B. A., Shepherd, D. A., & Wolfe, M. T. "Learning to identify opportunities: The concomitant influence of affect, cognition, and motivation", under review at *Administrative Science Quarterly*.

Mueller, B. A., Baron, R. A., & Wolfe, M. T. "Building entrepreneurial expertise: The importance of self-regulatory behaviors on the long road to mastery", under review at *Academy of Management Journal*.

Gartzia, L., Patzelt, H., Wolfe, M. T., and Shepherd, D. A. "The function of leadership in project failure: Transforming employee negative emotions into performance", under review at *Journal of Management*.

Devaraj, S., Wolfe, M. T., and Patel, P. C. "Creative destruction and regional health: Evidence from the United States", under review at *Entrepreneurship Theory and Practice*, all authors attributed with equal contribution.

Wolfe, M. T., Marvel, M. R., and Sullivan, D. M. "A domain approach to startup business planning: Scale development and validation", under review at *Journal of Small Business Management*.

Wolfe, M. T., and Patel, P. C. "Forever young: Generational subculture and self-employment", under review at *Small Business Economics*.

Wolfe, M. T., Patel, P. C., and Williams, T. A. “Calling it quits, a personality thing? The Big Five personality traits and exit from self-employment”, under review at *Journal of Economic Psychology*.

Wolfe, M. T., and Patel, P. C. “Same difference? The impact of low-, medium-, and high-tech industries on venture performance and survival”, under review at *IEEE Transactions on Engineering Management*.

### *Works-in-progress*

Marvel, M. R., Wolfe, M. T., Kuratko, D. F., and Fisher, G. “Preparing versus pivoting: Pre- and post-launch entrepreneurial learning activities and new venture performance”, targeted for *Strategic Entrepreneurship Journal*.

Sullivan, D. M., Marvel, M. R., and Wolfe, M. T. “With a little help from my friends: How founder ties and planning impact startup performance”, targeted for *Strategic Entrepreneurship Journal*.

Anglin A. H., Wolfe, M. T., Reid, S. W., Short, J. C., and McKenny, A. F. “Exploring the role of socially responsible rhetoric in crowdfunding campaigns”, targeted for *Academy of Management Journal*.

Mueller, B. A., Arseneau, E., & Wolfe, M. T. “Entrepreneurial orientation: A manifestation of an entrepreneur’s internal psychological resources”, targeted for *Journal of Management*.

Mueller, B. A., & Wolfe, M. T. “Passion and entrepreneurial expertise: Exploring the motivational and self-regulatory mechanisms behind entrepreneurial skill development”, targeted for *Journal of Business Venturing*.

Mueller, B. A., & Wolfe, M. T. “Where is your head at? How temporal focus affects entrepreneurial satisfaction”, targeted for *Entrepreneurship Theory and Practice*.

Mueller, B. A., Kresier, P., & Wolfe, M. T. “Entrepreneurial passion and entrepreneurial orientation: How founder regulatory focus influences firm-level EO”, targeted for *Journal of Management*.

Mueller, B. A., Teran, C. V., & Wolfe, M. T. “Ideas are not enough! How regulatory mode positions entrepreneurs to act on their ideas”, targeted for *Journal of Business Venturing*.

### *Presentations, Symposia, and Workshops*

Wolfe, M. T., and Patel, P. C. 2019. *Under pressure: The mitigating effect of antioxidants on oxidative stress-related health consequences among self-employed*. Babson College Entrepreneurship Research Conference, Babson Park, MA.

- Marvel, M. R., Sullivan, D. M., & Wolfe, M. T. 2019. *A domain approach to start-up business planning: Scale development and validation*. United States Association for Small Business and Entrepreneurship Annual Conference, St. Pete Beach, FL.
- Gartzia, L., Patzelt, H., Wolfe, M. T., and Shepherd, D. A. 2018. *Leadership in project failure: Transforming employee negative emotions into performance*. Academy of Management Annual Meeting, Chicago, IL.
- Debates and gaps surrounding research on entrepreneurial passion*. 2018. Research Symposium, Academy of Management Annual Meeting, Chicago, IL.
- How can we successfully adopt biological and clinical approaches to entrepreneurship research?* 2018. Professional Development Workshop, Academy of Management Annual Meeting, Chicago, IL.
- Marvel, M. R., Wolfe, M. T., and Kuratko, D. F. 2018. *Costly market pivots: Does practice make perfect for the experienced entrepreneur?* Babson College Entrepreneurship Research Conference, Waterford, Ireland.
- Anglin, A. H., Wolfe, M. T., Reid, S. H., Short, J. C., and McKenny, A. F. 2018. *Social speak: Funding socially responsible entrepreneurs through crowdfunding*. Babson College Entrepreneurship Research Conference, Waterford, Ireland.
- Wolfe, M. T., and Drover, W. 2017. *The influence of hypomania symptoms on wealth attainment in self-employment*. Academy of Management Annual Meeting, Atlanta, GA.
- Wolfe, M. T. 2017. *Forever young: Generational subculture and self-employment*. Academy of Management Annual Meeting, Atlanta, GA.
- Wolfe, M. T., and Drover, W. 2017. *A beautiful mind: How mental health conditions influence wealth attainment in the self-employed*. Babson College Entrepreneurship Research Conference, Norman, OK.
- Pidduck, R. J., Short, J. C., Anglin, A. H., Wolfe, M. T., and McKenny, A. F. 2017. *The role of narcissistic rhetoric in entrepreneurial fundraising: an exploration using crowdfunding*. Babson College Entrepreneurship Research Conference, Norman, OK.
- Mueller, B. A., Syed, I., and Wolfe, M. T. 2016. *Passion and perseverance: How love of work drives entrepreneurs to overcome*. Academy of Management Annual Meeting, Anaheim, CA.
- Wolfe, M. T., and Patel, P. C. 2016. *To your health: The relationship between health insurance and self-employment exit*. Academy of Management Annual Meeting, Anaheim, CA.
- Marvel, M. R., Wolfe, M. T., and Sullivan, D. M. 2016. *Linking a multi-dimensional business planning approach to venture sales*. Babson College Entrepreneurship Research Conference, Bodø, Norway.

- Wolfe, M. T., and Mueller, B. A. 2015. *Passion as a double-edged sword*. Academy of Management Annual Meeting, Vancouver, B.C.
- Baron, R.A., Mueller, B.A., and Wolfe, M.T. 2015. *Entrepreneurs' goals and firm performance: The moderating effects of self-control*. Academy of Management Annual Meeting, Vancouver, B.C.
- Syed, I., Mueller, B.A., and Wolfe, M.T. 2015. *From passion to alertness: An investigation of the mechanisms through which passion drives alertness*. Academy of Management Annual Meeting, Vancouver, B.C.
- Mueller, B.A., Baron, R.A., and Wolfe, M.T. 2015. *Building entrepreneurial expertise: The importance of self-regulatory behaviors on the long road to mastery*. Babson College Entrepreneurship Research Conference, Boston, MA.
- Syed, I., Mueller, B.A., and Wolfe, M.T. 2015. *Follow your passion: How entrepreneurial passion motivates alertness to opportunities*. Babson College Entrepreneurship Research Conference, Boston, MA.
- Kauppinen, A. J., Wolfe, M. T., and Shepherd, D. A. 2015. *Narrative bouncing back discourses in allocating opportunism in entrepreneurial project failure in the online dating business from the perspective of sensemaking*. Babson College Entrepreneurship Research Conference, Boston, MA.
- Wolfe, M. T., Kuskova, V., Shepherd, D. A., and Patzelt, H. 2014. *A cross national study of organizations' emotional regulation of project failure*. Academy of Management Annual Meeting, Philadelphia, PA.
- Syed, I., Mueller, B. A., and Wolfe, M. T. 2014. *Finding the passion to persevere: An exploration of the mechanisms by which passion fuels entrepreneurial grit*. Babson College Entrepreneurship Research Conference, London, ON, Canada. NFIB Best Paper Award Recipient.
- Wolfe, M. T. 2013 *Winning isn't everything: Entrepreneurial orientation, emotions, and narratives*. Academy of Management Annual Meeting, Orlando, FL.
- Wolfe, M.T. 2011. *Should you stay or should you go: Exploration and exploitation in internal and external corporate venturing*. Academy of Management Annual Meeting, San Antonio, TX.
- Wolfe, M.T. 2011. *Should you stay or should you go: Exploration and exploitation in internal and external corporate venturing*. GLEN Conference, London, Ontario, Canada.

## **RECOGNITIONS**

Morris Butkin Memorial Professor of Excellence Award (2018) – Price College of Business – University of Oklahoma

Research Excellence Award (2017) – Entrepreneurship and Economic Development Division, Price College of Business – University of Oklahoma

Distinguished Reviewer Award (2013) – Academy of Management Annual Meeting

John and Esther Reese Fellowship Recipient (2010 – 2012)

Chemistry/Biology Interface Training Grant Recipient (2000 – 2002)

Academic Athletic Scholarship Recipient (1996 – 1999)

## **SERVICE**

Editorial Review Board Member – Journal of Business Venturing (2016 – present)

Member – Academy of Management (2008 – present)

### *Doctoral committees*

Aaron Anglin

Shane Reid

### *Ad hoc reviewer*

Strategic Management Journal

Organization Science

Journal of Business Venturing

Entrepreneurship Theory and Practice

Journal of Management Studies

Journal of Business Research

Journal of Product Innovation Management

Journal of Business Venturing Insights

Production and Operations Management