

**STEPHEN L. MUELLER**

Associate Professor of Management & Entrepreneurship  
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**ACADEMIC EXPERIENCE**

2004-present Associate Professor of Management & Entrepreneurship, College of Business  
Northern Kentucky University, Highland Heights, Kentucky

Design and deliver courses in entrepreneurship, new venture planning, small business management, management of innovation, and strategic management at both the graduate and undergraduate level.

2000-2004 Assistant Professor, Department of Management, M.J. Neeley School of Business  
Texas Christian University, Fort Worth, Texas

Designed and delivered courses in entrepreneurship, new venture planning, and strategic management at both the graduate and undergraduate level. Also taught an undergraduate course in international management.

1994-2000 Assistant Professor, Department of Management and International Business  
Florida International University, Miami, Florida

Designed and delivered courses in entrepreneurship, strategic management, and international business at both the graduate and undergraduate level. Also taught undergraduate courses in organization theory and small business management.

**ACADEMIC AWARDS AND HONORS**

**Best CEO Chapter Advisor Award** conferred by the Collegiate Entrepreneurs Organization and presented at its national meeting in Washington, D.C., November 2002.

**Best Women's Entrepreneurship Paper Award** sponsored by the Center for Women's Business Research and presented at the National Academy of Management Meeting, August 2002.

**Excellence in Teaching Award** conferred by the Class of 2000, Weekend BBA program at Florida International University, College of Business Administration.

**Fulbright Scholar Award** for the 1999-2000 academic year in Russia.

**Best Empirical Paper Award** sponsored by the Coleman Foundation and presented at the USASBE National Meeting, January 1998.

**Best Paper Award** for Doctoral Student Track presented at the Academy of International Business Southwest Regional Meeting, 1992.

## MANAGEMENT AND ENTREPRENEURSHIP EXPERIENCE

- 1987-1990 Held sales and marketing management positions with several U.S. subsidiaries of Japanese multinationals in the computer industry including Epson, Citizen, and C.Itoh.
- 1981-1987 Founder and CEO of Micro Source, a regional computer distribution company headquartered in Dallas, Texas. Directly managed all functional areas including marketing, finance/accounting, and operations. Company grew to \$3 million in sales and service revenues with 15 full-time employees.
- 1975-1981 General sales manager for Data Applications, a regional computer distribution company. Managed three branch offices and was member of the top management team reporting to the CEO.

## RESEARCH INTERESTS

- Cross-cultural comparisons of entrepreneurial behavior and new venture creation processes.
- Entrepreneurial self-efficacy and its impact on entrepreneurial intentions and new venture performance.
- Gender differences in entrepreneurial self-efficacy, intentions, and behavior.
- Socio-cultural, historical, and economic influences on the new venture creation process in the transition countries of Central and Eastern Europe.

## PUBLISHED ARTICLES IN REFEREED JOURNALS

**Mueller, S.L.** 2004. "Gender gaps in potential for entrepreneurship across countries and cultures." *Journal of Developmental Entrepreneurship, Volume 9(3): 199-220.* [PRJ/DBS]

**Mueller, S.L.** & Goić, S. 2003. "East-West differences in entrepreneurial self-efficacy: Implications for entrepreneurship education in transition economies." *International Journal of Entrepreneurship Education, Volume 1(4): 613-632.* [PRJ/DBS]

Testa, M.R., **Mueller, S.L.**, & Thomas, A.S. 2003. "Cultural fit and job satisfaction in a global service environment." *Management International Review, Volume 43(2): 129-148.* [PRJ/DBS]

Cox, L.W., **Mueller, S.L.**, & Moss, S.E. 2002. "The impact of entrepreneurship education on entrepreneurial self-efficacy." *International Journal of Entrepreneurship Education, Volume 1(2).* PRJ/DBS

**Mueller, S.L.** & Goić, S. 2002. "Entrepreneurial potential in transition economies." *Journal of Developmental Entrepreneurship, Volume 7(4): 399-415.* [PRJ/DBS]

**Mueller, S.L.**, Thomas, A.S., & Jaeger, A.M. 2002. "National entrepreneurial potential: The role of culture, economic development, and political history." *Advances in International Management, Volume 14: 221-257.* [PRJ/DBS]

**Mueller, S.L.** & Thomas, A.S. 2001. "Culture and entrepreneurial potential: A nine country study of locus of control and innovativeness." *Journal of Business Venturing, Volume 16(1): 51-75.*

Thomas, A.S. & **Mueller, S.L.** 2000. "A case for comparative entrepreneurship: Assessing the relevance of culture." *Journal of International Business Studies, Volume 31(2): 287-301.*

**Mueller, S.L.** & Clarke, L.D. 1998. "Political-economic context and sensitivity to equity: Differences between the United States and the transition economies of Central and Eastern Europe." *Academy of Management Journal, Volume 41(3): 319-329.*

**Mueller, S.L.** & Luytjes, J. 1998. "Regional and national differences in entrepreneurial attitudes, values and perceptions." *Management: Journal of Contemporary Management Issues, Volume 3(1): 17-40*, University of Split, Croatia.

## MANUSCRIPTS UNDER REVIEW

Sequeira, J.M., **Mueller, S.L.**, & McGee, J.E. "The influence of social ties and self-efficacy in forming entrepreneurial intentions and motivating nascent behavior." Under review at *Journal of Developmental Entrepreneurship*.

## WORKING PAPERS

Conway Data-on, M. & **Mueller, S.L.** "Sex or Gender? Identifying differences between men and women in entrepreneurial self-efficacy."

**Mueller, S.L.** "Gender-based income disparity among self-employed professionals."

Testa, M.R. & **Mueller, S.L.** "Determinants of job satisfaction in an international service organization."

Kim, K.H., **Mueller, S.L.**, & McGee, J.E. "Entrepreneurial firm legitimacy in Confucian societies."

**Mueller, S.L.** "National differences in entrepreneurial activity rates: Is there a pattern?"

## PAPERS PUBLISHED IN CONFERENCE PROCEEDINGS

Sequeira, J.M., McGee, J.E., **Mueller, S.L.** 2005. "An empirical study of the effect of network ties and self-efficacy on entrepreneurial intentions and nascent behavior." In *Proceedings of the Southern Management Association 2005 Meeting*. Charleston, South Carolina. [OIC/DBS]

**Mueller, S.L.** & Goić, S. 2001. "Entrepreneurial potential in transition countries: The importance of self-efficacy." In *Proceedings of the Fourth International Conference on Enterprises in Transition*. Split, Croatia.

**Mueller, S.L.** & Goić, S. 1999. "Entrepreneurial potential in transition countries: An empirical research study." In *Proceedings of the Third International Conference on Enterprises in Transition*. Split, Croatia.

Thomas, A.S. & **Mueller, S.L.** 1998. "Are entrepreneurs the same across cultures" In *Proceedings of the United States Association for Small Business and Entrepreneurship 12<sup>th</sup> Annual National Conference*.

**Mueller, S.L.** & Luytjes, J. 1997. "Transition and national entrepreneurial stock." In *Proceedings of the Second International Conference on Enterprises in Transition*. Split, Croatia.

**Mueller, S.L.** 1993. "Organization ecology and the evolution of industry structure." In *Proceedings of the Southwest Academy of Management Meeting*.

**Mueller, S.L.** 1992. "The effect of bilateral tax policies on FDI profitability in capital importing countries: A simulation study." In *Proceedings of the Academy of International Business Southwest Regional Meeting*.

**Mueller, S.L.**, Brittain, J. & Brittain, K.R. 1992. "Evaluation time bias and attainment." In *Proceedings of the Seventh Annual Texas Conference on Organizations*.

## CONFERENCE PAPERS AND PRESENTATIONS

"An Empirical Study of the Effect of Network Ties and Self-Efficacy on Entrepreneurial Intentions and Nascent Behavior." (with Jennifer M. Sequeira and Jeffrey E. McGee). Southern Management Association Meeting, Charleston, South Carolina. November 10, 2005. (do not double count -- see proceeding above)

"Entrepreneurial Firm Legitimacy in Confucian Societies." (with Kong Hee Kim and Jeffrey E. McGee). Academy of Management National Meeting, Seattle. August 5, 2003. **[OIC/DBS]**

"A Cross-National Study of Gender Gaps in Potential for Entrepreneurship." Academy of Management National Meeting, Denver. August 13, 2002. **Winner of Best Women's Entrepreneurship Paper Award. [OIC/DBS]**

"Entrepreneurial Potential in Transition Economies: The Importance of Self-Efficacy." 4th International Conference on Enterprises in Transition. Split, Croatia. May 2001.

"Strategic Orientation and Performance in a Global Economy: The Influence of National Culture" Academy of International Business Conference, Charleston, South Carolina. November 1999.

"Are Entrepreneurs the Same Across Cultures?" United States Association for Small Business and Entrepreneurship 12<sup>th</sup> Annual National Conference, Clearwater, Florida, January 1998. **Winner of Best Empirical Paper Award.**

"Economics or Culture? Exploring the Environmental Determinants of Entrepreneurial Supply." Academy of International Business Conference, Monterrey, Mexico. October 12, 1997.

"National Culture and Entrepreneurial Orientation." Academy of Management National Meeting, Boston. August 12, 1997.

"Transition and National Entrepreneurial Stock." 2<sup>nd</sup> International Conference on Enterprises in Transition. Split, Croatia. May 1997.

"The Importance of Industry Context: Matching Managers and Strategy in High Technology Industries." Strategic Management Society 16<sup>th</sup> Annual International Conference, November 1996.

"Innovation or Imitation? Strategic Choice in Technology Intensive Industries." Southern Management Association Conference. New Orleans, November 1996.

"Cross-National Differences in Entrepreneurial Attitudes, Values and Perceptions." Academy of International Business Conference in Banff, Canada. September 29, 1996.

"National Differences in Attitude toward Equity in the Workplace: Contrasts in Western and Soviet-Style Work Cultures." Academy of Management National Meeting, August 12, 1996.

"International Competition in Global Industries: A Simulation Study." Strategic Management Society 15<sup>th</sup> Annual International Conference, Mexico City, October 1995.

"Competition in Global Industries: An Ecology Model." International Management Doctoral Consortium, National Academy of Management, August 1993.

"The Effect of Bilateral Tax Policies on FDI Profitability in Capital Importing Countries: A Simulation Study." Academy of International Business Southwest Regional Meeting, March 1992.  
**Winner of Best Empirical Paper Award, Doctoral Student Track.**

## **SERVICE ACTIVITIES**

### **Northern Kentucky University**

- Member of the College of Business International Business task force, 2004-2005.
- Member of the Dean's EMBA task force, Spring & Summer, 2005.
- Member of the College of Business International Business Faculty Committee, 2005-present.
- Member of the College of Business Graduate Curriculum Committee, 2005-present.
- Member of the University Graduate Council, 2006-present.

### **Texas Christian University**

- Faculty advisor to the TCU chapter of Collegiate Entrepreneurs Organization, a student organization for entrepreneurship, 2001-2003.
- Faculty advisor and coach for the 2003 MBA team representing TCU in the Southwest Business Plan Competition at Rice University.
- Faculty advisor and coach for the 2002 MBA team representing TCU in the Southwest Business Plan Competition at Rice University.
- Entrepreneurship task force, 2000-2001. This ad hoc committee was charged with assessing the Neeley School's current entrepreneurship programs and making recommendations for the future.
- Provided pro-bono business plan consulting services to an e-business start-up company, 2000-2001.

### **Florida International University**

- SACS Self-Study Organization and Administration Committee Member, 1997-1999.
- Departmental Representative, College of Business Ph.D. Committee, 1998-1999.
- College of Business Undergraduate Curriculum Committee Member, 1998-1999
- Faculty advisor and coach for the FIU student team competing in the EDS Challenge Strategic Case Competition, Fall 1998.
- Member of the College of Business Ph.D. Program Revitalization Taskforce, 1997-1998.
- Member of the College of Business Communications and Collegiality Taskforce, 1997-1998.
- Coordinator of the FIU/FAU Management and International Business Research Seminar Series, 1997-1998.
- Assistant faculty advisor to the EDS Strategic Planning Student Competition, Fall 1997
- University Representative on the Florida Venture Forum Board of Directors, 1998-1999.
- Served as "coach" for an entrepreneur presenter at the 1996 Florida Venture Capital Conference.
- Reviewed and critiqued business plans for four South Florida start-up companies in 1996.
- Advisor to the Entrepreneurship Class at Coral Reef Senior High School, 1998-1999.

## PROFESSIONAL AFFILIATIONS AND SERVICE

Academy of Management

- Entrepreneurship Division
- Technology and Innovation Management Division
- International Management Division
- Business Policy and Strategy Division

Academy of International Business

United States Association for Small Business and Entrepreneurship (USASBE)

International Council for Small Business

- Ad hoc Reviewer, Journal of Small Business Management, 2006
- Reviewer, USASBE 2006 National Conference.
- Ad hoc Reviewer, Journal of Developmental Entrepreneurship, 2005.
- Ad hoc Reviewer, Israel Science Foundation, 2005.
- Reviewer, Entrepreneurship Division of the Academy of Management National Meeting, 2004.
- Ad hoc Reviewer, Journal of Small Business Management, 2004.
- Invited Facilitator, Professional Development Workshop: *Managerial and Organizational Cognition in an Entrepreneurial Context*, Academy of Management National Meeting, 2003.
- Facilitator, Interactive Paper Session: *Entrepreneurial Activity in Challenging Environments*, Academy of Management National Meeting, 2003.
- Ad hoc Reviewer, Journal of Business Venturing, 2003
- Reviewer, Entrepreneurship Division of the Academy of Management National Meeting, 2003.
- Reviewer, USASBE 2002 National Conference.
- Reviewer, Entrepreneurship Division of the Academy of Management National Meeting, 2002.
- Reviewer, Entrepreneurship Division of the Academy of Management National Meeting, 2001.
- Ad hoc Reviewer, Journal of Business Venturing, 2002.
- Ad hoc Reviewer, Journal of Business Venturing, 2001.
- Ad hoc Reviewer, Journal of Business Venturing, 2000.
- Ad hoc Reviewer, Journal of International Business Studies, 2000.
- Reviewer, International Management and Entrepreneurship tracks of the 1999 Southern Management Association Meeting.
- Reviewer, 1996 Academy of Management National Meeting.
- Reviewer, 1996 Southern Management Association Meeting.
- Discussant, 1996 Southern Management Association Meeting.

## EDUCATION

Ph.D. in Strategy and International Management, 1994  
University of Texas at Dallas

Master of Science in Accounting, 1989  
University of Texas at Dallas

Master in Business Administration, 1977  
University of Texas at Arlington

Bachelor of Science in Electrical Engineering, 1969  
Purdue University

**FOREIGN LANGUAGE SKILLS:** Read, write, and speak Russian.