

# AUDRA G. QUINN

aquinn.phd@ivey.ca • 248.321.5158 • AudraQuinn.com

*Ivey Business School*

University of Western Ontario

## **EDUCATION**

---

**Ph.D.** in Management, concentration: Entrepreneurship 2018 – 2023  
*University of Western Ontario, London, ON* [Expected]

**Master of Business Administration**, concentration: Entrepreneurship 2013  
*Pepperdine University, Los Angeles, CA*

**Bachelor of Arts** in English and Communication, minor: Journalism 2003  
*Albion College, Albion, Michigan*

## **DISSERTATION**

---

**Title:** Cofounder Selection & Satisfaction: How Entrepreneurial Cofounders Come Together and Succeed Together

**Committee:** Dr. Denis Grégoire (Co-chair), Dr. Darren Meister (Co-chair), Dr. Simon Parker (Ivey), Dr. Lawrence Plummer

**Status:** Dissertation proposal successfully defended August 2021; final defense in June 2023.

## **RESEARCH OVERVIEW**

---

My research examines the influence of entrepreneurs' key relationships and cognitive processes on the path to new venture creation. My dissertation focuses on how individuals come together to build new ventures and how varying approaches to selecting a cofounder can affect multilevel outcomes of satisfaction, dynamics, and venture performance. Overall, I develop and test theory around a relational view of entrepreneurship.

## **RESEARCH**

---

### **Research Under Review**

*Titles are redacted to maintain the integrity of the blind review process.*

**Quinn, A.,** Grégoire, D.A. & Meister, D. [Essay 1: Systematic Review of Cofounder Selection]. *Journal of Management*. [Proposal under review]

Brownell, K.M., **Quinn, A.**, Bollinger, M. [Curvilinear Personality-Performance Relationships]. *Entrepreneurship Theory and Practice*. [Under review]

**Quinn, A.**, Heales, K. & Fuller, L. [Case study highlighting female protagonist in entry/exit decision-making]. *International Journal of Instructional Cases*. [Revise and resubmit]

### **Research in Progress**

**Quinn, A.**, Meister, D., & Grégoire, D.A. Selecting Well Drives Cofounder Satisfaction. Target Journal: *Academy of Management Discoveries* [Expected submission Aug. 2022]

**Quinn, A.**, Grégoire D.A., & Meister, D. (2022). A Safe Bet? How Selecting High Familiarity Cofounders Affects Dynamics, Satisfaction and Venture Performance Over Time. Target journal: *Academy of Management Journal* [Expected submission: Aug. 2023]

Howell, T., **Quinn, A.**, & Ott, T. The Legend of the Team: The Power of Story to Signal Entrepreneurial Team Quality. Target journal: *Entrepreneurship Theory and Practice*. [Late-stage analysis]

**Quinn, A.**, Gorlin, G. The Role of Values Alignment in Cofounder Match-ups and Breakups. Target journal: *Academy of Management Journal* [Early-stage analysis]

**Quinn, A.**, Grégoire D.A., Meister, D. The Cofounder Code: How Cofounders Sustain Psychological Safety and Positive Working Relationships Over Time. Target journal: *Entrepreneurship Theory and Practice*. [Data collection ongoing]

### **Refereed Conference Papers and Presentations**

**Quinn, A.**, Grégoire D.A., & Meister, D. (2022). How the Draw of Familiarity Among Cofounders Affects Dynamics, Satisfaction and Venture Performance Over Time. *Accepted for presentation at 2022 Babson College Entrepreneurship Research Conference, Waco, Texas, USA.*

**Quinn, A.**, Grégoire D.A., & Meister, D. (2022). A Safe Bet? How Selecting High Familiarity Cofounders Affects Dynamics, Satisfaction and Venture Performance Over Time. *Accepted for presentation at 2022 Western Academy of Management Conference, Kona, Hawaii, USA.*

**Quinn, A.**, Grégoire D.A., & Meister, D. (2022). Cofounder Dynamics, Satisfaction and Venture Performance. *Accepted for presentation at 2022 USASBE Emerging Research Conference, Raleigh, North Carolina, USA, held in hybrid format due to coronavirus.*

**Quinn, A.,** Meister, D., & Grégoire, D.A. (2021). Selecting Well Drives Cofounder Satisfaction. *Accepted for presentation at 2021 Babson College Entrepreneurship Research Conference, Munich, Germany, held virtually due to coronavirus.*

**Quinn, A.,** (2021). Key Elements of Cofounder Fit. *Accepted for presentation at 2021 California Entrepreneurship Educators Conference, San Diego, California, USA, held virtually due to coronavirus.*

**Quinn, A.,** Byrne, J. (2020) A Chip on the Shoulder and a Pat on the Back: Social Support, Reflected Appraisals and Entrepreneurial Intentions. *Accepted for presentation at 2020 DIANA Conference, postponed due to coronavirus.*

**Quinn, A.,** Meister, D., & Grégoire, D.A. (2020). From “Me” To “We”: How and Why Entrepreneurs Select Cofounders. *Accepted for presentation at 2020 Babson College Entrepreneurship Research Conference, Knoxville, TN. Conference canceled due to coronavirus.*

**Quinn, A.,** Meister, D. (2020) The “Relationship Talk” Between Cofounders: Developing and Validating a Scale of Cofounder Satisfaction. *Accepted for presentation at 2020 Babson College Entrepreneurship Research Conference, Knoxville, TN. Conference canceled due to coronavirus.*

Ouslis, N., **Quinn, A.,** Allen, N. (2020) A Fear of Failure Fallacy? How Team Innovation Beliefs and Performance Relate to Fear of Failure. *Academy of Management Proceedings*, 2020 (1), 19940.

**Quinn, A.** (2019) Founder Seeks Cofounder: Evaluating the Benefits of a Formal Cofounder Selection Process Among Nascent Entrepreneurs. *Accepted for presentation at 2019 Administrative Sciences Association of Canada Conference, St. Catharines, Ontario.*

## **Refereed Symposia & Doctoral Consortia**

**Quinn, A. & D’Mello, J.** (2022). *The Why and How of Founding Teams: Key Theoretical and Methodological Directions*. The Academy of Management Annual Meeting, Seattle, WA, (**Lead Organizer and Chair**) Symposium with panelists: Agarwal, R., Gregoire, D.A., Kagan, E., Knight, A., Preller, R. & Vissa, B.

**Quinn, A.** (2022). The Academy of Management Annual Meeting. Seattle, WA, August 2022. Entrepreneurship (ENT) Division Doctoral Consortium. (Selected to Participate).

**Quinn, A. & D’Mello, J.** (2021). *Facts vs. Folklore of Founding Teams: Let's Talk with the Trailblazers*. The Academy of Management Annual Meeting, (Online due to COVID-19), (**Lead Organizer and Chair**) Symposium with panelists: Aldrich, H., Ben-Hafaïedh, C., Breugst, N., Ganco, M., Mollick, E., Ruef, M., Wasserman, N., Zellmer-Bruhn, M.

**Quinn, A.** (2021). The Babson College Entrepreneurship Research Conference. (Online due to COVID-19) June 2021. Doctoral Consortium. (Participant).

**Quinn, A.** (2021). The United States Association for Small Business and Entrepreneurship (Online due to COVID-19) January 2021. Doctoral Consortium. (Participant).

## **TEACHING EXPERIENCE**

Lecturer, <i>University of Western Ontario</i> , London, ON ENGSCI 3330B: New Venture Creation ( <b>6.1/7.0 avg. rating</b> )	2021
Adjunct Professor, <i>Pepperdine University</i> , Los Angeles, CA ENTR 661: The Generation of New Venture Ideas ( <b>4.9/5.0 avg. rating</b> )	2017-2018
Adjunct Professor, <i>California State Polytechnic University</i> , Pomona, CA HRT 499: Innovation in Hospitality Management ( <b>1.17 avg. rating with 1.0 as the best possible score out of 5</b> )	2016-2018

## **PROFESSIONAL EXPERIENCE**

Cofounder & CEO, <i>UNCORKED! Games</i> , Los Angeles, CA ( <b>3 x crowdfunding success and profitable exit</b> )	2013-2020
Social Media Managing Editor, <i>Capital Group</i> , Los Angeles, CA	2016-2018
Digital Writer/Editor II, <i>Capital Group</i> , Los Angeles, CA	2012-2018
Managing Editor, <i>Pepperdine University</i> , Los Angeles, CA	2008-2012

## **AWARDS & HONORS**

S. Chum Torno PhD Scholarship <i>Awarded annually based on academic performance</i>	2018 - present
Brock Scholars Program <i>Scholarships awarded annually over four years to exceptional scholars chosen by Bill and Anne Brock</i>	2019 - present
Experiential Classroom XXII Ph.D. Student Scholarship Winner <i>USASBE and Dr. Michael Morris select a high-potential Ph.D. student to attend this premier 3-day clinic at U. of Tampa</i>	2022
USASBE Doctoral Consortium Research Demo Day Winner <i>Top research presentation selected by a panel of scholars</i>	2021
John F. Rankin Doctoral Scholarship <i>Awarded for scholarly achievement</i>	2020
Pepperdine Fast Pitch & Business Plan Competition Winner <i>First place prize included \$9K in venture funding and mentorship</i>	2013

## **RECENT SERVICE**

---

Ivey Entrepreneurship Club Workshop Facilitator & Pitch Competition Judge	2021 - present
Ivey PhD Alumni Networking Event organizer	2020
Reviewer (ad hoc)	2019 - present
<i>Journal of Small Business Research</i>	
<i>International Small Business Journal</i>	
Academy of Management Annual Meeting (ENT Division)	
Western Academy of Management	
PhD Program Orientation organizer & facilitator	2019
Volunteer Mentor, <u>Network For Teaching Entrepreneurship</u> (NFTE)	2016 - 2018
Volunteer Publicist/Marketing Director, <u>Mind Over Matter</u>	2005 – 2022

## **REFERENCES**

---

### **Denis Grégoire**

Professor, Entrepreneurship and Innovation  
Rogers-J.A.-Bombardier Chair  
HEC Montréal  
3000, Chemin de la Côte-Sainte-Catherine  
Montreal, QC  
514-340-6000 ext. 1156  
denis.gregoire@hec.ca

### **Larry Plummer**

Associate Professor, Entrepreneurship  
Director, Ivey New Venture Project  
Ivey Business School  
1255 Western Road  
London, ON  
519-661-3859  
lplummer@ivey.uwo.ca

### **Darren Meister**

Associate Professor, Entrepreneurship  
Associate Dean, Faculty Development  
Ivey Business School  
1255 Western Road  
London, ON  
519-661-3859  
dmeister@ivey.uwo.ca

### **Larry Cox**

Associate Professor, Entrepreneurship  
Cofounder, EarlyX Foundation  
Pepperdine University  
24255 Pacific Coast Highway  
Malibu, CA  
310-568-5644  
larry.cox@pepperdine.edu