

Paul WR Gilson

Assistant Professor in Residence
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Education

Ph.D., (2006) – Finance, Georgia Institute of Technology, Atlanta, Georgia
B.S., (1986) – Mathematics, Bristol University, Bristol, England

Academic Experience

University of Connecticut (2016 – Present)
Assistant Professor in Residence; Finance Department, School of Business
Eastern Connecticut State University (2010 – 2016)
Business & Administration; Assistant Professor of Entrepreneurship & Management
University of Connecticut (2000 – 2010)
Academic Specialist; School of Business Center for Entrepreneurship & Innovation (2007 – 2009)
Project Coordinator for the Innovation Accelerator (IA) (2007)
Instructor In-Residence; School of Business Finance Department (2002 – 2006 and 2009 - 2010)
Lecturer; School of Business Finance Department (2000 – 2002)
Georgia Tech (1997 – 2000)
Instructor

Teaching Experience (Courses Taught)

University of Connecticut
Undergraduate
Financial Management
International Business
Financial Services
Mergers and Acquisitions
Entrepreneurial Finance
MBA
Introduction to Economics, Financial Markets, and Information
Financial Management
Entrepreneurial Finance
Financial Institutions: Management and Capital Markets
Global Financial Management
Introduction to Economic Markets
Investment and Security Analysis
Cases in Corporate Finance
Executive Education
Public Service Professionals Certificate: Accounting for Governmental Entities

Other

- Advised 15+ undergraduate students on completion of honors thesis
- Faculty advisor for numerous MBA and undergraduate teams competing in a national business case and stock pick competitions.
- Mentor to the Mock Wall Street Student Club
- Informal mentor for Finance Society
- Mentor for SMF team
- President of BSG

Eastern Connecticut State University

Undergraduate

Entrepreneurship / Advance Business Concepts

Management of Organizations

Business and Society

Georgia Tech

Undergraduate

Financial Management

New Venture Creation

Teaching Awards/Grant Funding

University of Connecticut 2009 – 2010 and 2017 – 2018 MBA Finance Professor of the Year

Connecticut Center for Entrepreneurship and Innovation (2010)

\$10,000 to develop teaching models on:

Venture Opportunity Assessment

Presentation Skills

New Product Adoption

Forecasting

Tools for Developing Strategies

Service

University of Connecticut (2016 – present)

- Director of the Undergraduate Finance Major
- Team Leader SMF Undergraduate Team
- Organized and mentored student teams for external competitions
- Created and developed the UCONN undergraduate stock pick competitions
- Faculty Mentor for “Mock Wall Street” student club and unofficial mentor for “Finance Society”
- Advised 5-8 honors students a year on dissertations and research
- Successfully chaired search committee
- President UCONN chapter of Beta Gamma Sigma
- Developed the proposal for the creation of a Private Equity Center. This has taken time for research and meeting various subject matter experts to gain insight into the project.
- I have been involved with Rich Dino’s IQ program (InnovationQuest), attending events over the summer, teaching classes, and mentoring the programs entrepreneurs

Invited Presentations/Seminars

Entrepreneurship Bootcamp for Disabled Veterans: Financing Your Venture

Young Entrepreneurs Program for Kenya: Financing New Enterprises at the Base of the Pyramid

Publications – Peer Reviewed Journals

Litchfield, R., Gilson, L.L., & Gilson, P.W. (2015). Creative Contributions: Toward a More Nuanced Approach. **Group and Organization Management**, 40(2), 238-265.

Ghosh, C. Gilson, P.W.R, & Rakotomavo, M. (accepted and upcoming). Student Managed Fund (SMF) at the University of Connecticut: History, Purpose, Performance and the Future. **Managerial Finance**.

Publications – Book Chapters

Gilson, L.L., Lim, H.S., Litchfield, R., & Gilson, P.W. (In Press) Creativity in Teams: Directions for Future Research. In C. E. Shalley, M. A. Hitt, & J. Zhou (Eds.) **The Oxford Handbook of Creativity, Innovation, and Entrepreneurship**. New York: Oxford University Press.

Gilson, L. L., Litchfield, R., & Gilson, P. W. (In Press) An examination of the relationship between time and creativity: Applying a temporal lens to the study of creativity. In A. Shipp, & Y. Fried (Eds.) **Time and Work: How Time Impacts Individuals (Vol. 1)**. East Sussex, UK: Psychology Press.

Publications in Peer Reviewed Proceedings

Litchfield, R., Gilson, L.L., & Gilson, P. (2013). Creative Contributions: Toward a More Nuanced Approach. Eastern Academy of Management.

Gilson, P., & Marks, B. (2012). Two's Company, Three's a...The Syndication of Venture Capital Investments. Southern Management Association.

Gilson, P., Gilson, L., & Litchfield, R. (2012). Creativity, Innovation, and Entrepreneurship: The Role of Opportunity Generation. Eastern Academy of Management.

Rice, S., Gilson, L.L., & Gilson, P. (2008). The Internet and the Entrepreneur: Investigating the Choice Not to Participate in On-Line Reputation Systems. Southern Management Association.

Peer Reviewed Conference Presentations

Gilson, P.W. (2014). Preparation of Sales Forecasts for New Ventures. Eastern Academy of Management (EAM); Newport, RI.

Gilson, L., Litchfield, R., & Gilson, P. W. (2013). Too much time, too little time, or just the right amount of time to be creative: An examination of the role of time on the creative process and creative outcomes. Academy of Management, Orlando; FL.

Litchfield, R., Gilson, L.L., & Gilson, P. (2013). Creative Contributions: Toward a More Nuanced Approach. Eastern Academy of Management (EAM); Baltimore, MD

Gilson, P., & Marks, B. (2012). Two's Company, Three's a...The Syndication of Venture Capital Investments. Southern Management Association (SMA); Ft. Lauderdale, FL

Gilson, P., Gilson, L., & Litchfield, R. (2012). Creativity, Innovation, and Entrepreneurship: The Role of Opportunity Generation. Eastern Academy of Management (EAM); Philadelphia, PA

Gilson, P., & Marks, B. (2010). The Battle for Corporate Control. Work, Environment and Society Conference of the British Sociological Association (BSA); Brighton, England

Rice, S., Gilson, L.L., & Gilson P. (2008). The Internet and the Entrepreneur: Investigating the Choice Not to Participate in On-Line Reputation Systems. Southern Management Association (SMA); St. Petersburg, FL

Research in Progress

Gilson, P. W. Monitoring Strategies and the Role of Financial Intermediaries (Working Paper)

Rice, S., Gilson, L.L., & Gilson P.W. The Internet and the Entrepreneur: Investigating the Choice Not to Participate in On-Line Reputation Systems (Data Analysis)

Student White Papers Technical Reports Supervised

Sponsored by the Connecticut Center for Entrepreneurship and Innovation (CCEI), the UConn School of Business Innovation Accelerator matches multi-disciplinary student teams with high tech Connecticut entrepreneurial ventures. As a mentor to these teams I supervised the research and development of the following white papers and technical reports:

- 3-D Optical Rotational Optical Microscopy (August 2009)
 - Technology in the Conference and Event Industry (August 2009)
 - The Future of Online Banking: Personal and Business Finance Management Tools (December 2009)
 - Consumer Connections to Green Businesses, Products and Services (December 2009)
 - Digital Study Tools in the Education Sector (April 2010)
 - The Future of Fuel Processing Technology (April 2010)
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Applied Research and Consulting Project Experience

Worked on a full-time basis for the Connecticut Center for Entrepreneurship and Innovation (part of the management department at the University of Connecticut School of Business). The center assists entrepreneurial ventures in the identification and capture of business opportunities. The center utilizes interdisciplinary project teams comprised of graduate students that solve complex business issues for Connecticut's technology-based entrepreneurial ventures. Each semester the center works with 3 entrepreneurial ventures and assign teams of typically 4 graduate students, under faculty supervision, funded for full-time work to research/recommend transformational business models for each venture.

Assisted an undergraduate and MBA students in development of business plans for two start-up companies. One of these companies is currently negotiating terms in a capital raising round with angel investors.

Prior Work Experience

H2V, Santa Rosa, California (1999 – 2005), Advisor

- Prepared financial plans and advised on capital acquisitions strategies.

Advisor to Three Start-Up Companies (1998 – 2004)

- Assisted with preparation of business plans.
- Advised on roll-up strategies.
- Helped raise capital (over \$10 million).

FloorExpo, Inc., Atlanta, Georgia (1998 – 2000), Board of Directors

- Advised on capital raising, acquisitions strategies, and operational issues.

Dekor, Inc., Atlanta, Georgia (1998 – 2000), Advisory Committee

- Assisted with preparation of business plans and capital acquisitions.

The Maxim Group, Inc., Atlanta Georgia (1995 – 1997)

Executive Vice President of Strategic Development

- Evaluated potential acquisitions and acquired 12 businesses: Coordinated the external acquisition team of attorneys and accountants: Price of acquisitions ranged between \$500,000 and \$15 million.
- Prepared five-year business plan for internal use and due diligence requirements of banks and underwriters for various debt and equity offerings.
- Devised annual budgeting process for all Maxim divisions and prepared and analyzed subsequent results to plan.
- Analyzed existing operations, designed and implemented operational systems to improve return on investment of retail division.

Chief Financial Officer

- Prepared 10Ks and 10Qs for SEC filing requirements.
- Managed accounting department of 50 people.

KPMG, Atlanta, Georgia (1991 – 1994), Director of Corporate Finance, Manager

- Prepared financial information for secured debt offering of approximately \$200 million.
- Prepared offering for two IPOs; raised \$10 million in public equity and \$100 million in public high yield unsecured debt.
- Implement a computer based system for the consolidation of 30 international divisions.
- Consulted with companies to hire CFOs; prepared advertisements and screened potential candidates.
- Coordinated audit portfolio with annualized fees of approximately \$1.5 million.

KPMG, London, England (1987 – 1991), Audit Manager

- Involved in turnaround of publicly trade hotel group; evaluated various liquidation options and prepared plans for investors and bankers on effective capitalization options.
- Involved in all aspects of audit work, public filing requirements and tax preparation for accounts in the hotel and retail fields.