



Author Bio

Paul B. Silverman

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Paul B. Silverman is the author of a new entrepreneurial management strategy book ***Worm on a Chopstick*** : *Understanding Today's Entrepreneurial Age: Directions, Strategies, Management Perspectives*. The book was released in August 2011 and highly praised by initial reviewers. (<http://paulsilverman.com/books>)

A seasoned entrepreneur, global management executive. public and private company CEO, educator, management consultant, speaker, and former founding Director of the Entrepreneurial Step Up Program at ([GMU Press Release: Entrepreneurial Step Up Program 2007](#), [PBS GMU Press Interview Nov 2007](#)) offering an Entrepreneurial Education Program targeting CEOs of early stage high growth companies, the author is well known in the global information industry and venture community. The author has conducted hundreds of presentations worldwide and published numerous articles addressing strategy, policy and new business development issues. Starting September 2011, the author is scheduling speaking engagements discussing global entrepreneurship issues, policies and strategies to accelerate growth of emerging firms and regional economies.

The author serves as CEO of Sante Corporation, an early stage, leading edge personal health care management company that is developing a new vision to improve today's health care system. In early 2010, the author was also appointed to serve as adjunct professor in the Center for Entrepreneurial Excellence Program ("CFEE") in the George Washington University School of Business. The author held a Top Secret security clearance in 2008.

Worm On A Chopstick ("Chopstick") draws upon four decades of global experiences sharing the author's perspectives on how today's entrepreneurial age is reshaping both entrepreneurial and traditional business, and strategies for dealing with emerging challenges and opportunities. *Chopstick* addresses today's Entrepreneurial Age needs and complements today's traditional business texts with a substantive, highly readable book. A second book in the *Chopstick* series,

Surviving the Entrepreneurial Age, scheduled for release in March 2012, provides further in-depth entrepreneurial management strategy insights.

The author has served in senior management positions with major information industry firms including RCA, GTE, Xerox and IBM (SBS). He also has more than ten years experience serving in senior global management consulting positions with Coopers & Lybrand, Booz Allen and Hamilton, and James Martin Strategy, where he served as CEO for North America. He has also served as CEO of both public and privately held ventures, and served as CEO managing 'turnaround' companies.

The author typically serves as an Executive Advisor providing senior management support in areas of executive management, strategy planning, capital formulation strategies, new financing, global business development, mergers and acquisitions, strategic alliances, and new venture development. In May 2009, the Obama administration invited the author to consider a possible appointment in the administration to assist in areas of homeland security or health care- information for the appointment process was submitted.

The author's insights are further shaped and reinforced by teaching entrepreneurship, management strategy and global business courses at two leading universities since 2002.

The author holds a BS in Physics from CCNY and an MS in Management from Polytechnic University of New York and resides in the Northern Virginia area.

Representative Professional Activities and Publications

- Potomac Leaders Forum ; Alexandria Chamber of Commerce – Presentation “*Perspectives on Entrepreneurship : Managing and Growing Early Stage Companies*” – Mount Vernon Country Club - March 13, 2008
- “New Ideas Needed as Jobs Shift” - Commentary – Washington Post – March 3, 2008 [Wash Post OpEd 030308](#)
- “Empower the Homeland Entrepreneurs” – OpEd – Washington Business Journal --April 20, 2007
- CEO Roundtable - Business Alliance of George Mason University , McLean, VA – February 5, 2007
- “High Tech Innovators and Homeland Security” – Article – Sunday Washington Times -- December 28, 2003
- “Developing a Winning Business Plan,” – Article -- Potomac Tech Journal – October 31, 2002
- Interview with Potomac Tech Journal for article on new trends in diagnostic medical imaging systems and Computer-Aided Diagnostic technology – December 10, 2001
- "Emerging Third Generation E-Commerce Services – Issues and Opportunities” – conducted presentation at Electronic Commerce World 2000 Conference – Orlando, Florida- October 5, 2000
- "New Electronic RFP Solutions- Issues, Opportunities and Outlook,” – conducted keynote presentation at International Business Travel Association (IBTA) Electronic Commerce Seminar – Stockholm, Sweden, September 26, 2000
- “Three Generation’ Model Helps Define E-Business Trends” – Guest Opinion Article – Potomac Tech Journal – April 3, 2000

- "E-Commerce Takes Hold" -- Business Travel News – November 1, 1999
- "The Seduction of Technology" -- Op-Ed article – Communications Week -- April 13, 1996
- "Information Management -- The Great Schism" -- Article -- Communications Week -- September 12, 1994
- "Information Superhighway -- Need for New National Vision" -- Op-Ed article-- Communications Week -- April 19, 1994
- "EDI -- Applications and New Directions" -- developed, hosted and videotaped a four hour videotape for the James Martin Insight management training programs -- October 1993
- "Intelligent City Developments in the Asia Pacific Region -- Challenges and Opportunities for Telecommunications Providers" -- Chaired Discussion Group and presentation at Pacific Telecom Conference, Honolulu, Hawaii, January 21, 1993.
- "Emerging Litesat Developments" -- Chaired session at Pacific Telecommunications Conference, Honolulu, Hawaii, January 22, 1993
- "Enterprise Networking Strategy: A Critical Perspective" -- co-authored article published in Telematics and Informatics Journal, Pergamon Press, November 1992
- Conducted 2 days of taped TV interviews and broadcasts from Telecommunications 91 Conference -- Geneva, Switzerland on behalf of Computer Channel Europe -- October 1991
- "Information Revolution in the Pacific Rim - Implications for the 90's" and "EDI Applications in the Pacific Rim" - Chaired sessions and conducted presentations at Pacific Telecom Conference, Honolulu, Hawaii, January 15-15, 1990
- "The Information Revolution - ISDN's Evolving Role" and "New Directions in Enhanced Services via ISDN - Opportunities for Users and Suppliers" - Chaired sessions and conducted presentations at ISDN '89 Conference, St. Louis, Missouri, April 19, 1989.
- "Emerging Electronic Information Solutions: Challenges for Policy Makers" - Paper published in Policy Conference Proceeding PSSC sponsored Conference - forging A New Telecommunications Strategy: Choices for the Next Administration - National Press Club, Washington, DC, September 27,-28, 1988.
- "Strategic Perspectives for the 1990's - ISDN, ONA and Information Services" - C&L Workshop for RBOC MIS Representatives - Chicago, Illinois - March 25, 1988.
- "Electronic Mail, EDI, and Channel Systems" - chaired and conducted presentation - Communications manager Association (CMA) Conference, Westbury, New York, October 23, 1987.
- "Adding Value to the Core Business: Diversification Strategies" - presentation conducted at Coopers & Lybrand Telecommunications Management Forum - Venice, Italy, June 17, 1987.
- "Collaborative Ventures as an International Financing Alternative" - speech presented at International Computers and Communications Forum - Washington, DC, May 14, 1987.
- "U.S. Economy and the International Marketplace" - represented GTE Corporation and Presented transborder data flow position paper at CONWEST sponsored panel session, Washington, DC, January 1984.

NOTE: More than 100 presentations and papers presented in a wide range of forums throughout the world