

Glenn A. Okun
44 West Fourth Street
New York, NY 10012
212 998 0780
gokun@stern.nyu.edu

Academic Positions Held:

2002- present

NEW YORK UNIVERSITY
STERN SCHOOL OF BUSINESS
Clinical Professor of Management and Entrepreneurship
Professor of Management Practice
Adjunct Professor of Finance
Clinical Professor, Berkley Center for Entrepreneurial Studies

New York, NY

Teaching:

MBA Courses in Entrepreneurship and Management:

Foundations of Entrepreneurship
Business Start-Up Practicum
Managing Growing Companies
Technological Innovation and New Product Development
Family Business Management
Corporate Venturing

MBA Courses in Finance:

Entrepreneurial Finance
Venture Capital Financing
New Venture Financing
Investment Theory
Corporate Finance

Undergraduate Courses in Entrepreneurship and Management:

Patterns of Entrepreneurship
Technological Innovation

Undergraduate Courses in Finance:

Topics in Entrepreneurial Finance

Executive Non-Degree Courses:

Venture Capital Financing (Deutsche Bank, Lehman Brothers, Bocconi and Stockholm School of Economics programs)

Entrepreneurial Management (Indian Railway)

Entrepreneurial Finance (Steinbeis University)

Corporate Entrepreneurship (Duke CE)

Corporate Finance and Financial Analysis (Duke CE)

Awards:

2003 NYU Stern Excellence in Teaching award (Executive MBA Program)

2004 NYU Stern Excellence in Teaching award (Executive MBA Program)

2005 NYU Stern Excellence in Teaching award (Executive MBA Program)

2006 NYU Stern Excellence in Teaching award (Executive MBA Program)

2007 NYU Stern Excellence in Teaching award (Executive MBA Program)

2008 NYU Stern Excellence in Teaching award (Executive MBA Program)

2011 NYU Stern Excellence in Teaching award (Executive MBA Program)

2013 NYU Stern Excellence in Teaching award (Executive MBA Program)

2014 NYU Stern Excellence in Teaching award (Executive MBA Program)

2015 NYU Stern Excellence in Teaching award (Executive MBA Program)

2016 NYU Stern Excellence in Teaching award (Executive MBA Program)

2017 NYU Stern Excellence in Teaching award (Executive MBA Program)

2009 NYU Stern Teaching Excellence Award (as voted by the faculty)

2013 NYU Stern Professor of the year (as voted by the full time and part time MBA program students)

2017 NYU Stern Professor of the year (as voted by the full time and part time MBA program students)

Administrative Roles:

Interim Academic Director for Custom Executive Programs (2005 – 2006)

Entrepreneurship Curriculum Committee (2005 to present)

Faculty Director, Berkley Center Business Plan Competition (2004 -2008)

NYU Stern Financial Affairs Committee (2014 - 2017)

Expert Witness Testimony:

2005- International Marble and Granite of Colorado, Inc., vs. Congress Financial Corporation (Federal Court, Los Angeles, CA) for the plaintiff

2006- Strategic Value Master Fund, Ltd., and Man Mac 3 Limited v. Cargill Financial Services Corporation (Federal Court, New York, NY) for the defendant

2008- In re National Century Financial Enterprises, Inc. Financial Investment Litigation, No. 2:03-MD-1565 (Federal Court, Columbus, OH) for the plaintiff, Pharos Capital Partners

2009- EBC I, Inc. v. Goldman Sachs & Co., Index No. 601805-2002 for the defendant

2013- In re Lehman Brothers Securities and ERISA Litigation for the defendant, Ernst & Young

2014- People v. Ernst & Young LLP for the defendant

Professional Experience:

1998- 2001

MITCHUM, JONES & TEMPLETON

San Francisco, CA

JOLSON MERCHANT PARTNERS

President and Managing Director

Served as president of this eighty-year old broker/dealer after acquiring it in 1998. Restructured all areas of the broker/dealer and recruited new personnel to the research, investment banking and sales and trading departments. Ran the private equity asset management division of the merchant bank that focused on early stage public and private company opportunities. Invested private equity capital in smart card, internet banking and financial services companies. Advised clients on mergers, restructurings and other financial transactions. Sold firm to Jolson Merchant Partners Group.

1992-1998

ALLEN & COMPANY INCORPORATED

New York, NY

Director

Invested capital in early and later stage private and public companies. Actively managed a small capitalization emerging growth equity fund and a distressed securities portfolio. Advised clients on mergers, acquisitions, restructurings and other financial matters. Underwrote initial public offerings and private placements of debt and equity. Industry specialties include computer software and services, computer hardware, telecommunications, energy, health care and publishing.

1990-1992

IBM RETIREMENT FUND

Stamford, CT

Program Manager, Real Estate and Private Investments

Served as portfolio manager for direct private investments in mezzanine securities, equities and oil and gas assets. Managed an emerging growth stock fund and a commercial real estate portfolio. Restructured assets and securities investments. Originated, structured, analyzed and monitored investments. Acquired and disposed of holdings. Advised IBM Corporation Treasurer on corporate investment opportunities.

1989-1990

TRAMMELL CROW COMPANY

Tampa, FL

Development Associate/Financial Manager

Structured equity, debt and lease transactions for industrial and office projects. Negotiated an industrial park development joint venture. Analyzed asset acquisitions.

1983-1985

McKINSEY & COMPANY

New York, NY

Analyst

Worked closely with consultants and client executives in teams to identify and solve strategic and organizational problems. Projects included formulating a strategic plan for the investment in technology-driven businesses for a money center bank. Conducted interviews, analyzed data, devised plans of action and presented findings.

Education

1985-1989

HARVARD LAW SCHOOL

Cambridge, MA

HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION

Awarded the degrees of Juris Doctor and Master in Business Administration as participant in combined JD/MBA program. Received highest grade by Business School for JD/MBA finance thesis.

1980-1984

WESLEYAN UNIVERSITY

Middletown, CT

B.A. degree in Government. GPA 3.9 out of 4.0. Activities: Legislative Intern to Connecticut State Assembly; Researcher to Town Charter Committee of Portland, Connecticut; Government Department Tax Researcher; Calculus and Precalculus Teaching Assistant; Sports Editor of University newspaper. Honors: elected to Phi Beta Kappa; awarded Davenport Prize for excellence in the field of government and politics; named Gilbert Clee Scholar to intern with McKinsey & Company; awarded National Merit Scholarship.

Personal

Acknowledged for contribution to *Technology in Banking: Creating Value and Destroying Profits* (1990): Dow Jones-Irwin.