

William A. Sax

Title: Executive-in-Residence

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Residence

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Professional Experience

1987 - present: **Business Consultant**

- **Strategic Planning**
- **Negotiations**
- **Business Development**
- **Operations/Organization**
- **Managing R & D**
- **Project Management**
- **Mission, Goals and Objectives**
- **Customer Service**

1987 - Present: **Duke University, Fuqua School of Business**

Executive-in-Residence, Faculty (MBA program)

- Teaches FSB Courses:
 - Strategic Business Planning – Has directed over 50 studies
 - Consulting for Small Businesses – Has directed over 275 studies
 - Global Consulting Practicum - Consulted for Nicaraguan Companies
 - GATE (Global Academic Travel Experience) To Central and Eastern Europe and Eastern Asia
 - Directs the Summer Internship CPT (Curricular Practical Training) course for International Students who work in the USA
- Founder and Director of the Minority Business Consulting Program
- Founder and original Director of the Center for Mid-Size Company Education and Research at Fuqua (now called The Hartman Center)
- Guest lecturer in several MBA courses dealing with management, leadership, negotiations, **world energy** and international issues
- Started and advises the Entrepreneurial Program at Durham's inner city high schools. Program teaches about 25-30 high school students/year. The course is taught by Fuqua MBA students in the STEP program (Success Through Entrepreneurship Program). The program started in 1991.

- 1955 - 1986: **Unocal Corporation**
- Oil career equally divided between international and domestic U.S. Direct involvement with oil and gas exploration in U.S., Europe, Africa, Middle East, Asia, Australia, and South America
- 1977 - 1986: **Exploration Vice-President, International Division** (Los Angeles, CA):
- Responsible for worldwide exploration activities outside of North America. Annual budget range \$100-150 Million. Managed more than 160 professional employees scattered in 10 to 15 offices worldwide.
 - **Found and proved more petroleum reserves for five consecutive years than was produced and at one of the lowest finding cost in the industry**
 - **Conducted and lead extensive successful negotiations with many foreign government oil agencies and with other international oil companies. This resulted in over 30 joint ventures.**
 - Evaluated the risk of hundreds of exploration ventures to optimize maximum utilization of the resources available.
 - Liaison Committee between Unocal R&D and Exploration and Production for 20 years
- 1968 - 1976: **Vice President and General Manager:** Northwest Europe (The Hague, Netherlands and London, England).
- Managed operations and exploration, which discovered and developed oil offshore Netherlands, U.K. and Norway.
- 1955 - 1968: **Geophysicist:** in all capacities including Chief Geophysicist of Unocal.
- 1950 - 1955: **Geophysicist:** Chevron Oil Corporation and Forest Oil Corporation.

Education

B.Sc. Exploration Geophysics, 1950
St. Louis University, St. Louis, Missouri

Post Graduate: Geology, 1953-1954
University of Houston, Houston, Texas

Professional Recognition and Service

- Received the Alumni Merit Award from St. Louis University, (selected as outstanding alumnus from Institute of Technology)
- Selected by Unocal to participate in Executive Program for Foreign Diplomats.
- Awarded Duke University's "Diversity Award" by President Nannerl Keohane,
- Has served on several non profit boards and has advised many more non profits

Associations

- Small Business Institute Directors Association
- Council for Entrepreneurial Development