

William A. Sax (Bio)

Executive in Residence, The Fuqua School of Business, Duke University
B.S. St. Louis University, Exploration Geophysics/Geology

Bill Sax has been Executive in Residence for the past twenty-five years. He teaches MBA students “Strategic Planning” for mid-size companies and “Consulting for Small Business”. He has worked with over 400 companies in the North Carolina area through these two programs. During his time at Duke, he has lead six different groups of students in a GATE (Global Academic Training Experience) course to Central and Eastern Europe and China/South Korea.

He has written papers and lectured dealing with small business and entrepreneurial issues such as: leadership, managing, strategic planning, marketing, writing a business plan, financial planning and why every small business needs their own “Board of Advisors”.

He worked 31 years with Unocal Corporation where he was Vice President of International Oil and Gas Exploration his last ten years. His petroleum career was split equally between domestic and international exploration and production.