

PAUL INVITED LECTURES

Since the start of his academic career Paul has given over a 120 invited presentations around the world, covering more than 60 cities from Bangalore, Cape Town, Chengdu and Hawaii to Jeddah, Prague, Santiago and Sao Paulo.

- Society of Decision Professionals, Keynote at Annual Conference, “Organizational Vigilance: See Sooner & Act Faster,” Virtual (April 2022).
- Global Peter Drucker Forum, Vienna, Austria “Managing in the Face of Uncertainty,” Virtual (Nov, 2021).
- Prestigio Leadership Forum, Cartagena, Columbia “Vigilant Companies: How to Manage Digital Turbulence” Virtual (Oct, 2021)
- Prestigio Leadership Forum, Cartagena, Columbia “Vigilant Companies: How to Manage Digital Turbulence” Virtual (Oct, 2021)
- Mack Institute for Innovation Management, Wharton School, “Innovating in Turbulent Times,” Virtual (Dec 2020).
- US Council on Foundations, “No Time for Complacency,” Miami, Florida (May 2019)
- Lighting Research Center, Rensselaer Polytechnic, Troy, New York, “Taking Stock of the Lighting Industry” (September 2018).
- UBS, European Client Conference, “Preparing for the Unpredictable; Case of N Korea”, London, UK (Nov 2017)
- Private Label Manufacturers Association, “Scenario Planning In Times of Turmoil” Tucson, Arizona (March 2017)
- European Central Bank, Supervisory Board, “Improving Group Decisions,” Frankfurt, Germany (October 2016).
- Corporate Research Forum, “Navigating Uncertainty: Scenarios, Peripheral Vision, and Leadership,” Prague Czech Republic (October 2016)
- Knight Foundation, “Scenario Planning in Philanthropy,” Miami (March 2016)
- Black Action Committee, “Martin Luther King Jr as a Strategic Leader”, Lecture sponsored by Colgate Palmolive, New York City (Jan 2016)
- Dutch Central Bank, International Conference on Behaviorally-based Regulation of Banks, Amsterdam, Holland (Sept 2015), “How Not to Shoot Yourself in the Foot”
- Florence School of Regulation & Vlerick Business School, Florence Italy (Oct 2014) “Future of Power and Gas”
- Church of the Nazarene, Philadelphia (Aug 2014) “Strategic Decision Making for Church Leaders”

- Vlerick Business School, Ghent (Nov 7, 2013) “Scenario Planning for the European Utility Sector”
- Industrial Research Institute, 75th Jubilee (May 2013), “Developments in the field of Innovation: Past, Present, and Future.”
- Credit Union Executives Society, Palm Beach (Nov 2012), “Strategic Leadership”
- Family Office Roundtable (FORT XI), Wharton Global Family Alliance, New York (November 2012) “America’s Innovation Engine and Global Competitiveness”
- Center for Positive Psychology, University of Pennsylvania (June 2012), “Brilliant Mistakes – Portals of Discovery”
- Mack Center Conference, Wharton School (May 2012), “The Role of Failure and Setbacks in Innovation”
- CFA Society of Chicago, Keynote for Jubilee (May 18, 2011), “Behavioral Decision Theory: Past, Present and Future”
- Madinah Institute (MILE), Madinah, Saudi Arabia, (Sept 2011) “Strategic Decision Making Under Uncertainty”
- Mack Center Conference, Wharton School (May 2012), “The Role of Failure and Setbacks in Innovation”
- Center for Positive Psychology, University of Pennsylvania (June 2012), “Brilliant Mistakes – Portals of Discovery”
- CFA Society of Chicago, Keynote for Jubilee (May 18, 2011), “Behavioral Decision Theory: Past, Present and Future”
- Mack Center Conference, Wharton School (November 2010), “Power and Limitations of Portfolio Thinking”
- HSH Conference, Oslo, Norway (October 2010), “Making Sense of Weak Signals in Green Technologies”
- Seminarium, Quito, Ecuador (August 2010), “Executive Decision Making”
- Seminarium, Santiago, Chile (August 2010), “Strategic Management Under Uncertainty”
- Molecular Medicine Tri-Conference, San Francisco (Jan 2010), “Chips, Clones and Living Beyond 100”
- Young Presidents Association, Jeddah, Saudi Arabia (Jan 2010), “Peripheral Vision”
- Madinah Institute (MILE), Jeddah, Saudi Arabia, (Jan 2010) “Strategic Planning Under Uncertainty”
- HSM Global Forum, Madrid, Spain (May 2009), “Scenario Planning and Decision Making Under Uncertainty”
- Federal Reserve Board of Governors, Chicago (Nov 2008), “Improving Peripheral Vision in the Regulatory System”
- Strategic Management Society, Cologne, Germany (Oct 2008), “Research Centers as a Bridge between Academic, Business, and Government.”

- Mack Center Conference, Wharton School (May 2007), “Intelligence Gathering and Peripheral Vision”
- Center for Bioethics, Univ. of Pennsylvania (April 2007), “Future of the Biosciences: Social Acceptance and Ethics”
- Legal Research Center, Minneapolis (February 2007), “Peripheral Vision and Scenario Planning”
- University of Minnesota, Center for Integrative Leadership (February 2007), “Peripheral Vision and Scenario Planning”
- University of Notre Dame, Mendoza College of Business (February 2007), “Peripheral Vision and Scenario Planning”
- GILD and Linkage, Palm Desert, CA (October 2006) “The Future of Human Resources”
- University of Indonesia, Jakarta (July 2006) “Peripheral Vision and Vigilant Leadership”
- HSM, Business Forum, Sao Paulo, Brazil (May 2006) “Scenario Planning and Strategic Decision Making”
- Wharton Entrepreneurship Conference, Union League of Philadelphia (Nov. 2005), “Managing Emerging Technologies”
- National Rural Utilities Cooperative Finance Corporation, CFC Forum, Hollywood Florida (July, 2005), “Critical and Innovative Thinking”
- National Rural Utilities Cooperative Finance Corporation, CFC Forum, Hollywood Florida (July, 2005), “Critical and Innovative Thinking”
- Infosys, Bangalore, India (March 2005), Strategy Conference, “Managing Uncertainty”
Brookings Institution, Urban Development Group, Washington D.C. (April 2005) “Decision Traps”
University of Chicago (May 2005), Center for Decision Research workshop “ Improving Peripheral Vision in Organizations”
- Infosys, Bangalore, India (March 2005), Strategy Conference, “Managing Uncertainty”
Brookings Institution, Urban Development Group, Washington D.C. (April 2005) “Decision Traps”
University of Chicago (May 2005), Center for Decision Research workshop “ Improving Peripheral Vision in Organizations”
- Fortune Innovation Forum, New York (Nov. 2004) “Peripheral Vision: Mining the Edges for Gold”
University of Electronics, Science and Technology of China, Chengdu (March 2005) “Managing Emerging Technologies”
- HSM, World Business Forum, Buenos Aires, Argentina (May 2004) “Scenario Planning and Strategic Decision Making”
- Business Week, CEO Leadership Forum, Wharton, (Sept 2003) “Profiting from Uncertainty”
Consumer Bankers Association, Phoenix, Arizona (Nov 2003), “Managing The Boom and Bust Cycle”
- The Wharton School, Impact Conference on Developing Peripheral Vision (May 2003), “Sensing and Acting on Weak Signals”

- Business Week, CFO+CIO Forum, Palm Beach, Florida (March 2003), “Decision Making Traps”
Chemical Heritage Foundation, Symposium on Innovation and Creativity in Chemical R&D (April 2003), Philadelphia, “Improving Innovation: Lessons from Emerging Technologies”
- The Wharton School, Impact Conference on Managing Uncertainty (May 2002), “Challenges and Opportunities Posed by Uncertainty”
- Central Intelligence Agency, US Government, Ecology of Warning Conference, (May 2002), “Framing and the Amplification of Weak Signals”
- Department of Trade and Industry (DTI), U.K. Government, Conference of Managing Emerging Technologies, London (March 2002), “Pitfalls of Emerging Technologies”
- International Air Transportation Association (IATA), Amsterdam, The Netherlands, (April 2000), “Pitfalls in Managing Emerging Technologies.”
- International Air Transportation Association (IATA), Amsterdam, The Netherlands, (April 2000), Pitfalls in Managing Emerging Technologies.
- Wharton School, Emerging Technology Workshop, (May, 1996) “Firm Renewal and Hit Product Games.”
Marketing Science Institute, (May 1997), “Scenario Planning for Really New Products.”
- Wharton School, Decision Processes Workshop (Sept. 1996), “The Status Quo Bias in Strategic Decision Making.”
- Southern Methodist University, Dallas, Edwin I. Cox School of Business (Feb., 1995), “The Status Quo Bias in Strategic Decision Making.”
- University of Texas, Austin, Graduate School of Business (November 1994), “The Status Quo Bias in Strategic Decision Making.”
- Amos Tuck, Dartmouth College, Whittemore Conference (Sept., 1994) “Strategic Games and Hypercompetition.”
- Erasmus University, Rotterdam School of Business, The Netherlands (December, 1993), School Wide Seminar, “The Status Quo Bias in Strategic Decision Making.”
- INSEAD, Fontainebleau, France (December, 1993), Decision Sciences Workshop, “The Status Quo Bias in Strategic Decision Making.”
- Strategic Management Society, Chicago (September, 1993), Annual Conference, “Deploying Strategic Assets: Theory and Application” (Special Panel).
- Real Academia de Ciencias, Madrid (June, 1993), Conference on Decision Making in the 21-Century, “A Pyramid of Decision Approaches” (Plenary address).
- Ecole Normale Supérieure de Cachan, Paris (June, 1992), Sixth International Conference on the Foundations and Applications of Utility, Risk and Decision Theory (FUR VI), “Interaction Effects in Risky Choice.”
- ASSI, Fourth International Week on the History of the Enterprise, Milan, Italy (October, 1991), “Technological Innovation and Firm Decision-Making: Accounting, Finance and Strategy.”
- The Wharton School, Dep. of Decision Sciences, Philadelphia (August, 1991), “Behaviorally-Based Prescription.”

- UBC Conference on Strategic Management, Vancouver, Canada (June, 1991), "A Strategic Analysis of Hit Products."
- National Academy of Management Meeting, San Francisco (August 1990), "Key Success Factors: Their Nature and Determinants."
- University of Illinois: Champaign-Urbana, Strategy Conference (May 1990), "Organizational Decision Making: Four Conceptual Lenses."
- The Wharton School, Department of Management (Feb. 1990), "Scenarios, Key Success Factors and Economic Rent."
- Northwestern University, Environment and Policy Group, (Nov. 1989), "Strategy, Complexity and Economic Rent."
- University of British Columbia, Policy Division (June 1989), "Strategy, Complexity and Economic Rent."
Ninth Annual Strategic Management Conference, San Francisco (Oct. 1989), "Innovation and Scenario Thinking."
- Ninth International Symposium on Forecasting, Vancouver (June 1989), "When and How to Use Scenario Planning."
- Wharton Conference on State of the Art in Strategy Research, Philadelphia (May, 1989), "Strategy, Complexity and Economic Rent."
- Annual Judgment and Decision Making Conference, Chicago (Nov. 1988), "Conceptions of Risk-taking."
- Seventh Annual Strategic Management Society Conference, Boston (Oct. 1987), "Strategy, Uncertainty and Economic Rent."
- Harvard Business School, Managerial Economics Workshop (Oct. 1987), "Context Effects and Risk-Taking."
- Seventh International Symposium on Forecasting, Boston (May 1987), "The Scenario Approach to Strategic Thinking" (read in my absence).
- Fifth International Symposium on Forecasting, Montreal (June 1985), "Scenario Construction: Behavioral and Methodological Aspects."
- Fourth Annual Strategic Management Society Conference, Philadelphia (Oct. 1984), "Developing Strategic Vision."
- University of Chicago, Center for Decision Research (Oct. 1984), "Certainty vs. Probability Equivalence Methods in Utility Measurement."
- Purdue University, School of Management (March 1984), "Strategic Planning at Royal/Dutch Shell."
University of Chicago, Graduate School of Business (May 1984), "The Scenario Approach to Strategic Planning."
- Stanford University, Graduate School of Business (March 1984), "Strategic Planning at Royal/Dutch Shell."
- University of Southern California, School of Management (March 1984), "Strategic Planning at Royal/Dutch Shell."

- The Wharton School, Department of Decision Sciences (March 1984), "The Scenario Approach to Strategic Planning."
- The Wharton School, Department of Management (March 1984), "Strategic Planning at Royal/Dutch Shell."
- Society for Strategic and Long Range Planning and the Operational Research Society, London, England (Feb. 1984), "The Scenario Approach to Planning."
- Harvard Business School, Policy and General Management Area (Nov. 1983), "Developing Strategic Vision."
- Harvard Business School, Managerial Economics Workshop (Nov. 1983), "The Scenario Approach to Planning Under Uncertainty."
- Ninth Research Conference on Subjective Probability, Utility and Decision Making, Groningen, The Netherlands (Aug. 1983), "The Field of Decision Sciences: An Integrative Overview."
- Third International Symposium on Forecasting, Philadelphia (June 1983), "Role of Scenarios in Strategic Planning."
- University of Chicago, Center for Decision Research (Nov. 1981), "Sources of Bias in Assessment Procedures for Utility Functions."
- The Wharton School, Decision Sciences Workshop (Oct. 1981), "Sources of Bias in Assessment Procedures for Utility Functions."
- Annual meeting of the Society for Medical Decision Making, Philadelphia (Oct. 1981), "Biases in Procedures for Constructing Utility Functions."
- Annual meeting of the Operations Research Society of America and the Institute of Management Sciences, Houston, Texas (Oct. 1981), "Adjustment Bias in Indifference Judgments."
- University of Groningen, Decision Behavior Seminar, Department of Psychology, The Netherlands (Sept. 1981), "Sources of Bias in Utility Functions."
- University of California, Davis, Graduate School of Administration, March 1981), "Behavioral Issues in Utility Analysis."
- Stanford University, Department of Engineering-Economic Systems (March 1981), "Toward a Theory of Utility Encoding."
- Conference on New Directions in Decision Making, University of Oregon (March 1981), "Integrating Descriptive and Prescriptive Decision Components."
- American Institute for Decision Sciences, Las Vegas (Nov. 1980), "On the Indeterminacy of Von Neumann-Morgenstern Utility Functions."
- Erasmus University of Rotterdam, Department of Philosophy (Sept. 1980), "On the Normativeness of Normative Decision Theories."
- Erasmus University of Rotterdam, Department of Finance (Sept. 1980), "Behavioral Decision Research and Theories of Risk."
- American Risk and Insurance Association, Annual meeting in Chicago (August 1980), "Contextual Influences on Decisions Under Risk."

- Multiple Criteria Decision Making Conference, University of Delaware (August 1980), "On the Construction of Additive Representations of Multiattribute Preferences."
- University of Witwatersrand, Graduate School of Business, Johannesburg (April 1980), "Normative Implications of Recent Research in Behavioral Decision Making."
- Operations Research Society of South Africa, University of Capetown (April 1980), "On the Indeterminacy of von Neumann-Morgenstern Utility Functions."
- Eighteenth Bayesian Conference, University of Southern California (February 1980), "Expected Disutility Theory: A Losing Proposition?"
- The Institute of Management Sciences (TIMS), Hawaii (June 1979), "Decision Analysis for Complex Social Systems."
- The Wharton School, Organizational Behavior Colloquium, Philadelphia (May 1979), "Multiattribute Decision Making: Preference Representations."
- Carnegie-Mellon University, School of Social Sciences (April 1979), "Insurance Decision Making: Theory and Evidence."
- University of British Columbia, Policy Division (March 1979), "Insurance Decision Making: Theory and Evidence."
- University of Chicago, Center for Decision Research (Jan. 1979), "Insurance Decision Making: Theory and Evidence."
- University of Utrecht, Decision Behavior Workshop, The Netherlands (Dec. 1978), "The Knew-It-All-Along Effect."
- INSEAD, Fontainebleau, France (Dec. 1978), "Decision Theory and Strategy Formulation."
- American Institute for Decision Sciences, St. Louis (Oct. 1978), "Context Credibility and Format Bias in Retrospective Judgment."
- Graduate School of Management, Delft, The Netherlands (Sept. 1978), "Decision Making Under Risk."
- The Wharton School, Organization Behavior Seminar, Philadelphia (Oct. 1977), "Information Processing and Decision Making."
- The Wharton School, Decision Science Workshop, Philadelphia (Oct. 1977), "An Information Processing Approach to Pure Risk Decision Making."
- American Institute for Decision Sciences, Cleveland (May 1977), "Choices Among Pure Risk Alternatives: An Experimental Study."
- American Institute for Decision Science (AIDS), Cincinnati (Nov. 1975), "Acquisition and Divestiture: Theory and Practice."