

MARK T. GREEN PH.D.

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An expert in family business, entrepreneurship and management, and an internationally known family business consultant, speaker, author, educator and researcher who has provided expert advice to help hundreds of large corporations and small businesses around the world

Current Positions

Owner, Mark Green Ph.D. Family Business Consulting

Co-Director, Pacific Family Business Institute

Clinical Professor of Family Business, Albers School of Business at Seattle University

(Consultant, Professional Speaker, Author, Researcher and Educator)

Education

PhD Claremont Graduate School (dual fields of economics and political science)

MA Claremont Graduate School (political economy)

MBA Atkinson Graduate School of Management, Willamette University

BS California Polytechnic University, Pomona (business administration)

Board of Directors and Board of Advisors (Past)

- Western Oregon Waste
- Townsend Farms
- Miles Fiberglass and Composites
- Music Strands
- Brassmedia

Consultant (Engagement Examples)

- Board of Directors development for family owned businesses
- Co-leadership development programs for Co-CEO's and Co-Presidents
- Next generation development and coaching programs for successors of large and small businesses
- Development and facilitator of family universities
- Board of Directors assessment, recommendations, and procedural change
- Board of Directors and shareholders strategic planning
- Family council and system of governance development for family, ownership, and management
- Business transfer negotiations involving multi-generational disputes
- Family office development
- Non-family executive coaching
- Formal succession planning development
- Family policy development - ownership and working in the business
- Work with professionals routinely (attorneys, CPA's, financial planners, etc.) in a team setting to support family business owners and families
- Client annual revenues - \$4 million to over \$2 billion

- Industries served – Publishing, Media, Retail, Farming, Ranching, Timber, Real Estate Management, Banks, Wine/Beer Distributorships, Hunting, Sports Facilities, Hospitality, Pharmacies, Lawyers, Doctors, and Public Relation firms

Family Business Expert

- Interviewed and quoted examples - *Wall Street Journal, Inc., Forbes, MSNBC, Seattle Times, Denver Post, Business Journals, and The Oregonian*
- Serves as an advisor to television and radio programs with family business themes
- Expert witness in a variety of corporate law and family law cases with family business issues

Professional Speaker

- Keynote and featured speaker at over 50 conferences, trade shows, continuing education, and industry conferences. Recent examples: CPA International, Dairy Farmers of America, Western Home Furnishings Association, Society of Independent Gas Marketers Association, Oregon Wheat Farmers, BDO

Author

- *Inside the Multi-Generational Family Business: 9 Symptoms of Generational Stack-Up and How to Cure Them*, Palgrave Macmillan, March 2011
- Regular columnist for a variety of Industry Trade Publications on Family Business such as Cascade Employers, Associated Oregon Industries, and Fabricator
- Contributor of articles to various trade and industry magazines and newsletters such as Oregon Business Magazine, SIGMA Newsletter, Oregon Contributor to the Family Business Advisor, Co-author of the Ties to the Land Workbook

Researcher

- Research Director for the 2007 Laird Norton Tyee Family to Family National Survey of Family Businesses
- Research Director for the 2003 and 2004 Global Entrepreneurship Monitor on Family Businesses
- Author or co-author of over 20 academic journals, book chapters, and book reviews on family business, entrepreneurship, public policy and management
- Presentation of research findings at a variety of academic, policy forums, industry sessions, and government bodies in North America, Europe, Australia, and New Zealand

Educator

- Nationally and internationally recognized professor of family business education
- Professor of undergraduate Family Business Management and MBA Family Business Courses
- Developer of the award winning Ties to the Land Program for Land Owners

Previous Positions of Note

- Principal, Family Business Consulting Group
- A.E. Coleman Chair in Family Business at Oregon State University
- Director, Austin Family Business Program, Oregon State University
- Director, Austin Entrepreneurship Program, Oregon State University
- Assistant Dean and Professor, Atkinson Graduate School of Management, Willamette University
- Business Operations Manager/Owner printing family business
- Owner/operator of various small businesses in retail, professional services, and landscape

Honors, Awards, Fellowships & Grants

- Forty Under Forty Award, Portland Business Journal, August 2003 Business Information Technology Grant, Oregon State University Extension, 2002-03
- Burchfield Award, Best Book Review Essay of 1999, Awarded by ASPA and the Editors of Public Administration Review
- Research Grants, Department of Defense, 1996-99
- Travel Grants, Department of Defense, 1996-99
- Travel Grant, Claremont Graduate School Council 1997
- Atkinson Visiting Scholar and Research Fellowship, Atkinson Graduate School of Management, Willamette University, 1996-97
- Research Fellowship Award, Claremont Graduate School Council 1995-96
- Outstanding Paper of The Northern Arizona University Graduate Student Interdisciplinary Symposium, February 1996
- Travel Grant, Government of Canada , 1995 and 1996
- Claremont Graduate School Fellowship, 1994-96