

Dr. Paul WR Gilson

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With a PhD, over 25 years of teaching experience, and a solid foundation in accounting, corporate finance, and game theory, I am passionate about educating and mentoring students in the field of finance. My practical expertise, combined with my love for mathematics, enables me to guide students through various activities, including stock pitch competitions, research projects and activities of student clubs. As a technology enthusiast, I am committed to integrating innovative approaches into my professional life and enhancing the educational experience at University of New Hampshire.

1. Education

[Ph.D.](#) (2006) – Finance, Georgia Institute of Technology, Atlanta, Georgia

[B.S.](#) (1986) – Mathematics, Bristol University, Bristol, England

2. Academic Experience

With a unique professional background spanning various educational settings, I strive to train tomorrow's business leaders by integrating technology to enhance the classroom experience and equip students with the skills they need to prosper. Utilizing case studies, real-world examples, and team projects, I create a safe, nurturing environment that fosters engagement and critical thinking. Adapting to diverse student needs, I emphasize communication skills and a broader understanding of business within a societal context, continually staying abreast of relevant technological developments to enhance my teaching effectiveness.

[University of New Hampshire](#) (2022 – present)

Senior Lecturer; ACFI Department, Paul College (2022 – present)

[University of Connecticut](#) (2016 – 2022)

Associate Professor in Residence; Finance Department, School of Business (2019 – 2022)

Assistant Professor in Residence; Finance Department, School of Business (2016 – 2018)

[Eastern Connecticut State University](#) (2010 – 2016)

Assistant Professor; Entrepreneurship & Management, School of Business & Administration (2010 – 2016)

[University of Connecticut](#) (2000 – 2010)

Instructor In-Residence; School of Business Finance Department (2002 – 2006 and 2009 – 2010)

Academic Specialist; School of Business Center for Entrepreneurship & Innovation (2007 – 2009)

Lecturer; School of Business Finance Department (2000 – 2002)

Georgia Tech (1997 – 2000)

Instructor; College of Business

3. Teaching Experience and Awards

My teaching experience has primarily focused on undergraduate students, delivering mainly elective courses that were consistently oversubscribed. As one of the most sought-after professors, students appreciated my teaching style, which combined challenging content and real-world applications, often leading them to take multiple electives with me. My approach emphasizes timeless core skills, such as those required for CFA exams, while demonstrating how these foundational concepts can be practically applied in today's dynamic business environment.

University of New Hampshire

Undergraduate – Recurring Courses

Personal Finance

Corporate Finance (Financial Policy)

Investment Banking

University of Connecticut

Undergraduate – Recurring Courses

M&A

Financial Institutions

Entrepreneurial Finance

Corporate Finance

Undergraduate – Other Courses Taught

Financial Management

International Business

MBA

Twice voted MBA Finance Professor of the Year by students 2009 – 2010 and 2017 – 2018

Introduction to Economics, Financial Markets, and Information

Financial Management

Entrepreneurial Finance

Financial Institutions: Management and Capital Markets

Global Financial Management

Introduction to Economic Markets

Investment and Security Analysis

Cases in Corporate Finance

Executive Education

Public Service Professionals Certificate: Accounting for Governmental Entities

[Eastern Connecticut State University](#)

Undergraduate

Entrepreneurship / Advance Business Concepts

Management of Organizations

Business and Society

[Georgia Tech](#)

Undergraduate

Financial Management

New Venture Creation

4. Service and Community Engagement

Throughout my academic career, I have been actively involved in various service roles in my academic position, including curriculum development, student advising, and club mentorship. I have also contributed to AACSB accreditation, the establishment of a Private Equity Center, and have served on faculty search committees. Additionally, I have organized and mentored student teams for external competitions, led undergraduate investment teams, and supervised honors students' thesis research and preparation.

[Seminars and Presentations UNH \(2022 – present\)](#)

Ad-hoc seminar presentations to faculty groups and student clubs on technology usage in the classroom

[Portsmouth Community Radio \(2023 – present\)](#)

Volunteer treasurer and bookkeeper for a community radio station in Portsmouth.

[Academic Director of the Undergraduate Finance Major UCONN \(2017 – 2019\)](#)

Helped develop and modernize the undergraduate finance curriculum

[Advising UCONN \(2016 – 2022\)](#)

Advised 50 to 60 students each year on academic issues

Regular students 2016 – 2021

Honors students 2021 – 2022

[UConn Chapter of Beta Gamma Sigma \(2017 – 2019\)](#)

President UCONN chapter of Beta Gamma Sigma

[Department Representative for AACSB Accreditation at UCONN \(2020 – 2022\)](#)

Administered ongoing data collection and helped improve systems at both department and school level with a focus on assurance of learning

[InnovationQuest – Management Department, UCONN \(2016 – present\)](#)

Team mentor, and presenter – still involved with UCONN program even as faculty of UNH

[University Marshal at UCONN Commencement \(2021\)](#)

Attended university's commencement proceedings for seven schools and colleges; At six of these commencement events, I led the student processional, at the last, I was "mace bearer"

[Private Equity Center, UCONN \(2018\)](#)

Helped develop the proposal for the creation of a Private Equity Center

[Search Committee, UCONN \(2017\)](#)

Successfully chaired search committee for in-residence faculty position

[Student Clubs and Organizations at UCONN \(2016 – 2022\)](#)

Faculty Mentor for “Mock Wall Street” student club and unofficial mentor for “Finance Society”

[UCONN Student Competitions \(2016 – 2022\)](#)

Organized and mentored student teams for external competitions such as the CFA Research Challenge and the Bloomberg Trading Challenge

Created and developed the UCONN undergraduate stock pitch competition, a Finance Society hosted event

[Team Leader UCONN SMF Undergraduate Team \(formal 2016 – 2019, informal 2020 – 2022\)](#)

Mentored teams of undergraduate students managing and investing \$3.0M of endowed money

[Thesis Supervision of UCONN Honors’ Students \(2016 – 2022\)](#)

Advised 2-8 honors students a year on dissertations preparation and research

5. Research

[Publications – Peer Reviewed Journals](#)

Litchfield, R., Gilson, L.L., & Gilson, P.W. (2015). Creative Contributions: Toward a More Nuanced Approach. **Group and Organization Management**, 40(2), 238-265

Ghosh, C. Gilson, P.W.R, & Rakotomavo, M. (2017). Student Managed Fund (SMF) at the University of Connecticut: History, Purpose, Performance and the Future. **Managerial Finance**

[Publications – Book Chapters](#)

Gilson, L.L., Lim, H.S., Litchfield, R., & Gilson, P.W. (In Press) Creativity in Teams: Directions for Future Research. In C. E. Shalley, M. A. Hitt, & J. Zhou (Eds.) **The Oxford Handbook of Creativity, Innovation, and Entrepreneurship**. New York: Oxford University Press

Gilson, L. L., Litchfield, R., & Gilson, P. W. (In Press) An examination of the relationship between time and creativity: Applying a temporal lens to the study of creativity. In A. Shipp, & Y. Fried (Eds.) **Time and Work: How Time Impacts Individuals (Vol. 1)**. East Sussex, UK: Psychology Press

[Publications in Peer Reviewed Proceedings](#)

Litchfield, R., Gilson, L.L., & Gilson, P. (2013). Creative Contributions: Toward a More Nuanced Approach. **Eastern Academy of Management**

Gilson, P., & Marks, B. (2012). Two’s Company, Three’s a... The Syndication of Venture Capital Investments. **Southern Management Association**

Gilson, P., Gilson, L., & Litchfield, R. (2012). Creativity, Innovation, and Entrepreneurship: The Role of Opportunity Generation. **Eastern Academy of Management**

Rice, S., Gilson, L.L., & Gilson, P. (2008). The Internet and the Entrepreneur: Investigating the Choice Not to Participate in On-Line Reputation Systems. **Southern Management Association**

Peer Reviewed Conference Presentations

Gilson, P.W. (2014). Preparation of Sales Forecasts for New Ventures. **Eastern Academy of Management (EAM)**; Newport, RI

Gilson, L., Litchfield, R., & Gilson, P. W. (2013). Too much time, too little time, or just the right amount of time to be creative: An examination of the role of time on the creative process and creative outcomes. **Academy of Management**, Orlando; FL

Litchfield, R., Gilson, L.L., & Gilson, P. (2013). Creative Contributions: Toward a More Nuanced Approach. **Eastern Academy of Management (EAM)**; Baltimore, MD

Gilson, P., & Marks, B. (2012). Two's Company, Three's a...The Syndication of Venture Capital Investments. **Southern Management Association (SMA)**; Ft. Lauderdale, FL

Gilson, P., Gilson, L., & Litchfield, R. (2012). Creativity, Innovation, and Entrepreneurship: The Role of Opportunity Generation. **Eastern Academy of Management (EAM)**; Philadelphia, PA

Gilson, P., & Marks, B. (2010). The Battle for Corporate Control. **Work, Environment and Society Conference of the British Sociological Association (BSA)**; Brighton, England

Rice, S., Gilson, L.L., & Gilson P. (2008). The Internet and the Entrepreneur: Investigating the Choice Not to Participate in On-Line Reputation Systems. **Southern Management Association (SMA)**; St. Petersburg, FL

6. Non-Academic Work Experience

H2V, Santa Rosa, California (1999 – 2005)

Advisor

Prepared financial plans and advised on capital acquisitions strategies

Advisor to Three Start-Up Companies (1998 – 2004)

Assisted with preparation of business plans

Advised on roll-up strategies

Helped raise capital (over \$10 million)

FloorExpo, Inc., Atlanta, Georgia (1998 – 2000)

Board of Directors

Advised on capital raising, acquisitions strategies, and operational issues

Dekor, Inc., Atlanta, Georgia (1998 – 2000)

Advisory Committee

Assisted with preparation of business plans and capital acquisitions

The Maxim Group, Inc., Atlanta Georgia (1995 – 1997)

Executive Vice President of Strategic Development

Evaluated potential acquisitions and acquired 12 businesses: Coordinated the external acquisition team of attorneys and accountants; price of acquisitions ranged between \$500,000 and \$15 million

Prepared five-year business plan for internal use and due diligence requirements of banks and underwriters for various debt and equity offerings

Devised annual budgeting process for all Maxim divisions and prepared and analyzed subsequent results to plan

Analyzed existing operations, designed and implemented operational systems to improve return on investment of retail division

Chief Financial Officer

Prepared 10Ks and 10Qs for SEC filing requirements

Managed accounting department of 50 people

[KPMG, Atlanta, Georgia \(1991 – 1994\)](#)

Director of Corporate Finance, Manager

Prepared financial information for secured debt offering of approximately \$200 million

Prepared offering for two IPOs; raised \$10 million in public equity and \$100 million in public high yield unsecured debt

Implement a computer-based system for the consolidation of 30 international divisions

Consulted with companies to hire CFOs; prepared advertisements and screened potential candidates

Coordinated audit portfolio with annualized fees of approximately \$1.5 million

[KPMG, London, England \(1987 – 1991\)](#)

Audit Manager

Involved in turnaround of publicly trade hotel group; evaluated various liquidation options and prepared plans for investors and bankers on effective capitalization options

Involved in all aspects of audit work, public filing requirements and tax preparation for accounts in the hotel and retail fields