

# Jay E. Paap, PhD



Jay Paap is President of Paap Associates, a management consulting firm assisting major organizations in a broad range of business and technology development efforts, teaches in executive programs sponsored by MIT, is a Fellow of the Society of Competitive Intelligence Professionals and a PDMA Certified New Product Development Professional. He has held faculty positions at MIT Sloan School of Management and Indiana University.

Jay provides clients an integrated approach to creating the innovative environment in which to grow their businesses and position themselves for the future. He provides services in four areas: management of innovation ( e.g., roadmaps, business development strategy, new product development, and organization of the technical and business development functions), open innovation and corporate venturing (including alliances and scouting), competitive intelligence, and executive education.

Dr. Paap has been active in the management of technology for 45 years, and has consulted with industrial and governmental organizations for over 35 years. His clients have included 3M, Abbott, Apple, AstraZeneca, AT&T, Baxter, BP, BHP, British Telecom, Chevron, Dow Corning, DuPont, ExxonMobil, Ford, Gillette, Hewlett-Packard, Hydro-Quebec, Johnson & Johnson, Kellogg, Kimberly-Clark, Kraft, Lockheed-Martin, IBM, Mars, Monsanto, Motorola, National Research Council (Canada), NASA, Novell, Procter & Gamble, Public Services Electric and Gas, Sandia Labs, SABIC, SC Johnson, Shell, Steelcase, Unilever, and Xerox.

Prior to founding Paap Associates, Jay was Partner at Data and Strategies Group, Principal at Ampersand Ventures, Director of Corporate Consulting at Venture Economics, and Associate Director of the Technology Management Group at Pugh-Roberts Associates. Before entering consulting, Jay was an officer in the US Air Force, responsible for developing and deploying advanced electronics equipment.

In the 90s he helped start and run the Commercialization Roundtable in which senior business development managers from major companies met regularly for three years to share experiences on corporate venturing and develop best practices on how major corporations can effectively commercialize new technology based concepts and businesses. Among the members of the Roundtable were AT&T, Digital Equipment Corporation, Dow, DuPont, GTE, IBM, MCC, Motorola, and Xerox.

He is a frequent speaker on open innovation, innovation management, and competitive intelligence, appearing in executive-level seminars throughout North and South America, Europe, Asia, Africa, and Australia. He has participated in programs sponsored by MIT, Caltech, Cal Berkeley, ANPEI, Business Week, The Management Roundtable, the Industrial Research Institute (IRI), Pure Insight, the Product Development and Management Association (PDMA), the Society of Competitive Intelligence Professionals (SCIP), Nomura Research Institute, and the AMA, as well as internal seminars for over 200 government, professional, and industrial organizations.

Dr. Paap received his Ph.D. from MIT's Sloan School of Management. He is a member of The Society of Competitive Intelligence Professionals, and the Product Development and Management Association; and served on the editorial advisory boards of Technology Management, The Journal of CI and Management and Competitive Intelligence Review where he served as the guest editor for a special edition on competitive technical intelligence. He co-authored "Anticipating Disruptive Innovation" which won the IRI's Maurice Holland award for the best article published in Research Technology Management.

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