

THE UNIVERSITY OF BRITISH COLUMBIA
CURRICULUM VITAE

PERSONAL:

Name : **STEVEN EDWARD MINNS BEng CEng MICE DIC MBA PhD**

School/Faculty: **SAUDER SCHOOL OF BUSINESS**

Division: **STRATEGY AND BUSINESS ECONOMICS**

Position: **FULL-TIME LECTURER**

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EDUCATION:

Sep 2009-2014 **PhD**, Sauder School of Business, University of British Columbia, Vancouver, Canada *July*
(Strategy and Business Economics Department)

April 2006-2007 **MBA**, Imperial College Business School, London, UK
with distinction

Jan 2002 Chartered Engineer (CEng) – UK equivalent of P.Eng

1993-1997 University of London, Queen Mary College
BEng Honours in Civil Engineering
First Class Honours

TEACHING – AREAS OF SPECIAL INTEREST

I strive to make the classroom experience inspiring in order to cultivate a love of learning that can endure beyond course completion. I place significant emphasis on ensuring the development of critical analysis skills and that students, not only gain knowledge of theoretical concepts, but also gain confidence in evaluating problems and formulating solutions.

Topics of interest:

- Economics and strategy of Innovation
- Intellectual property protection and innovation policy
- Business strategy and strategic decision making
- International business
- Ethics and government policy
- Entrepreneurship in innovation driven enterprises
- Economic analysis of projects
- Venture Capital and Private Equity

TEACHING - EXPERIENCE:

Full-time Lecturer (2016-present); Sessional Lecturer (2014-2016):

- BASM516 – Strategy and Economics of Innovation – Designed, developed and delivered this MBA course.
- COMM382 - Economics of Entrepreneurship and Innovation. Responsible for designing and delivering this key course in the BCOM Entrepreneurship option and the B+MM program.
- COMM394 – Government and Business. Major role in developing and co-ordinating this core 3rd year undergraduate BCOM course. Experience of teaching multiple sections, achieving consistently high instructor evaluations.
- COMM498 – International Business Management
- BASM550 - Strategic Management. A Masters level course in the Masters in Management (MM) program.
- CPEN/ELEC450 – Economics of Engineering Projects. Designed and taught this inter-disciplinary course to large classes of 100-150 students in Faculty of Applied Science.

Executive education:

- Strategic Decision Making – Sauder Executive Education Open Enrolment program (2016-present).
- Strategic Decision Making – Sauder Executive Education – Custom program for Hong Kong Civil Service Bureau (2017).
- Guangdong Emergency Management Program - Lecture to Chinese senior local government officials (2010)

UNIVERSITY AND COMMUNITY SERVICE:

- Member of the Sauder Academic Programs, Teaching and Learning Committee (APTL) committee, 2017-present.
- Mentor for World University Service of Canada (WUSC) sponsored students at UBC.
- Member of Honorary Board of D2D Destiny, a youth led charity which has raised over \$1 million for BC Children's Hospital and other charities.
- Supported Sponsor a Child's Education UBC by co-ordinating fundraising that lead to the sponsorship of four new students (South Sudanese children of the Kakuma refugee camp in Kenya)
- Judged submissions for Pacific Venture Capital Competition (PVCC), 2016- present
- Judge for Queen's Entrepreneurship Competition (QEC), 2017-Present
- Judge for JDC West case competition
- Part of UBC Applied Science faculty team hosting accreditation visit from the Canadian Engineering Accreditation Board (CEAB), 2015
- Faculty supervisor for Community Business Project within the Masters of Management program, 2014-2017
- Board Director for Vancouver Youth Soccer Association (VYSA), 2013-2016

AWARDS, PRIZES AND FELLOWSHIPS:

- Dean Earle D MacPhee Memorial Fellowship in Commerce and Business Administration (2009-2014)
- Fellow of the W.Maurice Young Entrepreneurship and Venture Capital Research Centre (2010-2014)
- Sauder School of Business Graduate Award (2009-2014)
- CH Roberts bequest (2002)
- Draper's prize (1997)
- Hawksley prize (1997)
- JS Kirkaldy prize (1997)

PUBLICATIONS:

Chua, T., Minns, S.E. and Vertinsky, I. B. (*Forthcoming*) 'Affordable Medicines in India: Why Good Policies and Laws Fail' in *Public Health Policy in Asia*, Routledge

Minns, S. E. (2010) 'Strategic Change in Firms Following Private Equity Acquisition: An Ex Post Study of U.K. Technology, Industrial, and Communications Firms', *The Journal of Private Equity*, Summer 2010, Vol. 13, No. 3: pp. 22-29

WORKING PAPERS:

'Untangling the Thicket: Ownership Fragmentation, Technological Diversity and Patent Litigation'

'Dangerous Liaisons: Alliance Networks, Competition and Patent Enforcement'

'Small Firms, Patent Enforcement and the Market for Innovation'

'Firm Capabilities and Agglomeration Economies in Sectoral Innovation Regimes'

CONFERENCES AND WORKSHOPS:

Academy of Management Annual Conference. Presented paper entitled 'Untangling the Thicket: Ownership Fragmentation, Technological Diversity and Patent Litigation', August 1-4, 2014

'Social Capital and Entrepreneurship: Catalyst or Retardant?' Workshop in preparation for a Special Issue of Entrepreneurship Theory and practice. April 19-22, 2012.

'The Case Study Method' – 2 day residential course from Ivey School of Business, 2011

SSOST Innovation Conference. Jan 15, 2010

EXECUTIVE AND CONSULTING EXPERIENCE:

TAYLOR WOODROW PLC

2004 – 2009

VP PROJECT MANAGEMENT¹ (2004 – 2009)

International development and infrastructure construction firm with diverse operations throughout Europe, Africa, North America and Middle East. FTSE250 listed before merging with Wimpey to become Taylor Wimpey in 2008.

Based in the company's European office in Gibraltar, I had full responsibility for procuring and delivering all of company's marina development and infrastructure projects. Assembled and managed project teams for multiple developments up to \$100 million.

- Achieved a 400% increase in annual turnover and a 350% increase in after-tax profit in two years through disciplined project execution and economic analyses that informed the strategic decision making process.
- Carefully prepared and then administered contracts which limited risk and enabled major projects to be completed within agreed budgets.
- Successfully completed all projects during my tenure through strong leadership that helped nurture team spirit and trust between employees under my direction and other contracted parties.

¹ Canadian equivalent. Actual title was 'Head of Project Management'.

- Established effective project teams through fostering relationships with consultants, designing appointment contracts and developing partnerships with suppliers and contractors.
- Developed reputation of the organization through considered and respectful treatment of local community, government, environment groups and associated businesses.
- Produced high quality and detailed economic feasibility studies of new projects that enabled board members to select the most value enhancing investment projects.
- Enhanced project control and risk management systems by launching an extranet document management system.
- Saved \$3 million on a \$100M scheme through arranging a “Value Engineering” initiative that brought consultants and contractors together to realize cost saving design changes.

HASWELL CONSULTING

2002 – 2004

SENIOR ENGINEER

Project Manager on the \$1.2billion Dublin Port Tunnel scheme, a major public/private project to increase traffic flow to and from Ireland’s largest port. Responsible for the critical section of the scheme beneath the main Dublin-Belfast high speed rail line.

- Coordinated the design of the tunnel section and associated infrastructure around a major high speed rail line that saved up to \$10 million in cost and minimized disruption to the live railway.
- Prepared contract documentation for the main Japanese-British-Irish consortium Nishimatsu Mowlem Irishenco that ensured project requirements were met.
- Managed design teams, engaged specialists, and met deadlines that enabled the construction team to successfully deliver the project.

BLACK AND VEATCH

1997 – 2002

SENIOR ENGINEER

Global engineering consultancy firm.

Undertook economic analysis, engineering design and project management on water related engineering projects for government clients.

- Provided strategic advice to Government by conducting infrastructure feasibility studies, including preliminary design and cost/benefit analyses on schemes between \$10 and \$180 million.
- Developed preliminary designs for the development of Yellitenda Ferry Port on the River Gambia, adjacent to the main West African Highway.
- Delivered the high profile Maidstone River Park Millennium Project for government within a tight deadline and under close scrutiny of political parties, conservation groups, local communities and the media.
- Exceeded client expectations by preparing efficient designs and precise cost estimates for various water related structures and associated infrastructure, including large vessel terminals, rail and roads, bridges, retaining walls, etc.
- Successfully managed the construction of innovative engineering solutions, including a cranked stress ribbon footbridge, the first of its kind to be constructed in the world.