



Entrepreneurship: I've done it. Now...I teach it. I coach it. I workshop it. These approaches take the form of structured workshops and one-on-one coaching sessions that draw on my award-winning Entrepreneurial Process teaching at Brown, Yale, and Tel Aviv University.

Danny has devoted his career to building, managing and harvesting high-growth entrepreneurial ventures. He began his entrepreneurial pursuits while an undergraduate at Brown, as co-founder of Clearview Software, which Apple acquired in 1989. Since then, he has co-founded successful companies acquired by Medline, Time, Belo Corporation, Sealed Air, Penton Media.

Beyond his own successful ventures, Danny is internationally recognized for his approach to teaching entrepreneurship. He is the inaugural Executive Director of the Jonathan M. Nelson Center for Entrepreneurship at Brown University and he is a member of the entrepreneurship faculty at Brown, where the *Critical Review* recognized his Entrepreneurial Process course as the highest-rated course in the University. Danny is also a member of the entrepreneurship faculty in the Tel Aviv University MBA program, and he leads intensive Entrepreneurial Process workshops in corporate, governmental, and academic contexts throughout the United States, and in China, Egypt, Portugal, Bahrain, Slovenia, South Africa, Jordan, Palestine, Israel, and the UK.

In all of his entrepreneurial pursuits, Danny emphasizes breakthrough techniques of bottom-up consumer research that he learned at Procter & Gamble as a member of the Duncan Hines Brand Management team, where he managed the development and marketing of new products. One of Danny's business passions on which he has spoken in national forums and been interviewed in *Inc. Magazine* is Open-Book Management – an approach to empowering, motivating and rewarding employees through exposure to all relevant measures and financial literacy, and by providing a meaningful stake in the outcome through employee ownership.

In recognition of his active support for Brown students in and out of the classroom, Danny was awarded the first ever Nathalie Rutherford Pierrepont Prize for Leadership, Career Advising, and Motivation. Google's University Program awarded Brown's Business, Entrepreneurship and Organizations Concentration an unrestricted grant in recognition of the impact Danny's teaching has had on his students, many of whom have gone on to work at Google. To recognize Danny's leadership during his tenure as President of its Board of Trustees, Brown Hillel annually awards the Danny Warshay '87 Exceptional Leadership Award to the student who has most clearly demonstrated the leadership qualities of mentoring, modeling and community building. Danny was also the recipient of the Merrill L. Hassenfeld Leadership in Community Service Award, and most recently, the Brown Football team recognized Danny with the Dave Zucconi '55 Brown Pride Award for loyalty, support, service and faith in Brown football.

Danny received an A.B. in History, *magna cum laude*, from Brown University (Junior Year at Hebrew University in Jerusalem), and an M.B.A. from Harvard Business School.

In addition to spending time with his wonderful wife and three terrific children, he loves the mental and physical challenges and rewards of Vinyasa yoga. He's also an avid (and tortured) Cleveland sports fan.

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