



DAVIS DYER
Founding Director

Summary

A proven developer of content and intellectual property—conceiving and shaping ideas and arguments, conducting research, and communicating in print and electronic media, as well as in classroom presentations and speeches. Author and ghostwriter, a seasoned consultant, teacher, and editor, a trained historian. Works well with senior executives and accomplished professionals. Strong project management, team-building, and mentoring skills. Extensive networks in publishing and media. Deep interests in executive leadership, business and economic competition, nonprofit leadership and management, and innovative responses to enduring social challenges.

Employment

The Winthrop Group, Inc., Founding Director, Belmont, MA and New York, NY, 1982-Present
A company specializing in capturing and preserving experience and applying it for organizational learning and strategic communications.

- Positions held included treasurer, vice president, president, and managing partner.

Rosc Global, LLC, Senior Partner/Director of Research, Belmont, MA, 2013-Present
A startup offering strategic advisory, content development, and investment services.

- Responsible for content and IP development and leading the development team.

Monitor Group, Partner and Group Leader, Cambridge, MA, 2006-2013
A professional and capital services businesses.

- Assignments focused on content development in economic competitiveness, political economy, business management, and the social sector.
- Recruited and led team responsible for producing research reports, speeches, marketing collateral, and enhancing the firm's external reputation and profile.
- Faculty Member, Monitor University, 2000-2006. Responsibilities included teaching internally and externally and content development in knowledge management and economic competitiveness.

Monitor Company, Senior Consultant, Part-time, Cambridge, MA, 1986-1987
A firm specializing in corporate strategy consulting.

- Work with public and private companies on strategy development and implementation.

Harvard Business Review and Harvard Business School, Associate Editor and Senior Research Associate, Boston, MA,, 1983-1986

- Covered the human relations and strategy beats; edited two McKinsey Award (best article of the year) winners; co-authored multi-year study of the global automobile industry in transition.

Boston College, Assistant Professor of Management, Chestnut Hill, MA, 1981-1983

- Taught international business, human resources management, and organizational behavior.

Harvard Business School, Senior Research Associate, Boston, MA, 1979-1982

- Co-authored three books with HBS faculty.

Professional Experience

Consulting:

Engagements with corporations in financial services, consumer products, manufacturing and diversified manufacturing, energy and natural resources, and telecommunications. Additional engagements with professional partnerships, consulting firms, schools and universities, not-for-profit institutions, and public agencies.

Publications, Cases, and Films:

- D. Dyer and J. Seaman, *The Long Blue Line: A History of Selling at Procter & Gamble* (Cincinnati: Procter & Gamble, 2014).
- C. Stadler and D. Dyer, "Why Good Leaders Don't Need Charisma," *MIT Sloan Management Review*, Spring 2013.
- W. Miracky, D. Dyer, D. Fisher, T. Goldner, L. Lagarde, and V. Piedrahita, *Assessing the Risks: The Behaviors of Sovereign Wealth Funds in the Global Economy* (Cambridge, MA: Monitor, 2008).
- J. Heskell and D. Dyer, *After the Harkness Gift: A History of Phillips Exeter Academy since 1930* (Hanover, NH: University Press of New England, 2008).
- T. J. Ball and D. Dyer, *All for One: The Story of the Cleveland Clinic* (Cleveland: Telos Productions in association with Cleveland Clinic, 2007). Co-author of script of historical film in 48-minute and 16-minute versions used for internal and external communications. Silver Telly Award Winner, 2008.
- C. F. Knight, with D. Dyer, *Performance without Compromise: How Emerson Consistently Achieves Winning Results* (Boston: Harvard Business School Press, 2005).
- D. Dyer, F. Dalzell, and R. Olegario, *Rising Tide: Lessons from 165 Years of Building Brands at Procter & Gamble* (Boston: Harvard Business School Press, 2004).
- Brinkley and D. Dyer, *The American Presidency* (Boston: Houghton Mifflin, 2004). Revised and expanded edition of *The Reader's Companion to the American Presidency* (see below).
- N. Nohria, D. Dyer, and F. Dalzell, *Changing Fortunes: Remaking the Industrial Corporation* (New York: John Wiley & Sons, 2002).
- D. Dyer and D. Gross, *The Generations of Corning: The Life and Times of a Global Corporation* (New York: Oxford University Press, 2001).
- D. Dyer, *Corning: A Story of Discovery and Reinvention* (New York, privately printed, 2001).
- D. Dyer, "The Limits of Technology Transfer: Civil Systems at TRW, 1965-1975," in Thomas P. Hughes and Agatha C. Hughes, eds., *Systems, Experts, and Computers* (Cambridge, Mass.: MIT Press, 2000).
- Brinkley and D. Dyer, eds., *The Reader's Companion to the American Presidency* (Boston: Houghton-Mifflin, 2000).
- D. Dyer and M.A. Dennis, *Architects of Information Advantage: The MITRE Corporation since*

1958 (Montgomery, Alabama: Community Communications, Inc., 1998).

- D. Dyer, *TRW: Pioneering Technology and Innovation since 1900* (Boston: Harvard Business School Press, 1998).
- L.A. Schlesinger and D. Dyer, 13-case series on Northwest Airlines, 1989-1996, taught as capstone exercise in required MBA curriculum, Harvard Business School, 1996-1997.
- G.D. Smith and D. Dyer, "The Rise and Transformation of the American Corporation," in Carl Kaysen, ed., *The American Corporation Today* (New York: Oxford University Press, 1996), pp. 28-73.
- D. Dyer, "An Update on MBA: Leadership & Learning," *Harvard Business School Bulletin*, Vol. 70, No. 1 (February 1994), pp. 42-47.
- D. Dyer, "Necessity as the Mother of Convention: Developing the ICBM, 1954-1958," in William J. Hausman, ed., *Business and Economic History*, Vol. 22, No. 1 (1993), pp. 194-209.
- T.J. Ball and D. Dyer, *Everybody Wins: A History of the Progressive Insurance Corporation*, (Cleveland, Telos Video, 1993). Co-author of script for Telly Award-winning one-hour video history.
- D. Dyer, "A Voice of Experience: An Interview with TRW's Frederick C. Crawford," *Harvard Business Review* (November-December 1991)
- T.J. Ball and D. Dyer, *Frederick C. Crawford: Celebrating 100 Years* (Cleveland: Telos Video, 1991). Co-author of script for Telly Award-winning half-hour video production.
- K. McDermott and D. Dyer, *America's Paint Company: A History of Sherwin-Williams* (Cleveland: Privately printed, 1991).
- D. Dyer and D.B. Sicilia, *Labors of a Modern Hercules: The Evolution of a Chemical Company* (Boston: Harvard Business School Press, 1990).
- D. Dyer and J.L. Cruikshank, *A Century of Manufacturing: Emerson Electric Co. 1890-1990* (St. Louis: Privately printed, 1990).
- D. Dyer and D.B. Sicilia, "From Commodity to Specialty Chemicals: Cellulose Products and Naval Stores at the Hercules Powder Company, 1919-1939," in William J. Hausman, ed., *Business and Economic History*, Vol. 18 (1989), pp. 59-71.
- D. Dyer, M.S. Salter, and A.M. Webber, *Changing Alliances, The Report of the Harvard Business School Project on the Auto Industry and the American Economy* (Boston: Harvard Business School Press, 1987).
- L.A. Schlesinger, D. Dyer, T.N. Clough, and D. Landau, *Chronicles of Corporate Change: Management Lessons from AT&T and Its Offspring* (Lexington, Mass.: Lexington Books, 1987). A book of management cases.
- *The Entrepreneurs: An American Adventure* (Waltham: Martin Sandler Productions, 1986). Director of research for six-part television history of American business broadcast in 1986 and 1987; Editor of companion volume of same name by Robert Sobel and David B. Sicilia (Boston: Houghton-Mifflin, 1986).
- R. Vietor and D. Dyer, eds., *Telecommunications in Transition* (Harvard Business School Course Module, 1986).
- M.S. Salter, A.M. Webber, and D. Dyer, "U.S. Competitiveness in Global Industries: Lessons from the Auto Industry," in Bruce R. Scott and George C. Lodge eds., *U.S. Competitiveness in the World Economy* (Boston: Harvard Business School Press, 1985).

- D. Dyer, "Reconsidering Industrial Relations," *Harvard Business Review* (Nov.-Dec. 1984).
- P.R. Lawrence and D. Dyer, *Renewing American Industry* (New York, The Free Press, 1983).
- Miscellaneous columns, short articles, and book reviews in the *Harvard Business Review*, *New York Times*, *Boston Globe*, and industry trade journals.

Editorial:

Developmental editing, editing, and ghostwriting of books, articles, reports, and speeches. Some representative projects:

- Andrew C. Taylor, "Enterprise's CEO on How Integrating an Acquisition Transformed Our Business," *Harvard Business Review* (September 2013)
- Monitor Group, *Promise and Progress: Market-Based Solutions to Poverty in Africa* (Cambridge, MA: Monitor Group, 2011).
- Monitor Quest, *Guarding the Game: Preserving the Integrity of Sport* (London, U.K. and Cambridge, MA: Monitor Quest, 2011)
- Monitor Group, *Africa from the Bottom Up: Cities, Economic Growth, and Prosperity in Sub-Saharan Africa* (Cambridge, MA: Monitor Group, 2009).
 - *Asia through the Crisis: Perspectives on Emerging Economies in the Global Economic Recovery* (Cambridge, MA: Monitor Group, 2009).
 - *Testing Time: Sovereign Wealth Funds in the Middle East and North Africa and the Global Financial Crisis* (Cambridge, MA: Monitor Group, 2009).
 - *Emerging Markets, Emerging Models: Market-Based Solutions to the Challenges of Global Poverty* (Cambridge, MA: Monitor Group, 2009).
 - *Paths to Prosperity: Promoting Entrepreneurship in the 21st Century* (Cambridge, MA: Monitor Group, 2009).
- Alfred D. Chandler, Jr., *Shaping the Industrial Century: The Remarkable Stories of the Chemical and Pharmaceutical Industries* (Cambridge, MA: Harvard University Press, 2005)
- Andy Taylor, "Top Box: Rediscovering Customer Satisfaction," *Business Horizons* (September-October 2003), pp. 3-14. Article by CEO of Enterprise Rent-a-Car.
- Andy Taylor, "Driving Customer Satisfaction," *Harvard Business Review* (July 2002), pp. 24-25.
- Amrop International, *Balancing Tensions: The New International CEO* (New York, 1997), short publication about global human resource challenges, commissioned by international executive search firm.
- Donald F. Fites, "Make Your Dealers Your Partners," *Harvard Business Review* (March-April 1996), pp. 84-96. Article by CEO of Caterpillar, Inc.
- *The Mandate for Learning*, issue of *CEO Brief*, July 1995. Special supplement to *Chief Executive* sponsored by Arthur D. Little, Inc.
- D. Dyer and A.M. Webber, eds., *Time-Based Competition*, a 32-page magazine accompanying a three-part video series of the same name (Boston: Harvard Business School Management Productions, 1993).
- D. Dyer and A.M. Webber, eds., *The Competitive Advantage of Nations*, a 40-page magazine accompanying Harvard Business School Professor Michael E. Porter's four-part video series of the same name (Boston: Harvard Business School Management Productions, 1993)

- Charles F. Knight, “Emerson Electric: Consistent Profits – Consistently,” *Harvard Business Review* (January-February 1992), pp. 57-72. Article by CEO of Emerson Electric Co. Winner of the McKinsey Award for Best HBR Articles of the Year, 1992.

Speeches and Talks:

Speeches, talks, and seminars for corporate audiences and conferences as well as at Harvard University, Boston College, Massachusetts Institute of Technology, Princeton University, New York University, Hiram College, and other academic institutions.

Teaching:

2000-2013: At Monitor Group, curriculum development, teaching, and coaching in external executive development and internal training programs.

1995-1998: At Center for Executive Development. Curriculum development and large and small group seminars with corporate executives and managers.

1985-1987: At Harvard University Extension School. Course in American business history.

1981-1983: At Boston College. Graduate courses in organization development, human resource management, and international management. Undergraduate course on the design of work and organization.

Education

Harvard University, Cambridge, MA

Ph.D., History

A.M., History

A.B., History, *magna cum laude*

Contact Information

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