

## Aram Chavez CV

Aram Chavez is a teacher and mentor to world-class students at Fulton Schools of Engineering at Arizona State University (ASU). Freeing them from the traditional constructs of uniformity with lateral thinking through entrepreneurial road mapping—teaching transformative entrepreneurship.

Chavez joined ASU Fulton Schools of Engineering in August 2012. His teaching at ASU earned him the *Highest Rated Professor at ASU* (State Press, 2015). He received the IRA Fulton Schools of Engineering Faculty Teaching Excellence Award (ASU, 2017). He was also featured as “20 People to Know – Startups: Phoenix Business Journal (2017).

His mission is to develop processes for innovators to become entrepreneurs, globally; and, he recently co-authored a generative map with a temporal view of how to teach innovators to become entrepreneurs: *A Map of Technology Entrepreneurship: Aha to Exit*®. The map is copyrighted and published by IEEE. The paper was presented in Santa Clara, CA at TEMSCON (June 2017).

Currently, he is teaching his road map: *Startup Map: Aha to Exit*®, to ASU students through the lens of an investor, entrepreneur and customer. His present focus is in two areas: 1) creating a process to create a startup, and 2) teaching these processes toward scaling.

He carries extensive international business expertise in multiple areas (see below) and is regularly asked to teach, speak and develop curriculum on entrepreneurship. He sponsored the first ever Women’s Entrepreneurship club at ASU (2013).

Aram mentors dozens of innovators globally on how to become entrepreneurs in highly competitive markets.

He carries his MBA from Thunderbird, School of Global Management.

Aram has been funding and financing entrepreneurs since 1993; and, regularly deploys his own funds into startups and small businesses. He consults for NGO’s, businesses, municipalities, etc. He is a Board Member of Tonto Creek Camp (Tontozona), which delivers curriculum to underserved youth.

He has a saying: “*Innovation without Entrepreneurship is Hallucination.*”

Areas of continued mastery:

- Teaching
- Transformative Entrepreneurship
- Operations
- Digital Marketing
- M & A (buy and sell side)
- Startup road mapping
- Investing
- Collective bargaining (internationally & domestic)
- Guerrilla marketing
- Capital structure
- Failure Analysis
- Treasury Function
- Flow of Funds
- International Business
- Pastries
- Old Land Cruisers