STEVEN G. BLUM

Curriculum Vitae

801 Yale Avenue, Suite 1212
Swarthmore, PA 19081

EDUCATION

New York University School of Law, New York, NY
Masters Degree in Law of Taxation (LLM), July 1996

Harvard University, Cambridge, MA
Graduate School of Education
Masters Degree in Education (EdM), May 1989

Harvard University, Cambridge, MA
Program on Negotiation at Harvard Law School
Certificate of Specialization in Negotiation and Dispute Resolution, January, 1990
Internship: Conflict Management, Inc., Cambridge, MA.
Teaching Fellow: Program of Instruction for Lawyers (Professor Roger Fisher).
Mediator: Harvard Mediation Program.

Northeastern University School of Law, Boston, MA
Juris Doctor (JD), May 1984

Wesleyan University
Bachelor of Arts (BA), May 1981

HONORS, AWARDS AND ACHIEVEMENTS

William G. Whitney Teaching Award (2001, 2003, 2009, 2011, 2012, 1014, 2016, 2017) for Distinguished Undergraduate Teaching in the Associated Faculty

ACADEMIC POSITIONS HELD

Wharton School of the University of Pennsylvania
Lecturer in the Department of Legal Studies and Business Ethics, 1994-present
-Primary area of teaching: Negotiation and Dispute Resolution

Athens Laboratory of Business Administration, Athens, Greece
Visiting Professor, 1996-2007

University of Pennsylvania, Philadelphia, PA
Director of Student Dispute Resolution Center, 1993-95

Dartmouth College, Hanover, NH
Undergraduate Judicial Affairs Officer, 1990-93

OTHER POSITIONS

Steven G. Blum, Attorney at Law, Swarthmore, PA
Principal, 1989-present

Steven G Blum and Associates LLC, Swarthmore, PA
Member, 2004-present

Adler Blum Associates, Chevy Chase MD
Partner, 1997-2003

New Hampshire Legal Assistance, Portsmouth, NH
Staff Attorney, Senior Citizens Law Project, 1985-86

New Hampshire Superior Court, Concord, NH
Law Clerk to the Justices, 1984-85

REPRESENTATIVE SAMPLE OF PRESENTATIONS AND LECTURES

"Thinking About Professional Ethics," Securities Industry Institute, Wharton School of Business at the University of Pennsylvania (Philadelphia, PA) 03/13/2014

"Improving Your Negotiating Skills," Securities Industry Institute, Wharton School of Business at the University of Pennsylvania (Philadelphia, PA) 03/10/2014

"Self-Defense for Picking a Financial Advisor," Chester County Night School (West Chester, PA) 04/27/2011

"A Penny Saved is a Penny Earned," Main Line School Night (Radnor, PA) 04/12/2011

Financial Advice: The Valuable, The Worthless, and the Costly. Guidance Every Lawyer and Accountant Needs to Give Their Clients," Neumann College (Aston, PA) 12/17/2010

Financial Advice: The Valuable, The Worthless, and the Costly. Guidance Every Lawyer and Accountant Needs to Give Their Clients," Neumann College (Aston, PA) 12/10/2010

"Your Financial Life: Some Economic Truths," Main Line School Night (Radnor, PA) 11/09/2010

Financial Advice: The Valuable, The Worthless, and the Costly. Guidance Every Lawyer and Accountant Needs to Give Their Clients," Neumann College (Aston, PA) 05/19/2010

"Plan Your Kid's Education and Your Retirement Simultaneously," Main Line School Night (Radnor, PA) 04/20/2010

"How to show wisely for Financial advice & Avoid getting Ripped Off," Main Line School Night (Radnor, PA) 03/23/2010

"Retirement Planning Workshop," William Penn University (Oskaloosa IA) 03/15/2010

Financial Advice: The Valuable, The Worthless, and the Costly. Guidance Every Lawyer and Accountant Needs to Give Their Clients," Neumann College (Aston, PA) 12/16/2009

"Variable Annuities Estate Planning Institute" Pennsylvania Bar Institute (Philadelphia, PA) 12/11/2009

"How to show wisely for Financial advice & Avoid getting Ripped Off," Main Line School Night (Radnor, PA) 11/17/2009

"Financial Advice: The Valuable, the Worthless, and the Costly. Guidance Every Lawyer and Accountant Needs to Give Their Clients," Neumann College (Aston, PA) 11/03/2009

"A Swiftly Tilting Planet," National Association of Personal Finance Advisors (NAPFA) National Conference (Washington, D.C.) 08/12/2009

"Compliance Seminar, "National Association of Personal Finance Advisors (NAPFA) 06/03/2009

"Your Financial Life: Some Economic Truths," Main Line School Night (Radnor, PA), 04/21/2009

"How to show wisely for Financial advice & Avoid getting Ripped Off," Main Line School Night (Radnor, PA) 03/17/2009

"Getting a handle on Variable Annuities," Pennsylvania Bar Institute (Philadelphia, PA) 02/25/2009

"Science and Professional Ethics in Advising Clients About Financial Matters," Bucks County Bar Association (Doylestown, PA) 12/12/2008

"Getting a Handle on Variable Annuities," Pennsylvania Bar Institute (Philadelphia, PA) 12/10/2008

"A Penny Saved is a Penny Earned," Main Line School Night (Radnor, PA) 11/18/2008

"How to Show Wisely for Financial advice & Avoid Getting Ripped Off," Main Line School Night (Radnor, PA) 10/28/2008

"What A Lawyer needs to know About Financial Advisors and Financial Advice," Lehigh County Bar Association (Allentown, PA) 08/07/2008

"Getting a Handle on Variable Annuities," Pennsylvania Bar Institute (Philadelphia, PA) 07/24/2008

"What A Lawyer needs to Know About Financial Advisors and Financial Advice," Bay County Bar Association (Panama City, FL) 05/09/2008

"Science and Professional Ethics in Advising Clients about Financial Matters," West Chester County Bar Association (West Chester, PA) 04/15/2008

"A Penny Saved is a Penny Earned," Main Line School Night (Radnor, PA) 03/04/2008

"How to Show Wisely for Financial advice & Avoid getting Ripped Off," Main Line School Night (Radnor, PA) 02/26/2008

"Loyalty, Knowledge & Conflicts of Interest," Legal Studies & Business Ethics Department, Wharton Business School (Philadelphia, PA) 11/27/2007

"Ethics & Financial Advisors," Delaware County Attorney/CPA Forum 11/07/2007

"How to Show Wisely for Financial advice & Avoid getting Ripped Off," Main Line School Night (Radnor, PA) 10/30/2007

"What A Lawyer needs to Know About Financial Advisors and Financial Advice," Broward County (FL) Bar Association (Fort Lauderdale, FL) 10/05/2007

"What Lawyers Need to Know Before Making Referrals to Financial Advisors," Delaware County Bar Association (Media, PA) 06/06/2007

"A Penny Saved is a Penny Earned," Main Line School Night (Radnor, PA). 01/06/2007

"Executive Development Seminar for Chairs and Associate Deans Executive Negotiation Workshop," Association of American Medical Colleges (AAMC) (Washington D.C.). 10/2004

Wharton Executive Education
Wharton Leadership
Beth Israel 11/01/2009
Citigroup

Securities Industry and Financial Markets Association
Securities Industry Institute 2005-2011

CONSULTING AND TRAINING

University of Vermont School of Medicine – Dean of Medicine
University of Buffalo School of Medicine

Citigroup
General Electric
Bristol Myers Squibb
Marathon Oil (MAP)
Dupont

RESEARCH INTERESTS

Negotiation between lawyers;
The effects of conflict-of-interest and asymmetric information on the financial services industry;
Ethics in the professions;
How interests and incentives influence professional conduct;
The training and socialization of professionals.

PUBLICATIONS

Blum, Steven G.. ***Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life,*** New York: John Wiley & Sons, 2014.

Steven G. Blum (2010), "Goldman Sachs Settlement: A Missed Opportunity?" *Forbes.com*, July 21, 2010.

Steven G. Blum (2009), "Hiring (Or Firing) A Financial Advisor", *Forbes.com*, July 09, 2009.

WHITE PAPERS

Steven G. Blum (2007), "Science and Professional Ethics in Advising Clients about Financial Matters".

Steven G. Blum "Mutual Fund Alphabet Soup".

Steven G. Blum "New Professionalism".

Steven G. Blum "Worthwhile Financial Advice must come from a True Professional".

BAR MEMBERSHIPS

Admitted to New Hampshire Bar, September 1984.
Admitted to the Bar of the District of Columbia, May 1998
Admitted to Pennsylvania Bar, June 2003.