

Gary M. Shiffman, Ph.D.
Curriculum Vitae – October 2022
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Education

Ph.D., George Mason University, Economics, May 2002.

M.A., Georgetown University, Security Studies, January 1996.

B.A., University of Colorado, Boulder, Psychology, May 1988.

Positions Held

Giant Oak, Inc., Founder, CEO, and Board Chair, 2012 – Present.

Behavioral Science-based Machine Learning company serving national security agencies of the U.S. government and financial institutions.

Consilient, Inc., Co-Founder, CEO, Board Member, 2020-Present.

Behavioral Science-based Machine Learning company serving financial institutions and governmental monetary authorities.

The Chertoff Group, Managing Director, 2009 – 2012.

Strategic consulting and M&A advisory firm founded by a former DHS Secretary and a former Director of the CIA, Director of National Intelligence, and Director of the NSA.

Georgetown University, Visiting Professor, 2009-2011.

L-3, Inc., Senior Vice President and General Manager, 2006 -2009.

U.S. Customs and Border Protection, Chief of Staff, 2004-2006.

GT Law, Director, Governmental Affairs, 2001 – 2004.

United States Senate, National Security Advisor and Senior Professional Staff, 1996–2001.

US Navy, Surface Warfare Officer, 1988 – 1996.

Japan Country Director, Office of the Secretary of Defense. The Pentagon. 1995-1996.

Director for Former Soviet Union, Central/Eastern Europe, and Balkans, Office of the Chief of Naval Operations. The Pentagon. 1993-1995.

Flag Aide-de-Camp, Surface Warfare Division, Office of the Deputy Chief of Naval Operations for Planning, Programming, and Budgeting. The Pentagon. 1992-1993.

Navigator, Tactical Actions Officer, USS Fife (DD 991). 7th Fleet, Yokosuka, Japan. Deployed to the Persian Gulf for *Operation Southern Watch*. 1991-1992.

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Main Propulsion Engineer, Aviation Officer, Deck Division Officer, USS Blue Ridge (LCC 19). 7th Fleet, Yokosuka, Japan. Deployed to the Persian Gulf for *Operations Desert Shield and Desert Storm*. 1989-1991.

Academic and other Professionals Affiliations

Georgetown University, Adjunct Professor, 2002 – 2009 and 2011-2022.

King's College, London, Associate Fellow, The International Center for the Study of Radicalization (ICSR). 2011 – 2016.

WashingtonExec, Big Data Council, Chair, 2013-2015.

Homeland Security and Defense Business Council, Board of Advisors. 2009 – 2020.

National Center for Border Security and Immigration, National Advisory Board. 2009 – 2015.

Peer Reviewed Publications

“It’s Not the Algorithm, It’s The Ethics.” With Christopher Wall. *Journal of Financial Compliance* (Expected November 2022).

“Economic Security.” In Collins, Alan, ed. *Contemporary security studies*. Oxford university press, Editions 3, 4, 5, with 6th, Oxford University Press (2022).

The Economics of Violence: How Behavioral Science Can Transform Our View of Crime, Insurgency, and Terrorism. Cambridge University Press. 2020.

“Pricing Risk in Prostitution: Evidence from Online Sex Ads.” With Greg DeAngelo, Jacob N. Shapiro, Jeffrey Borowitz, Michael Carafella, and Christopher Re’. *Journal of Risk and Uncertainty* (2019) 59: 281-305.

“Crowdsourcing Cyber Security: a property rights view of exclusion and theft on the information commons.” With Ravi Gupta. *International Journal of the Commons* (2013) 7:1.

“The Onset Versus the Continuation of Insurgency–Nepal, a Single Country, District-Level Analysis.” With Prabin Khadka. *Ethnic Conflict, Civil War and Cost of Conflict*, (2011) 17: 99-130.

“The Department of Homeland Security: Chief of Coordination.” in George Roger Z. Harvey Rishikof, *The National Security Enterprise: Navigating the Labyrinth*. Washington DC: Georgetown University Press (2011), 203-223.

Economic Instruments of Security Policy: Influencing the Choices of Leaders. 1st Edition with Palgrave Macmillan, 2006. 2nd edition with co-authored with James Jochum, Palgrave Macmillan, 2011.

“Castro’s Choices: The Economics of Economic Sanctions.” *Association for the Study of the Cuban Economy, Annual Proceedings* (2002), available at www.ascecuba.org/asce_proceedings/castros-choices-the-economics-of-economic-sanctions/

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Teaching

“The Economics of Organized Violence.” Undergraduate course, International Economics, School of Foreign Service, Georgetown University. Spring 2018, Spring 2019, Spring 2020, Spring 2021.

“The Science of National Security.” Graduate course, Security Studies Program, School of Foreign Service, Georgetown University. Fall 2019.

“The Economics of Substate Violence.” Graduate course, Security Studies Program, School of Foreign Service, Georgetown University. 2009-2022.

“US Homeland Security.” Graduate course, Security Studies Program, School of Foreign Service, Georgetown University. 2009-2011.

“Economic Instruments of National Security Policy.” Graduate course, Security Studies Program, School of Foreign Service, Georgetown University. 2002-2011.

Select Research Reports

Economic Dominance, Financial Technology, and the Future of US Economic Coercion. With Peter Harrell, Elizabeth Rosenberg, David S. Cohen, Daleep Singh, Adam Szubin. Center for a New American Security. 2019.

Financial Technology and National Security. With Peter Harrell, Elizabeth Rosenberg, and Sam Dorshimer. Center for a New American Security. 2019.

The Perception of Terrorist Events to Improve Risk Communication: Understanding the Impact of Near-Miss Events and Terrorist Risk Factors. With Robin Dillon-Merrill. Georgetown University. 2013.

Terrorist Risk Factors: The Perception of Terrorist Events and the Influence of the Near-Miss. With Robin Dillon-Merrill. Georgetown University. 2012.

Intelligence Analysis for Homeland Security. With Robin Dillon-Merrill, Catherine H. Tinsley, Daniel Byman. Georgetown University, Washington DC. 2009 and 2011.

Managing the Dots: The Challenges of Intelligence Sharing for the Homeland Security Enterprise. Center for Peace and Security Studies monograph. Center for Risk and Economic Assessment of Terrorism Events (CREATE). 2010.

In Search of Magic Waters: Overcoming Information Sharing Obstacles for the Homeland Security Enterprise. Center for Risk and Economic Assessment of Terrorism Events (CREATE). 2010.

Economic Analysis of Unrestricted Warfare. Proceedings of the Unrestricted Warfare Symposium. John Hopkins University (available at SSRN: <https://ssrn.com/abstract=1100713>). 2007.

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Select Popular Writing

“Computers May Surpass Humans, but We'll Still Have Jobs. Here's Why”, *USA Today*, March 12, 2020

“Why the coronavirus won't cause widespread violence in the U.S.” *Fortune*, March 28, 2020.

“Why We'll Still Have Jobs When Computers Leap Humans.” *Real Clear Markets*, March 13, 2020.

“Why Do Some Protests Turn Violent and Others Don't?” *Lawfare*, June 19, 2020.

“We Need a New Field of AI to Combat Racial Bias.” *TechCrunch*, July 3, 2020.

“The Behavioral Science Behind Post-Election Violence.” *The Hill*, November 4, 2020.

“A Step Forward in Reforming a Global Banking System that Harbors Criminals.” *The Hill*, December 11, 2020.

“Money Mules in Sheep's Clothing.” *The Wall Street Journal*, January 22, 2021.

“AI and the Future of Bank Compliance: How Do You Know If It Is Working?” *ABA Bank Compliance Magazine*, April 18, 2021.

“Privacy or Security is a False Choice.” *The Hill*, August 2, 2021.

“Ransomware: A Market Problem Deserves a Market Solution.” *TechCrunch*, September 16, 2021.

“Putin's Only Real Vulnerability — the Russian Street.” *The Hill*, March 3, 2022.

“Putting Putin Out of Business.” *The Hill*, April 3, 2022.

“Crypto Anxiety: Should You Worry About Crypto Crime?” *The Hill*, May 16, 2022.

Selected Professional Talks and Presentations

“Machine Learning and AI: From Mitigating Bias to Maximizing Value.” American Bankers Association Regulatory Compliance Conference, June 2022.

“Ethics and Managing the Risk of Artificial Intelligence and Machine Learning.” American Bankers Association Risk Management Conference, March 2022.

“AI and the Future of Bank Compliance: How Do You Know it's Working?” American Bankers Association Conference, May 2021.

“Where There is No Truth, There Can Be No Trust: Understanding Bias in Data Risk Management.” American Bankers Association Regulatory Compliance Conference, June 2021.

“How To Engage in the Fight Against Cyberthreats.” American Bankers Association Regulatory Compliance Conference, July 2020.

“Building the Business Case for Future Technology - Now!” American Bankers Association Financial Crimes Conference, December 2020.

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“Big Data and Artificial Intelligence.” American Bankers Association Financial Fraud Prevention Conference, October 2020.

“Machine Learning, AI, and Managing Compliance Risk: What Does it Mean for Banks of All Sizes?” American Bankers Association Regulatory Compliance Conference, June 2019.

“The Use of AI and ML in Modeling Risk in Banking.” American Bankers Association Risk Quantification Conference, November 2019.

“AI, ML, and the Building Blocks of Financial Fraud.” American Bankers Association Financial Fraud Prevention Conference, November 2019.

“Myths and Realities of AI, and the Impact on Financial Crimes Prevention and Detection.” American Bankers Association Financial Crimes Conference, December 2019.

Patents

“Orchestration techniques for adaptive transaction processing.” With Jacob Shapiro. US Patent App. 17/365,807 (2022).

“Domain-specific negative media search techniques.” With Jeffrey Borowitz. US Patent 10,885,124 (2021).

“Adaptive transaction processing system.” With Harsh Pandya and Jacob Shapiro. US Patent App. 16/210,942 (2020).