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### **Upstate New York's Raymond Institute awards grant for Harvard researcher's book on family business dynasties**

*Harvard's John Davis also named Raymond Research Fellow*

(ALFRED, N.Y., April 26, 2002) – **The George & Robin Raymond Family Business Institute** has awarded a \$20,000 grant to **John Davis**, a senior lecturer of business administration at **Harvard Business School**, Harvard University.

The grant will support Davis' research and writing on ***Legacy of Creation***, a book describing the best practices of successful family companies.

The **Raymond Institute** also has named Davis a Research Fellow.

"*Legacy of Creation* is breaking new ground, explaining why some family enterprises succeed where others fail," Davis says. "My multi-disciplinary observations, blending psychology, sociology and business management, reveal patterns in business family systems that will hopefully seem at once intriguing and familiar to readers. The book will hang together with powerful concepts but will be driven by interesting stories." Davis expects the book -- which will include stories of legendary business dynasties -- to attract not only those involved in family businesses but also anyone interested in business or family topics or biographies.

At Harvard Business School, Davis teaches the MBA elective "Management of the Family Business," which explores the personal, family, career and business issues found in family-owned and managed companies. Davis is also the faculty chair for HBS' Executive Education program, "Families in Business: From Generation to Generation."

"The Raymonds are delighted to formally support the work of John Davis, whom they have known since the late 1980s when they collaborated at the International Managerial Development program in Switzerland," says Dr. Carol Wittmeyer, president of the **Raymond Institute**. "They all share a passion for nurturing family businesses. *Legacy of Creation* will be an outstanding addition to

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John Davis' impressive contributions to the body of knowledge available to family firms seeking to create their own dynasties.”

Davis is a fellow of the Business Family Foundation in Montreal and is a top-rated educational resource for the Young Presidents' Organization. Davis consults globally to family companies on the topics of governance, working with relatives, strategic and succession planning, and professionalizing the family business.

Co-author of *Generation to Generation: Life Cycles of the Family Business*, published by Harvard Business School Press, Davis also has been cited in *The Wall Street Journal*, *The New York Times* and *Family Business Review*.

**The George & Robin Raymond Family Business Institute**, based in Alfred, N.Y., is a not-for-profit corporation dedicated to serving current and future family business leaders. Founded in 2000, the **Raymond Institute** strives to promote greater understanding and appreciation for the rewards and challenges of family business ownership; to prepare the next generation to assume leadership roles in family businesses; and to enhance economic development initiatives in Upstate New York. The **Raymond Institute** creates and sponsors activities designed to assist family businesses, and supports interdisciplinary research and teaching initiatives on family business issues.

For more information, call 607-587-9695 or visit [www.raymondinstitute.org](http://www.raymondinstitute.org).

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