

Kipling M. Pirkle

Williams School of Commerce
Washington and Lee University
Lexington, VA 24450

(540) 458-8719
pirklek@wlu.edu

EDUCATION

- Ph.D.** Management, Clemson University, 1985
M.B.A. Finance and Management, University of Georgia, 1978
B.B.A. Accounting, University of Georgia, 1976, cum laude

ACADEMIC EXPERIENCE

- 1989-present** **Washington & Lee University**, Full professor since 1998. Department Head 1995-2000, 2004-2006. Co-Director, New York Internship Program. Teaching areas: strategic management, entrepreneurship, international business.
- 2003-2004** **University of Georgia**, Visiting Professor. Teaching areas: strategic management, international business, entrepreneurship, undergraduate & MBA.
- 1986-1989** **Old Dominion University**, Assistant Professor. Teaching areas: strategic management, entrepreneurship, undergraduate & MBA.
- 1984-1986** **Furman University**, Assistant Professor. Teaching areas: strategic management, statistics, managerial accounting.

BUSINESS EXPERIENCE

- 1999-present** Partner, Classic Links, a golf industry consulting firm. Responsible for new project development and financial forecasting, monthly accounting, and tax return preparation.
- 1999** Full-time manager, Course Crafters, a golf course construction and renovation firm. Ongoing relationship in a consulting capacity.
- 1997-present** Lexington Retirement Community, board member and Treasurer. Planning, fundraising, and financial advice for \$19 million assisted-living retirement community.
- 1993-1994** Full-time consultant with **Quality Associates** of Clemson, S.C. while on sabbatical leave. Designed and offered training programs and statistical analysis at the plant level for various organizations, including Ethyl, Hoechst Celanese, Levi, Monsanto, SCM Chemicals, and the USDA.
- 1982-1984** **Clemson University**, consultant with the Small Business Development Center.

Conducted seminars and assisted business owners one-on-one in accounting system design, business valuation, tax planning, etc. Author of numerous business plans.

1980-1985 Managing partner for real estate partnership. Responsible for overall financial management.

1978-1982 Owned and operated a **Padgett Business Services** franchise, providing monthly financial statements, payroll filings, loan packaging, business valuation, and general consulting. Tripled the billings before selling to return to graduate school.

RECENT COMMITTEE WORK

- W&L Faculty and Staff Fringe Benefits Committee
- W&L Institutional Effectiveness Committee
- W&L Capital Space and Planning Committee
- W&L Departmental Assessment Committee
- Williams School Strategic Plan, External Relations Task Force Chairman
- Williams School Strategic Plan, Measurements Committee Chairman
- Departmental Promotion and Tenure Committee

RECENT CONSULTING WORK

- Washington and Lee Alumni College, “Globalization: The New World Order”
- Presbyterian College, SACS reviewer, Department of Economics & Business Administration
- Business valuation for a real estate development project in Northeast Georgia
- University Computing, Washington & Lee, directed a year-long strategic planning process
- Rockbridge Area Hospice, ongoing consultant for strategic planning

PROFESSIONAL DEVELOPMENT SEMINAR TOPICS OFFERED

- Strategic Planning
- Writing a Business Plan
- Business Valuation
- Financial Planning for Small Businesses
- Total Quality Management
- Statistical Process Control

INTERNATIONAL EXPERIENCE

- Summer 2005, CIEE faculty development seminar on the European Union, Brussels, Belgium
- Summer 2004, faculty workshop, Denmark's International Study Program, Copenhagen
- Summer 2000, grant from the Freeman Foundation for a month-long tour of Japan and China
- Summer 1997, took 40 contact hours in courses on international business and finance, University of South Carolina
- Summer 1995, 1996, 1998 provided training and consulting for various businesses, Prague, Czech Republic and Sofia, Bulgaria
- Summer 1993, provided training and consulting at St. Petersburg State Technical University, St. Petersburg, Russia

ACADEMIC PRESENTATIONS & PUBLICATIONS

- "Predictions for European Venture Capital," Southeast Decision Sciences Institute, February 2005. Proceedings.
- "How Much Debt Can a Borrower Afford?" Kester, George W., Scott A. Hoover, and Kipling M. Pirkle, The Risk Management Association Journal, November 2004, pp. 46-51.
- "Private Equity in Central Europe," Southeast Decision Sciences Institute, February 2004. Proceedings.
- Encyclopedia of Health Care Management, 2003. Contributing author, edited by Mike Stahl, Sage Publications.
- "European Venture Capital: On the Rise," Southeast Decision Sciences Institute, February 2002. Proceedings.
- "Peer Review of Teaching: An Examination of Experiences at Four Universities," Southeast Decision Sciences Institute, 1999. Proceedings.
- "New Venture Creation," Invited Lecturer Series, American University in Bulgaria, 1998
- "Teaching the Normal Distribution with Control Charts," Association for Business Simulation and Experiential Learning, 1995.
- "The Theory of Constraints & Family Business," Family Firm Institute, 1992 Proceedings.
- "Theory of Constraints for Small Business," International Council for Small Business, 1992.
- "University Employees as Entrepreneurs," Association of Management, 1990. Proceedings.
- "Acquisition, Financial Diversification and the Capital Asset Pricing Model," Chapter 2 of Strategic Executive Decisions, Quorum Books, New York, 1989.
- "Family Problems of Small Businesses," United States Association of Small Business and Entrepreneurship, 1988. Proceedings.
- "Integrating the Theories of Finance and Strategic Management for Acquisition Decisions," Midwest Business Administration Association, 1988. Proceedings.
- "A Study of Entrepreneurship in State Government Employees," Midwest Business Administration Association, 1988. Proceedings.

- “An Empirical Test of the Capital Asset Pricing Model for Acquisition Decisions,” Business Journal, Spring 1988, pp. 5-11.
- “An Empirical Test of the Capital Asset Pricing Model for Acquisition Decisions,” National Decision Sciences Institute, 1986. Proceedings.

GRANTS

- 2005, CIEE study of European Union, Brussels, Belgium, \$5000
- 2003-2004 Washington and Lee, sabbatical research grant, \$10,000
- 2000, Freeman Foundation study tour, \$8000
- 1995, Washington & Lee, New Learning Technologies, \$2000
- 1993-94, Washington & Lee, Class of 1962 Fellow - \$12,200
- 1989-1992, Washington & Lee, study of family businesses - \$7737
- 1989, VA Center for Innovation and Technology, role of ODU in Hampton Roads - \$17,000
- 1988, Old Dominion University Research Fellowship - \$3000