

**KATHRYN
GRINER**
Master Lecturer
kgriner@bu.edu

Experience

BOSTON UNIVERSITY, QUESTROM SCHOOL OF BUSINESS

1994 - Present

Master Lecturer - Department of Finance

Primarily responsible for teaching "Introduction to Financial Management" to undergraduate business students. Former faculty head of the finance teaching team and curriculum development. Created new senior elective, "Introduction to Investment Banking". Also have experience teaching "Introduction to Marketing" as well as undergraduate electives, "Money, Financial Markets and Economic Activity" and "Corporate Finance". Previously Course Head for "The Cross Functional Core", the junior year undergraduate curriculum involving the annual coordination of over 40 sections of Finance, Marketing, Operations and Information Systems. Previously on the Academic Conduct, Scholarship, Undergraduate Program Development and Technology Committees. Served on Search Committee for new Dean of Undergraduate Programs (2013) as well as on the Committee to study the feasibility of one year Master of Science in Business Studies. Former faculty advisor to MBA and Undergraduate Finance Clubs.

Received Boston University School of Management Broderick Prize for Excellence in Teaching, 2015 as well as Broderick Prize for Service to the Undergraduate Programs, 2001.

THE MICHEL/SHAKED GROUP

1994- 1999

Affiliated Expert

Provided financial expert advice on valuation and damages. Expert testimony included opinions on valuation, initial public offerings, debt offerings and related damages. Expert advice on appropriate company disclosure and appropriate due diligence into company activities.

CREDIT SUISSE FIRST BOSTON

1987-1994

Vice President, Investment Banking Department, New York and Boston

Member of the General Corporate Finance Group. Responsible for executing transactions and advising industrial and technology accounts in the New England region. Worked with a variety of clients in several industries, ranging in size from start-up companies with no sales to companies with over \$20 billion in annual sales. Total transaction experience exceeds 40, involving over \$11 billion. Advised clients on a variety of assignments including initial public offerings, public debt and equity financings, private placements, valuations, mergers, acquisitions, divestitures and takeover defense. Worked on \$3 billion spin-off, including related restructuring and \$1 billion financing. Actively involved in training and recruiting new employees. Managed Wellesley College Analyst recruiting and actively involved in Harvard Business School Associate and Summer Associate recruiting.

SMITH BARNEY, HARRIS UPHAM & CO.**Corporate Finance Analyst, Technology Group, San Francisco, CA 1983-1985**

Collaborated on major analysis which resulted in \$125 million merger in the software industry. Prepared underwriting and internal selling documents for initial public offerings

Education**HARVARD BUSINESS SCHOOL, Boston, MA****1985-1987**

Received Master in Business Administration with Second Year Honors.

WELLESLEY COLLEGE, Wellesley, MA**1978-1982**

Received Bachelor of Arts degree in Economics. Elected to *Phi Beta Kappa* and awarded highest academic honors. Varsity Tennis 1978-1982; Elected Captain and MVP Varsity Tennis 1982; Participated in Division III Nationals, 1982.

**Course
Descriptions****Introduction to Financial Management (FE 323)**

Junior requirement - component of SM 323, The Cross Functional Core. Introduces students to the themes of financial decision making, valuation and risk management. Introduction to securities valuation. portfolio diversification, options and the cost of capital. The focus is on the problems of forecasting, capital budgeting, project risk management and financing in a cross functional context. A semester long business plan project explores the interaction between marketing, operations, information systems and finance. (1994-Present)

Introduction to Financial Management (FE 101)

2 credit course, freshmen requirement (gateway into Questrom).- Introduces students to the themes of financial decision making, valuation and risk management. Introduction to securities valuation.

Introduction to Investment Banking (FE 454)

Developed this new senior course provides an overview of the economic functions provided by investment banks including a history of the industry, current events, and the difference between large, full service investment banks and smaller, boutique firms. Topics include: What do investment bankers do? What are the different types of analyses performed by investment bankers? What are the various types of financial securities? What is the underwriting process and how are securities priced? The course will focus on the issuing process and pricing for equity, fixed income, and equity-linked securities. The course will also focus on the role of investment banks in mergers, acquisitions, divestitures, and other restructuring. Additional topics include equity research, capital markets, institutional sales, trading, asset management, securitization, industry regulations, as well as typical career paths and opportunities. (2009-Present)

Committee Assignments

- Academic Conduct Committee
- Scholarship Committee
- Undergraduate Program Development Committee
- Technology Committee.
- Cross Functional Core Design Team
- Search Committee for Dean of Undergraduate Programs Committee for Feasibility of One Year Master in Business Studies

