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OFFICE OF EXECUTIVE EDUCATION (OEE)
Leading a Real Estate Company Program
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INSTRUCTORS



JOHN MACOMBER is a member of the Finance faculty at Harvard Business School. His professional background includes leadership of real estate, construction, services, and technology businesses. He is the former Chairman and CEO of the George B H Macomber Company, a large regional general contractor whose clients included Harvard, MIT, EMC, Fidelity, CISCO, Childrens Hospital, Wyeth, and the WGBH Foundation. He is a principal in several real estate partnerships in Massachusetts. At HBS, he teaches several Real Property courses in the elective curriculum. Mr. Macomber has been a lecturer at MIT in Civil Engineering and Real Estate for almost 20 years, and still teaches a course there in Real Estate Sustainability. Past courses taught have included both Strategy and E-Business in Real Estate and Construction. He is an adviser to and frequent instructor in Executive Education for both HBS and the Harvard Design School. In the community, Mr. Macomber is active with Young Presidents Organization (YPO), Boys and Girls Clubs of Boston, the Appalachian Mountain Club, and Mount Auburn Hospital. He serves on the boards of Boston Private Bank and of Vela Systems, an Internet services firm in the real estate and construction market. He is an advisor to several other real estate, design, and construction organizations.



EDWARD MARCHANT is an adjunct lecturer in public policy at Harvard's Kennedy School of Government, and teaches courses on real estate development and finance as well as on the development, financing, and management of affordable housing. He also serves as a faculty member in Harvard's Executive Education Programs sponsored by the Kennedy School, the Extension School, the Graduate School of Design, and the Divinity School. As a real estate professional working at the Community Builders, Inc., and later at John M. Corcoran Co., Mr. Marchant was actively involved in the development, financing, construction, and management of affordable housing, offices, and R&D real estate assets for more than 20 years. He has been an independent real estate advisor since 1990, and his clients include nonprofit and for-profit developers and investors, higher-education institutions, and governmental housing agencies. Mr. Marchant received a B.A. from Cornell University and an M.B.A. from the Harvard Business School.



ALLEN MICHEL is a Professor of Finance at Boston University's School of Management where he teaches courses in Corporate Finance and served previously as chairman of the Finance/Economics department. He was also a founder of the Michel-Shaked Group, a consulting firm focusing on providing expert testimony to attorneys nationwide. Cases on which he has worked include many prominent valuation, bankruptcy, pensions, damages and securities matters. He has often provided testimony in federal district courts, bankruptcy courts, district courts and state courts. Dr. Michel sold his interest in the business in 2005. He has served as an advisor to government agencies, domestic and international companies and has lectured extensively throughout the world. In addition he worked with more than one hundred entrepreneurial companies on developing and implementing their business plans. Dr. Michel has written three books and more than fifty scholarly articles. Among his awards is the citation of a co-authored article by Dr. Michel in the Journal of Risk and Insurance as the best article of the year and another article listed by the Financial Management as one of the ten most frequently cited articles in that journal over the previous 25 years. He was the co-director of the Institute of Chartered Pension Professionals, an organization providing certification to Pension Professionals in areas such as equity, fixed income, economics, fiduciary responsibility and portfolio management. In

addition to his academic writing and professional activities he has appeared as a television commentator more than 75 times and has been quoted in such newspapers as The New York Times, The Wall Street Journal, and USA Today. Dr. Michel has also testified on tax policy in mergers and acquisitions to the House Ways and Means Committee in Washington, D.C. He received his Ph.D. from Cornell University, an M.A. from Yale University and a B.S. from Carnegie-Mellon University. Recently, he has served as President of the Jewish Community Center in Newton, Massachusetts.



RICHARD PEISER was appointed the first Michael D. Spear Professor of Real Estate Development at the Harvard University Graduate School of Design in 1998. His primary research has focused on developing an understanding of the response of real estate developers to the marketplace and to the institutional environment in which they operate, particularly in the areas of urban redevelopment, affordable housing, and suburban sprawl. Professor Peiser is the author of *Professional Real Estate Development: The ULI Guide to the Business* and *Reducing Crime through Real Estate Development and Management* as well as numerous articles on real estate finance, urban sprawl, low-income housing, and management of development firms. Through his development company and various partnerships, he has been active in apartment and housing development and in repositioning industrial properties. He is a former trustee of the Urban Land Institute.



WILLIAM POORVU is the Class of 1961 Adjunct Professor in Entrepreneurship, Emeritus at Harvard Business School, where he taught Real Property Asset Management and Field Studies in Real Property courses since the 1970s to 2002. From 1968 to 1977, Prof. Poorvu was Senior Lecturer in the Department of City and Regional Planning at the Harvard University Graduate School of Design. He has developed many of the most popular real estate teaching cases used in programs throughout the United States. His research concentrates on the entrepreneurial process in large and small companies, capital formation in real estate, and the growth and operation of real estate companies and family businesses. He is the author of a casebook entitled *The Real Estate Challenge: Capitalizing on Change* (1996), as well as *Real Estate: A Case Study Approach*, (1993). His most recent book is *The Real Estate Game: The Intelligent Guide to Decision-Making and Investment* (1999). He has served as the managing partner in a number of real estate companies and as Chairman of the advisory committee of the Baupost Group, Inc., an investment advisory firm.



GLORIA SCHUCK is a lecturer in the Department of Urban Studies and Planning at Massachusetts Institute of Technology (MIT). She teaches the core course Managing and Real Estate Industry at the Center for Real Estate. While teaching the course, Dr. Schuck has supervised student research that has led to the development of more than seventy-five real estate management/organization case studies. She also designed and taught a new exploratory seminar at MIT this year called, "Beyond the Numbers in Real Estate: Managing Successful Deals." Dr. Schuck also served for two years as the Director of Education for the Center of Real Estate. Prior to her involvement with the Center, Dr. Schuck conducted research at the MIT Center for Information Systems Research and was a lecturer at the Sloan School of Management. Before coming to MIT, she was a research associate at the Harvard Business School. In addition to her work at MIT and Harvard, Dr. Schuck has consulted to a wide range of companies in the financial, manufacturing, telecommunications, and retail industries. A significant amount of this work was done in global companies as they thought through how to be competitive in the future. She also has consulted with public sector organizations and utility companies to redefine the regulatory relationship. Dr. Schuck earned her PhD from Harvard University.



PROF. DR. KARL-WERNER SCHULTE was appointed the professorship of the Chair of Business Administration, in particular Investment and Finance, at the European Business School International University Schloss Reichartshausen (EBS) in 1986. In 1990 he founded the EBS Real Estate Academy and has been its academic and managing director till 2006. In 1994, he held the Endowed Chair of Real Estate at EBS, which became later the EBS Department of Real Estate by the appointment of further professors and was lead by Prof. Dr. Schulte for several years. In autumn 2006 he moved together with most of his colleagues to the International Real Estate Business School (IRE|BS) at the University of Regensburg, which has become one of the three biggest academic real estate centres worldwide in the meantime. Among his special honours are the presidency of the European Real Estate Society (ERES) and the International Real Estate Society (IRES). Since 2006 he is responsible for promoting Real Estate Education and Research in Africa as an IRES Director. Prof. Dr. Schulte has been elected as an Honorary Member of the Royal Institution of Chartered Surveyors (HonRICS). For his outstanding achievements in the academic field he received in 1999 the IRES Service Award, in June 2001 the ERES Achievement Award and in Summer 2005 the Award of Excellence of the German Council of Shopping Centers e.V as well as the ULI Germany Leadership Award. The American real estate institution CRE (Counselors of Real Estate) has accepted Prof. Dr. Schulte as first German member. As a member of numerous advisory and editorial boards of renowned real estate companies and academic journals such as GIF and IMMOEBS, Prof. Dr. Schulte links practical and theoretical aspects of real estate. Many of his publications have become key literature of the discipline in Germany.



BING WANG teaches design and development courses at the GSD. She also holds a three-year appointment as Visiting Professor in Urban Planning and Property Development program at the School of the Built Environment, University of Ulster in UK. Regarding her professional practice, Dr. Wang is a design partner of HyperBina, Inc., a Boston-based design/planning firm; and a principal and managing partner of the China Real Estate Investment Company in Shanghai. Dr. Wang received her B.Arch from Tsinghua University, her MAUD and Doctor of Design from Harvard University. Dr. Wang's academic research focuses on the interplay between formal representations of a society and its underlying economic driving force and social structure. Her research has been published in *Journal of Real Estate Portfolio Management*, *Urban Land Asia* and working papers for Lincoln Institute of Land Policy. Her forthcoming book *The Structuring of the Architectural Profession in Modern China* based on her doctoral dissertation is scheduled to be published in 2006. Dr. Wang worked as an investment consultant for Lehman Brothers' Global Commercial Real Estate Group and Principal Transaction Group in their Tokyo headquarters. Her focus has been on large-scale real estate investment projects in Asia. Dr. Wang's design firm HyperBina, Inc. has consulted on design and community planning for Boston real estate firms and governmental entities in China. As a professional designer, Dr. Wang has been involved in the design projects of residential complexes in Beijing, a library for Beijing University, an indoor stadium for Rochester Institute of Technology in New York, and single-family houses in Weston, Massachusetts. Her firm is currently undertaking urban design/master planning of a 461-acre project on a series of islands in Dianshan Lake of Shanghai.



JAY WICKERSHAM is a Lecturer in the Urban Planning and Design Department at the Harvard University Graduate School of Design. Mr. Wickersham teaches courses in planning and environmental law. An architect and lawyer, Wickersham is a partner of Noble & Wickersham LLP, a Cambridge, Massachusetts environmental and construction law firm. From 1998 to 20002 he was Assistant Secretary of Environmental Affairs, Commonwealth of Massachusetts, and director of the Massachusetts Environmental Policy Act (MEPA) office, which reviews all major public and private projects statewide. He has written and lectured widely on planning and environmental law issues and is a contributing author to *The Law of Zoning and Planning* (A. H. Rathkopf and D. A. Rathkopf, eds.). He has taught architectural history and design at Northeastern University, and served as architecture editor for Art New England. He received his BA from Yale University, his MArch from the Harvard University Graduate School of Design, and his JD from Harvard Law School, where he was an editor of the Harvard Environmental Law Review.
