

## Kipling M. Pirkle

1108 Scheppegrell Drive  
Hendersonville, NC 28791

540.460.8036 (cell)  
[pirklek@wlu.edu](mailto:pirklek@wlu.edu)

### EDUCATION

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

### ACADEMIC EXPERIENCE

- 2017-present** **Southern Wesleyan University**, Full Professor. Teaching areas: strategic management, operations management, entrepreneurship, project management. Undergraduate & MBA
- 2015-present** **Washington & Lee University**, Teaching areas: strategic management, business for non-majors, international business
- Fall 2014** **University of Iowa**, Visiting Professor. CIMBA program in Paderno del Grappa, Italy. Teaching areas: international business, strategic management.
- 2008-2014** **University of Georgia**, Full-time Lecturer. Teaching areas: international business, leadership, strategic management, entrepreneurship, undergraduate, MBA & EMBA.
- 1989-2008** **Washington & Lee University**, Full Professor 1998. Department Head 1995-2000, 2004-2006. Co-Director, New York Internship Program. Teaching areas: strategic management, entrepreneurship, international business, statistics.
- 2003-2004** **University of Georgia**, Visiting Lecturer. Teaching areas: strategic management, entrepreneurship, international business.
- 1986-1989** **Old Dominion University**, Assistant Professor. Teaching areas: strategic management, undergraduate & MBA.
- 1984-1986** **Furman University**, Assistant Professor. Teaching areas: strategic management, entrepreneurship, statistics.

### BUSINESS EXPERIENCE

- 1999-2008** Partner, Classic Links, a golf industry consulting firm. Responsible for new project development and financial forecasting, tax return preparation.
- 1999** Full-time manager, Course Crafters, a golf course construction and renovation firm. Ongoing relationship in a consulting capacity.
- 1997-2008** Lexington Retirement Community, Board Member and Treasurer. Planning and financial advice for \$45 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 for 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 & assisted business owners one-on-one in accounting systems, business valuation, tax planning. 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 billings before selling to return to graduate school.

### **COMMITTEE WORK**

- University of Georgia, Terry College of Business Undergraduate Program Committee
- University of Georgia, Terry College Study Abroad and Foreign Exchange Committee
- University of Georgia, Terry College of Business International Education Committee
- Washington & Lee International Education Committee
- Washington & Lee Faculty and Staff Fringe Benefits Committee
- Washington & Lee Institutional Effectiveness Committee
- Washington & Lee Capital Space and Planning Committee
- Washington & Lee Departmental Assessment Committee
- Washington & Lee Business School Strategic Plan, External Relations Task Force Chairman
- Washington & Lee Business School Strategic Plan, Measurements Committee Chairman
- Washington & Lee Departmental Promotion and Tenure Committee

### **RECENT CONSULTING WORK**

- Author for Mindojo, Inc., developing online review course for the CFA Institute
- Business valuation for a real estate development project in Northeast Georgia
- Cash flow and valuation for a real estate partnership
- Business valuation for an Atlanta retail business (private placement by a European supplier)
- Feasibility study for a community bank
- Wittenberg University, external evaluation, Department of Management
- Board Member, Kendal at Lexington, a continuing care retirement community
- Presbyterian College, SACS reviewer, Department of Business Administration

### **PROFESSIONAL DEVELOPMENT SEMINAR TOPICS OFFERED**

- Business Valuation
- Financial Statement Analysis
- Writing a Business Plan
- Business Statistics & Statistical Process Control
- Total Quality Management

## INTERNATIONAL EXPERIENCE

- 2014, University of Iowa, CIMBA program in Italy
- 2011, Terry Travels to Eastern Europe
- 2010, UGA MBA trip to China (Shanghai, Beijing)
- 2007, student trip to China (Shanghai, Hangzhou, Wuhan, Beijing)
- 2005, CIEE faculty development seminar on the EU, Brussels, Belgium
- 2004, faculty workshop, Denmark's International Study Program, Copenhagen
- 2000, grant from the Freeman Foundation for a month-long tour of Japan & China
- 1997, 40 hours in international business and finance, University of South Carolina
- 1995, 1996, 1998, training and consulting, Prague, Czech Republic and Sofia, Bulgaria
- 1993, training and consulting St. Petersburg State Technical University, Russia

## ACADEMIC ACTIVITY

- Pirkle, K. (2020). "Teaching the Normal Distribution: An Applied Perspective Using Statistical Process Control," Annual meeting of the Center for Scholastic Inquiry Proceedings.
- Bernard, R. (2016, July 11). 2016's Best Large Cities to Live in. <https://wallethub.com/edu/best-worst-large-cities-to-live-in/14358/#kipling-m-pirkle>
- Kester, G.W., Hoover, S.A., Pirkle, K.M. (2015). Debt Capacity Revisited: A Lesson Hopefully Learned from the Global Financial Crisis, *The Risk Management Association Journal*, 98(1), 70-76.
- Pirkle, K. (2013). "21<sup>st</sup> Century Brazil," Annual meeting of the Global Business, Economics and Finance Research Conference Proceedings.
- Pirkle, K. (2012). Invited participant, McGraw-Hill Symposium on teaching Principles of Management.
- Pirkle, K. (2012). "Is Kazakhstan Poised to Have a Seat at the World Economic Table?" Annual meeting of the International Management Research Academy Proceedings.
- Pirkle, K. (2011) "North Georgia Ace: A Co-op Decision in the Retail Hardware Industry," Annual meeting of the World Association for Case Method Research & Applications Proceedings.
- Pirkle, K. (2011). Paper reviewer, Annual meeting of the World Association for Case Method Research & Applications.
- Pirkle, K. (2010). Paper reviewer, Annual meeting of the Organizational Behavior Teaching Conference.
- Pirkle, K. (2010). Invited participant, McGraw-Hill Symposium on Principles of Management.
- Pirkle, K. (2009). "Valley Real Estate Fund 2006," Annual meeting of the World Association for Case Method Research & Applications Proceedings.
- Kester, G.W., Hoover, S.A., Pirkle, K.M. (2007) How Much Debt Can a Borrower Afford? Cash Flow Analysis, The Risk Management Association, Philadelphia (Reprinted from The RMA Journal).
- Pirkle, K. (contributing editor), H. James Williams (2007). *Introduction to Business*. HarperCollins.
- Pirkle, K. (contributor), Millon, D. (2007). Piercing the Corporate Veil, Financial Responsibility, and the Limits of Limited Liability, *Emory Law Journal*, 56(5).
- Pirkle, K. (2007). "China's Economic Growth: Environmental Consequences," Annual meeting of the Southeast Decision Sciences Institute.
- Pirkle, K. (2005). "Predictions for European Venture Capital," Annual meeting of the Southeast Decision Sciences Institute Proceedings.

- Kester, G.W., Hoover, S.A., Pirkle, K.M. (2004). How Much Debt Can a Borrower Afford? *The Risk Management Association Journal*, 87(3), 46-51.
- Pirkle, K. (2004). "Private Equity in Central Europe," Annual meeting of the Southeast Decision Sciences Institute Proceedings.
- Pirkle, K. (contributing author), Stahl, M. (editor) (2003). *Encyclopedia of Health Care Management*. Sage Publications.
- Pirkle, K. (2002). "European Venture Capital: On the Rise," Annual meeting of the Southeast Decision Sciences Institute Proceedings.
- Herring, B, Pirkle, K. (1999). "Peer Review of Teaching: An Examination of Experiences at Four Universities," Annual meeting of the Southeast Decision Sciences Institute Proceedings.
- Pirkle, K. (1998). "New Venture Creation," Invited Lecturer Series, American University in Bulgaria.
- Pirkle, K. (1995). "Teaching the Normal Distribution with Control Charts," Annual meeting of the Association for Business Simulation and Experiential Learning.
- DeVogt, J., Pirkle, K. (1992). "The Theory of Constraints & Family Business," Annual meeting of the Family Firm Institute Proceedings.
- DeVogt, J., Pirkle, K. (1992). "Theory of Constraints for Small Business," Annual meeting of the International Council for Small Business.
- Pirkle, K. (1990). "University Employees as Entrepreneurs," Annual meeting of the Association of Management Proceedings.
- Pirkle, K. (1989). "Acquisition, Financial Diversification and the Capital Asset Pricing Model," *Strategic Executive Decisions* (Chapter 2). New York, NY: Quorum Books,
- Pirkle, K. (1988). "Family Problems of Small Businesses," Annual meeting of the United States Association of Small Business and Entrepreneurship Proceedings.
- Pirkle, K. (1988). "Integrating the Theories of Finance and Strategic Management for Acquisition Decisions," Annual meeting of the Midwest Business Administration Association Proceedings.
- Pirkle, K. (1988). "A Study of Entrepreneurship in State Government Employees," Annual meeting of the Midwest Business Administration Association Proceedings.
- Pirkle, K. (1988). An Empirical Test of the Capital Asset Pricing Model for Acquisition Decisions, *Business Journal*, Spring 1988 (4), 5-11.
- Pirkle, K. (1986). "for Acquisition Decisions," Annual meeting of the National Decision Sciences Institute Proceedings.

## **GRANTS & AWARDS**

- 2009 University of Georgia, Alpha Kappa Psi Management Teacher of the Year
- 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