Case Studies
Author, coauthor or supervisor of 425 items of teaching material, including 276 case studies, and technical notes, 12 video case supplements and 137 teaching notes. Writer and editor of four editions of *Case Studies in Finance: Managing for Corporate Value Creation* (1990, 1994, 1999, and 2002, Burr Ridge: McGraw-Hill/Irwin) in which a number of these cases appear. The following list is in approximate chronological order.

3. "UV Industries" (HBS 4-280-072).
4. "Firestone/Borg-Warner" (HBS 4-280-105)
5. "Ashland Oil" (HBS 1-281-039)
6. "United Refining Company (A)" (UVA-F-517)
7. "United Refining Company (B)" (UVA-F-518)
8. "Cleveland-Cliffs Mining Company" (UVA-F-513)
9. "Brown-Forman Distillers Corporation" (UVA-F-541)
11. "Duke Power Company (B)" (UVA-F-562)
12. "Duke Power Company (C)" (UVA-F-563)
13. "Note on the Sustainable Dividend Growth Rate" (UVA-F-581)
14. "Delta and Eastern Airlines" (UVA-F-612)
15. "Note on the Air Transport Industry" (UVA-F-582)
16. "Boeing/McDonnell-Douglas" (UVA-F-613)
17. "Note on the Air Frame Industry" (UVA-F-613)
18. "Economy Shipping (B)" (UVA-F-565)
19. "Economy Shipping (C)" (UVA-F-566)
21. "Martha Morgan's Interviews" (UVA-F-609)
22. "Martha Morgan's Other Interviews" (UVA-F-610)
24. "Background Note: Setting Corporate Financial Goals and Evaluating Performance" (UVA-F-615)
25. "Background Note: Formulating Corporate Financial Strategy" (UVA-F-616)
26. "Potomac Paper" (UVA-F-585)
27. "Sturbridge Industries" (UVA-F-600)
29. "Chrysler's Warrants, September 1983" (UVA-F-682)
30. "Choosing Among Different Valuation Approaches" (UVA-F-720)
32. "Three Restructurings with Trusts and Partnerships" (UVA-F-747)
33. "Corporate Restructuring and the Master Limited Partnership" (UVA-F-723)
34. "Design Technologies Inc." (UVA-F-686)
35. "Walt Disney Productions, June 1984" (UVA-F-676)
36. "HPSC Inc. (A)" (UVA-F-740)
37. "HPSC Inc. (B)" (UVA-F-741)
38. "HPSC Inc. (C)" (UVA-F-742)
39. "Market Imperfections as a Rationale for Corporate Organization and Restructuring" (UVA-F-722)
40. "Merit Marine Inc." (UVA-F-678)
41. "Morgan Stanley Group, Inc." (UVA-F-719)
42. "Pacific Northwest Cable Television Inc." (UVA-F-724)
43. "L.S. Starrett Co." (UVA-F-673)
44. "Leveraged Employee Stock Ownership Plans" (UVA-F-674)
45. "Corporate Finance for Bankers" (UVA-F-744)
46. "Corporate Restructuring" (UVA-F-748)
47. "The Student in the Case Method Environment" (UVA-G-619)
48. "Valuation Exercise Using the HP12C" (UVA-F-752)
49. "Alfin Fragrances" (UVA-F-776)
50. "Aqua Company (A)" (UVA-F-778)
51. "Aqua Company (B)" (UVA-F-779)
52. "Coleco Industries" (UVA-F-775)
53. "De Laurentiis Entertainment Group" (UVA-F-772)
54. "Emerson Electric" (UVA-F-771)
55. "Enercon Corporation" (UVA-F-801)
57. "General Motors--1988" (UVA-F-789)
58. "Hybritech Inc. (A)" (UVA-F-792)
59. "Hybritech Inc. (B)" (UVA-F-793)
60. "Iskall Arno (A)" (UVA-F-780)
61. "Iskall Arno (B)" (UVA-F-781)
62. "Iskall Arno (Abridged)" (UVA-F-814)
63. "Eli Lilly and Company" (UVA-F-794)
64. "Southboro Corporation" (UVA-F-799)
65. "Sprigg Lane (A)" (UVA-QA-302)
66. "Sprigg Lane (B)" (UVA-F-804)
67. "Teletech Inc." (UVA-F-787)
68. "Tonka Corporation" (UVA-F-774)
69. "Vincennes Electric" (UVA-F-786)
70. "Atlantic Southeast Airlines" (UVA-F-797)
71. "Sybron Corporation" (UVA-F-769)
72. "Boston Celtics" (UVA-F-803)
73. "Gifford Bunsen & Company" (UVA-F-784)
74. "DuPont 1909" (UVA-F-796)
75. "Peter Lynch and the Fidelity Magellan Fund" (UVA-F-777)
76. "Investment Detective" (UVA-F-813)
77. "Introduction to Debt Policy and Value" (UVA-F-811)
78. "Flowers Industries (Abridged)" (UVA-F-812)
79. "Societe Generale de Belgique (A)" (UVA-F-845)
80. "Societe Generale de Belgique (B)" (UVA-F-882)
81-97. "Takeover !" (cases A through D4) (UVA-F-842)
98. "Enigma Engineering, Inc." (UVA-F-823)
99. "Revco D.S. Inc. (A)" (UVA-F-821)
100. "Revco D.S. Inc. (B)" (UVA-F-822)
101. "Revco D.S. Inc. (C)" (UVA-F-904)
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103. "Johnstown Corporation" (UVA-F-783)
104. "Spiegel, Inc. (A)" (UVA-F-806)
105. "Spiegel, Inc. (B)" (UVA-F-807)
106. "Spiegel, Inc. (Abridged)" (UVA-F-XXX)
107. "Blue Cross and Blue Shield" (UVA-F-800)
108. "Johnson's Nursery" (UVA-F-790)
110. "Corporate Finance and the HP19B" (UVA-F-XXX)
111. "Marriott: Frankfurt and Dusseldorf" (UVA-F-928)
112. "Cable Southwest L.P." (UVA-F-913)
113. "Sengupta Fibres Ltd." (UVA-F-935)
114. "Adams Inc." (UVA-F-964)
115. "Jindo Corporation" (UVA-F-962)
116. "Groupe Pierre Lessard Ltd." (UVA-F-963)
117. "Gallery of Furs Inc." (UVA-F-965)
118. "Identifying Corporate Financial Policy" (UVA-F-939)
119. "Tactical Execution of Corporate Financing Policy" (UVA-F-940)
120. "Unidentified Financial Structures" (UVA-F-941)
121. "Maturity and Basis Issues in Corporate Financing" (UVA-F-947)
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123. "Primus Automation Division" (UVA-F-950)
124. "A Critical Look at the Self-Sustainable Growth Rate Concept" (UVA-F-951)
125. "United Telecommunications, Inc." (UVA-F-953)
156. "Syracuse Electric Inc." (UVA-F-1041)
158. "British Aerospace PLC (B)" (UVA-F-1048)
159. "Astral Records Ltd. N.A.: Some Financial Concerns" (UVA-F-1065)
160. "Structuring Corporate Financial Policy: Diagnosis of Problems and Evaluation of Strategies" (UVA-F-1054)
161. "Glenayre Electronics Manufacturing (A)"
162. "Glenayre Electronics Manufacturing (B)"
163. "Anna Krzykowiak" (UVA-F-1067)
164. "Janucz Lewandewski" (UVA-F-1068)
166. "Calaveras Vineyards" (UVA-F-1094)
167. "Massive Power Design Corporation" (UVA-F-1086)
169. "Eastern Airlines Bankruptcy (A): Texas Air Corporation" (UVA-F-1090)
170. "Eastern Airlines Bankruptcy (B): The Unions" (UVA-F-1091)
171. "Eastern Airlines Bankruptcy (C): The Ritchie Group" (UVA-F-1092)
172. "Eastern Airlines Bankruptcy (D): The Unsecured Creditors' Committee" (UVA-F-1093)
174. "Renault-Volvo Strategic Alliance (B): September 1993" (UVA-G-0481)
175. "Renault-Volvo Strategic Alliance (C): December 1, 1993" (UVA-G-0482)
176. "Renault-Volvo Strategic Alliance (D): December 2, 1993 and Afterward" (UVA-G-0483)
177. "Renault-Volvo Strategic Alliance (B Abridged)" (UVA-G-0484)
178. "FedEx-UPS: The Package Wars" (UVA-G-0485)
179. "Wellsford Residential Property Trust" (UVA-F-1116)
180. "Holly Residential Properties, Inc." (UVA-F-1117)
183. “The Fidelity Magellan Fund, 1995” (UVA-F-1126)
184. “The Transformation of Allied Signal” (UVA-F-1128)
185. “OmniBank N.A.” (UVA-F-1150)
186. “Beignet Credit Corporation” (UVA-F-1151)
187. “Rocky Mountain Advanced Genome Inc.” (UVA-F-1136)
188. “Tar Products” (UVA-G-0504)
189. “Carbon Materials and Technologies” (UVA-G-0505)
190. “Teletech Corporation, 1996” (UVA-F-1152)
191. “Boston Chicken 4½% Convertible Subordinated Debentures” (UVA-F-1153)
193. “Donaldson, Lufkin, and Jenrette, 1995 (B)” (UVA-F-1146)
194. “Donaldson, Lufkin, and Jenrette, 1995 (Abridged)” (UVA-F-1147)
195. “American Telephone & Telegraph: AT&T/McCaw Merger Negotiation” (UVA-F-1142)
196. “McCaw Cellular Communications: AT&T/McCaw Merger Negotiation” (UVA-F-1143)
197. “Westmoreland Energy, Inc.: Power Project at Zhangzhe, China” (UVA-F-1155)
198. “Warren E. Buffett, 1995” (UVA-F-1160)
199. “PhCN-Tech Corporation, 1996” (UVA-F-1161)
201. “Takeover! 1997 (A): The Target” (UVA-F-1170) (This, and the following three cases are significant revisions of “Takeover!” (Cases A through D4).)
203. “Takeover! 1997 (C): The LBO Firm” (UVA-F-1172)
204. “Takeover! 1997 (D): The White Knight” (UVA-F-1173)
205. “Continental Cablevision/Fintelco Joint Venture” (UVA-F-1149)
206. “Jeanne Mockard at Putnam Investments” (UVA-F-1174)
207. “Polaroid Corporation, 1996” (UVA-F-1181)
208. “Planet Copias & Imagem” (UVA-F-1182)
209. “Kohlberg & Company: Northwestern Steel Investment Negotiation Exercise” (UVA-F-1193)
210. “Management Team: Northwestern Steel Investment Negotiation Exercise” (UVA-F-1194)
211. “Omnibank N.A.: Northwestern Steel Investment Negotiation Exercise” (UVA-F-1195)
212. “Mirth Press, Inc.” (UVA-F-1196)
213. “Northboro Machine Tools” (UVA-F-1208) (A revision of the “Westboro” and “Southboro” cases.)
214. “Paginas Amarelas” (UVA-F-1210)
215. “Rosario Acero” (UVA-F-1210) (A revision of the “Johnstown Steel” case.)
216. “Value_Merge.XLS: When and How to Use the Model” (UVA-F-1213)
217. “The Price of Success at Dow Jones” (UVA-F-1214)
218. “The Hilton-ITT Wars” (UVA-F-1217)
219. “Supplement to Symantec Corporation” (UVA-F-1239)
220. “Chrysler Corporation: Negotiations Between Daimler and Chrysler” (UVA-F-1240)
221. “Daimler-Benz A.G.: Negotiations Between Daimler and Chrysler” (UVA-F-1241)
222. “Genzyme/Geltex Pharmaceuticals Joint Venture” (UVA-F-1254)
223. “Three Active Acquirers” (UVA-F-1255)
226. “Chase Capital Partners: Expansion in Asia” (UVA-G-0554)
227. “Printicomm’s Proposed Acquisition of Digitech: Negotiating Price and Form of Payment” (UVA-F-1264)
228. “Note on Structuring and Valuing Incentive Payments in M&A” (UVA-F-1322)
229. “Kestrel Ventures LLC: August 1999” (UVA-F-1277)
231. “Fleet Financial Group/BankBoston (B): Final Terms and Valuation” (UVA-F-1279)
232. “Structuring Repsol’s Acquisition of YPF S.A.” (UVA-F-1282)
235. “Enron Corporation’s Weather Derivatives (A)” (UVA-F-1299)
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244. “Deutsche Brauerei” (UVA-F-1355)
245. “Nike Inc.” (UVA-F-1353)
246. “Coke vs. Pepsi” (UVA-F-1340)
247. “Fonderia di Torino” (UVA-F-1350)
248. “Diamond Chemicals (A)” (UVA-F-1351)
249. “Diamond Chemicals (B)” (UVA-F-1352)
250. “Euroland Foods” (UVA-F-1356)
251. “Star River” (UVA-F-1361)
252. “Eastboro Machine Tools” (UVA-F-1360)
253. “Threshold Sports LLC” (UVA-F-1347)
254. “AMTRAK Acela Equipment Lease Financing” (UVA-F-1363)
255. “Corning Inc.: Zero Coupon Convertible Debentures” (UVA-F-1339)
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260. “Note to the student: How to study and discuss cases” (UVA-F-1338)
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266. “Hugh McColl and NationsBank: Building a National Footprint through Acquisition” (UVA-F-1398-M)
269. “The Merger of Union Bank of Switzerland and Swiss Bank Corporation (B): Integration Planning” (UVA-F-1422)
270. “The Merger of Union Bank of Switzerland and Swiss Bank Corporation (C): Post-Merger Experience” (UVA-F-1423)
271. “Brazilian Beer Merger Negotiations: Companhia Cervejaria Brahma S.A.” (UVA-F-1418)
273. “The Boeing 7E7” (UVA-F-1449).

Digital Media Teaching Materials (not case studies)
UVA-BAT-1002 “Valuation in Emerging Markets” CD-ROM
UVA-BAT-1005 “An Interview with Mark Mobius” CD-ROM
8286 “Excellence in Case Discussion Leadership,” videotape.
8285 “Four Vignettes in Case Discussion Leadership,” videotape.
4377 “Renault-Volvo Strategic Alliance (A)” (UVA-F-0480), videotape.
4378 “Renault-Volvo Strategic Alliance (B)” (UVA-G-0481 and 0484), videotape.
Digital Media Teaching Materials (not case studies) -- continued
4378 “Renault-Volvo Strategic Alliance (C)” (UVA-G-0483), videotape.
4500 Supplement to “Volvo AB/Regie Nationale des Usines Renault” (UVA-F-1088),
and "Volvo/Renault: The Contest for Corporate Control" (UVA-F-1089),
videotapes.
4479 “The Transformation of AlliedSignal” (UVA-F-1128), videotape.
8284 “Tar Products”(UVA-G-0504) and “Carbon Materials and Technologies” (UVA-G-
0505), videotape.
"Option Pricing" and "Required Rate of Return." These tutorials, co-authored with
Robert Harris and Kenneth Eades, deliver self-paced instruction to students in
selected subjects in finance using CD-ROM technology and multimedia software.
These are in use in MBA programs.