

## GEORGE S. GEIS

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The University of Virginia School of Law  
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### EDUCATION

**The University of Chicago Law School**, Chicago, IL  
J.D., June 1998; with honors  
Member, *The University of Chicago Law Review*, 1996-98

**The University of Chicago Booth School of Business**, Chicago, IL  
M.B.A., June 1998; with honors  
Fields: Economics; International Business; Private Equity  
Graduate Teaching Assistant in Economics

**The University of California**, Berkeley, CA  
B.S., June 1992; alumni scholar; dean's scholar  
Fields: Business Administration; Corporate Finance; Marketing

### ACADEMIC EXPERIENCE

**The University of Virginia School of Law**, Charlottesville, VA  
**Professor of Law**, 2008 -  
**Visiting Associate Professor**, 2007-08  
Faculty Chair: Law and Business Program  
Co-Director: J.D. / M.B.A. Joint Degree Program  
Courses: Contract Law; Corporate Finance; Agency and Partnership;  
Corporations  
Additional Research Interests: Law and Economics; Corporate Governance;  
International Economic Development; Law and Technology  
Committee Service: Admissions; Faculty Workshops; Law & Business

**The University of Alabama School of Law**, Tuscaloosa, AL  
**Associate Professor**, fall 2006-07  
**Assistant Professor**, 2003-06  
**Appointed to the Graduate School of Business Faculty (by courtesy)**  
Faculty Director: J.D. / M.B.A. Joint Degree Program  
Courses: Contract Law I and II; Corporate Finance; Agency and Partnership;  
Business Planning

Committee Service: Colloquium (Co-Chair); Self-Study; Chair Appointments;  
International Programs (LL.M.); Career Services

**The Indian School of Business, Hyderabad, India**

**Visiting Professor**, Spring 2002, Winter 2005-06, Fall 2006, Winter 2007-08  
Affiliated faculty to the Wadhvani Centre for Entrepreneurial Development  
Courses: Outsourcing and Information Technology Based Businesses;  
Telecommunications in Business

**PREVIOUS POSITIONS AND EXPERIENCE**

**McKinsey & Company, Chicago, IL; Los Angeles, CA**

**Engagement Manager**, 2001 to 2003

**Associate**, Summer 1997, 1998 to 2001

Practice Areas: Corporate Strategy; Mergers, Acquisitions, and Alliances; Sales  
and Marketing; Media and Entertainment; Technology

**Wachtell, Lipton, Rosen & Katz, New York, NY**

**Associate**, Summer 1996

**Munger, Tolles & Olson LLP, Los Angeles, CA**

**Associate**, Summer 1996

**Arthur Andersen, Los Angeles, CA**

**Associate**, 1992 to 1994

**SCHOLARLY PUBLICATIONS AND WORKS IN PROGRESS**

ARTICLES

*The Space between Markets and Hierarchies* 95 Virginia Law Review (forthcoming March 2009) (examining theories of the firm from a financial and operational governance perspective via business outsourcing transactions).

*Automating Contract Law*, 83 New York University Law Review 450 (2008) (exploring the use of knowledge management technology and meaning based computing to conduct empirical and economic analysis in contract law).

*Economics as Context for Contract Law*, 75 University of Chicago Law Review 569 (2008) (reviewing Victor Goldberg's *FRAMING CONTRACT LAW*).

*Can Independent Blockholding Really Play Much of a Role in Indian Corporate Governance Reform?*, 3 Corporate Governance Law Review 283 (2007) (investigating the role of large institutional investors in India's corporate governance reforms).

*Business Outsourcing and the Agency Cost Problem*, 82 Notre Dame Law Review 955 (2007) (using primary research on business outsourcing contracts to explore methods for mitigating agency cost risks); reprinted 49 Corporate Practice Commentator 271 (2007).

*An Embedded Options Theory of Indefinite Contracts*, 90 Minnesota Law Review 1664 (2006) (assessing the creation of embedded options through contractual ambiguity and the proper scope of the indefiniteness doctrine in contract law).

*An Experiment in the Optimal Precision of Contract Default Rules*, 80 Tulane Law Review 1109 (2006) (empirically studying default rule precision and the tradeoffs from tailoring contract law default rules to a single buyer, a single market, or an entire legal system).

*Empirically Assessing Hadley v. Baxendale*, 32 Florida State University Law Review 897 (2005) (drawing upon willingness-to-pay studies in the field of marketing to empirically assess the consequential damages default rule articulated in *Hadley*).

## BOOKS

DIGITAL DEALS: STRATEGIES FOR SELECTING AND STRUCTURING PARTNERSHIPS (McGraw-Hill Publishers, 2001) (Chinese language edition 2002) (with George T. Geis).

## SHORTER ARTICLES

*Independent Blockholding and Corporate Governance Reform in India*, SENSEX Magazine (February/March 2008) (this publication is produced by the Bombay Stock Exchange and distributed to approximately 15,000 top executives and economic policymakers in India).

*Partnering and Dealmaking in the Digital Age*, 66 Ivey Business Journal 11 (March/April 2002) (with George T. Geis).

## PRESENTATIONS

June 2009, Panelist, Association of American Law Schools' Conference on Business Associations (Long Beach, CA).

June 2009, Panelist, Association of American Law Schools' Conference on Transactional Law (Long Beach, CA).

March 2009, Panelist, *The Credit Crunch of 2008*, The Ohio State University Law School (Columbus, Ohio).

February 2009, Panelist, *The Economic Crisis of 2008-09*, The University of Virginia School of Law (Charlottesville, VA).

February 2009, *Internal Poison Pills*, faculty workshop, Louisiana State University (Baton Rouge, LA).

January 2009, *An Empirical Examination of Business Outsourcing Transactions*, law and economics workshop, Columbia Law School (New York, NY).

April 2008, *The Butterfly Effect and the Regulation of Corporate Finance*, junior faculty workshop, University of Richmond School of Law (Richmond, VA).

March 2008, *Can Independent Blockholding Really Play Much of a Role in Indian Corporate Governance Reform?*, World Wide Junior Corporate Scholar Conference, Columbia Law School (New York, NY).

February 2008, *The Space Between Markets and Hierarchies*, faculty workshop, The University of Virginia School of Law (Charlottesville, VA).

February 2008, *The Space Between Markets and Hierarchies*, faculty workshop, The William and Mary School of Law (Williamsburg, VA).

February 2008, *The Space Between Markets and Hierarchies*, faculty workshop, Vanderbilt University Law School (Nashville, TN).

February 2008, *The Space Between Markets and Hierarchies*, faculty workshop, The University of Mississippi School of Law (Oxford, MS).

November 2007, *The Space Between Markets and Hierarchies*, International Corporate Governance Conference, Vanderbilt University Law School (Nashville, TN).

October 2007, *Automating Contract Law*, faculty workshop, The University of Notre Dame Law School (Notre Dame, IN).

May 2007, *Teaching Law & Entrepreneurship with Forward Looking Cases*, Law and Entrepreneurship Conference, The University of Wisconsin Law School (Madison, WI).

April 2007, *Automating Contract Law*, law and economics workshop, New York University School of Law (New York, NY).

September 2006, *Business Outsourcing and the Agency Cost Problem*, faculty workshop, The University of Wisconsin Law School (Madison, WI).

January 2006, *An Experiment in the Optimal Precision of Contract Default Rules*, Association of American Law Schools Annual Meeting (Washington D.C.).

December 2005, *Identifying the Next Wave of Business Outsourcing*, Cognizant Technology Solutions Offsite Conference (Hyderabad, India).

December 2005, *Identifying Business Outsourcing Opportunities*, INFOCOM 2005 (Kolkata, India).

October 2005, *An Embedded Options Theory of Indefinite Contracts*, Midwestern Law and Economics Association Annual Meeting, Northwestern University School of Law (Chicago, IL).

July 2005, *An Embedded Options Theory of Indefinite Contracts*, Southeastern Association of Law Schools Annual Meeting (Hilton Head, SC).

May 2005, *Empirically Assessing Hadley v. Baxendale*, American Law and Economics Association Annual Meeting, New York University School of Law (New York, NY).

February 2005, *The Current State of Governance Reform: An Overview of Sarbanes Oxley and Related Rulemaking*, Alabama Continuing Legal Education Conference (Birmingham, AL)

October 2004, *Empirically Assessing Hadley v. Baxendale*, Midwestern Law and Economics Association Annual Meeting, The University of Iowa College of Law (Iowa City, IA).

March 2004, *A Marketing Approach for Contract Law*, The University of Alabama School of Law (Tuscaloosa, AL).

April 2003, *The New Corporate Strategist: Rethinking the Role of the Corporate Center*, UCLA Anderson School of Management (Los Angeles, CA).

January 2003, *Achieving High Impact Field Studies*, UCLA Anderson School of Management, Executive MBA Offsite (Los Angeles, CA).

September 2002, *Digital Dealmaking: Strategies for Selecting and Executing Business Partnerships*, California Institute of Technology (Pasadena, CA).

April 2002, TeleSymposium 2002: *The Future of the Telecommunications Industry in India*, Indian School of Business (moderator of panel comprised of leading industry executives) (Hyderabad, India).

January 2002, *Achieving High Impact Field Studies*, UCLA Anderson School of Management, Executive MBA Offsite (Los Angeles, CA).

## **SERVICE, MEMBERSHIP, AND HONORS**

Admitted, State Bar of California, 1998-present  
Member, Association of American Law Schools  
Member, American Law and Economics Association  
Member, Midwestern Law and Economics Association  
Member, American Bar Association

*Order of the Coif*

Inducted as Outstanding Faculty Member to the Bench and Bar Legal Honor Society, 2006

Voted to the graduating class hooding committee, 2005-06, 2006-07

Selected as Dean's Scholar, University of Alabama Law School, 2006-07

Voted Outstanding Faculty Member, University of Alabama Law School, 2006-07

Referee, Journal of Legal Studies, 2008