

Peter D. Goodson

Distinguished Teaching Fellow at Haas School of Business, University of California, Berkeley
Berkeley, CA, US

International thought leader on private equity, mergers & acquisitions, operational value creation, and corporate governance

About

Peter Goodson is a Distinguished Teaching Fellow at the Haas School of Business and a pioneer in the private equity discipline. He was an early stage partner at Clayton, Dubilier & Rice (CD&R), one of the first management buyout firms. CD&R has purchased and transformed performance at over 70 companies worth more than \$100 billion over the last 40 years. Retired from private equity business ownership, Goodson's teaching includes M&A: Lessons in Value Creation; High Tech M&A: Strategy, Valuation, and Execution; Turnarounds: Effective Leadership in Crisis; Private Equity: Leadership in Creating Value; and Emerging Market Private Equity Value Creation. He has been awarded the Berkeley Haas Cheit Award for Excellence in Teaching three times. He researches corporate valuation in business combinations; success indicators in merger and acquisitions; value creation through innovation and operational improvements; attribution of PE value creation; family owned businesses? factors for success; best practices in governance in emerging markets; activist investors? value creation; evaluation and negotiation in emerging markets; and creating differentiation value in private equity firms. Goodson also holds the position of Distinguished Fellow at INSEAD in its Global Private Equity Initiative and the Emerging Market Institute sponsored by the Singaporean Government. He was elected a Senior Fellow of Dartmouth?s Tuck Center for Private Equity and Entrepreneurship. He has also taught and lectured at INSEAD, Tuck, NYU Stern, Wharton, Columbia and Stanford Business schools. Before joining CD&R, Goodson was a Managing Director at Kidder, Peabody, where he founded the M&A Group in 1972 at the age of 26. He continues to be one of the foremost experts in seller advantaged exits and has led hundreds of business combination assignments. He is the founder of Goodson & Associates LLC, a boutique consulting firm focused on providing strategic and financial advice on mergers, acquisitions, sales, divestitures and private equity business development. An adventurer with his own capital and endless curiosity, Goodson is presently assisting a number of emerging market private equity firms in developing operational capabilities to improve portfolio performance and investment returns.

Areas of Expertise

Private Equity, Mergers & Acquisitions, Value Creation Through Innovation and Operational Improvements, Corporate Governance, Effective Leadership, Corporate Governance in Emerging Markets

Selected External Service & Affiliations

2016 - present, Distinguished Fellow, INSEAD Emerging Market Institute (Sponsored by the Singaporean Government), 2010 - present, Distinguished Fellow, INSEAD Global Private Equity Initiative, 2008 - present, Fellow, Tuck School of Business, Entrepreneurial and Private Equity Center

Positions Held

At Haas since 2004

2004 - present, Lecturer (Continuing) and Distinguished Teaching Fellow, Haas School of Business
2010 - present, Director, Tata Group, India (member of the Tata TCGF Advisory Board) 2000 - present, Managing Partner, Goodson & Associates, LLC, Monterey, California 1994 - present, Advisor, Dubilier & Company, New York City 1994 - 2003, Adjunct Professor, Columbia Business School 1993 - 1996, Adjunct Professor, Stern School of Business, New York University 1988 - 1993, Partner, Clayton, Dubilier & Rice (CD&R)

Education

Stanford University
BA Business

Honors & Awards

Earl F. Cheit Award for Excellence in Teaching, Evening & Weekend MBA Program
2009-2010, 2010-2011

Earl F. Cheit Award for Excellence in Teaching, Berkeley-Columbia Executive MBA Program
2008-2009

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