

HARVARD BUSINESS SCHOOL



Guhan Subramanian is the Joseph Flom Professor of Law and Business at the Harvard Law School and the H. Douglas Weaver Professor of Business Law at the Harvard Business School. He is the only person in the history of Harvard University to hold tenured appointments at both HLS and HBS. At HLS he teaches courses in negotiations and corporate law. At HBS he teaches in several executive education programs, such as *Strategic Negotiations*. He is the faculty chair for the JD/MBA program at Harvard University and the faculty director for the Corporate Dealmaking project at the Harvard Program on Negotiation.

Professor Subramanian has published articles in the *Stanford Law Review*, the *Yale Law Journal*, the *Harvard Law Review*, the *Harvard Business Review*, and the *Journal of Legal Studies*, among other places. His work has been featured in the *Wall Street Journal's* "Heard on the Street" column, the *New York Times*, the *American Lawyer*, *The Daily Deal*, and *Corporate Control Alert*.

Professor Subramanian holds an A.B. in Economics (*magna cum laude*) from Harvard College, where he was elected to Phi Beta Kappa; an M.B.A. from Harvard Business School; and a J.D. from Harvard Law School (*magna cum laude*), where he was an editor of the *Harvard Law Review* and a winner of the Ames Moot Court Competition. He is a member of the New York Bar Association and the American Law & Economics Association. Prior to joining the Harvard faculty he spent three years at McKinsey & Company in their New York, Boston, and Washington, D.C. offices.



Rajiv Lal, is the Stanley Roth, Sr. Professor of Retailing at Harvard Business School where he supervises the retailing curriculum and has served as the course head for Marketing, required study in the first year of the MBA program. Professor Lal also teaches in several Executive Education programs including General Management Program, and co-chairs the Senior Executive Seminar for Retailers and Suppliers and the program on Building and Leading a Customer Centric Organization.

Lal is currently studying how to build and sustain Customer Centric retail organizations. In addition, he is studying the Future of Department Stores in America. His more recent work explored successful retail strategies for global expansion. He has written extensively on the impact of using the Internet as a channel of distribution on a retailer's pricing, merchandising and branding strategy. A recent paper written on this area of research was published in *Marketing Science* and nominated for the award of the best paper in *Marketing and Management Science*.

Lal did his undergraduate work in mechanical engineering at the Indian Institute of Technology at Kanpur, India and received his PhD in Industrial Administration from Carnegie-Mellon University. He has served as an Area Editor for *Marketing Science* and is the Co-editor of *Quantitative Marketing and Economics*.