

CURRICULUM VITAE:
January 25, 2019

SUSAN STOBAUGH SAMUELSON

Professor of Business Law

Boston University Questrom School of Business
595 Commonwealth Avenue
Boston, MA 02215
617-353-2033

EDUCATION:

J.D., Harvard Law School

A.B., Harvard University

Concentration in economics

Cum laude

Phi Beta Kappa

EMPLOYMENT:

1983 to present: Boston University, Questrom School of Business

Teaching business law and ethics to executives, graduate students and
undergraduates

Winner of the Broderick Prize, given in recognition of outstanding teaching
accomplishments

1992 to 2006: Associate Professor, with tenure

2006 to present: Professor

2000 to 2012: Faculty Director of the Executive MBA program

1977 to 1983: the law firm of Choate, Hall & Stewart

Boston, Massachusetts

Associate, Corporate Department

Securities offerings, venture capital financings, loan agreements, banking issues,
compliance with federal and state regulations, contracts and other general corporate
issues

1975 to 1978: Harvard College

Resident tutor and pre-law adviser

Fall 1976: Harvard University, Kennedy School of Government

Teaching Assistant for Professor Richard Neustadt in "Law and Public Policy"

Summer 1975: Allen, Allen & Hemsley, Solicitors, Sydney, Australia

Associate in litigation department

PUBLICATIONS:

Books:

BUSINESS LAW, THE STANDARD EDITION, South-Western Cengage Learning, 8th Edition 2017, 7th Edition 2015, 6th Edition 2012, 5th Edition 2009, 4th Edition 2006 (Thomson West), 3rd Edition: 2003, 2nd Edition: 2000, 1st Edition: 1996 (Little, Brown), originally with Jeffrey Beatty, now with Patricia Abril

INTRODUCTION TO BUSINESS LAW, South-Western Cengage Learning, 6th Edition, 2017, 5th Edition 2015, 4th Edition 2012, 3rd Edition, 2009, 2nd Edition 2006, Preliminary Edition 2005, originally with Jeffrey Beatty, now with Patricia Abril

LEGAL ENVIRONMENT, South-Western Cengage Learning, 7th Edition, 2017, 6th Edition 2016, 5th Edition 2013, 4th Edition 2010, 3rd Edition 2007, 2nd Edition: 2004, 1st Edition: 2002, originally with Jeffrey Beatty, now with Patricia Abril

ESSENTIALS OF BUSINESS LAW, South-Western Cengage Learning, 6th Edition, 2017, 5th Edition, 2014, 4th Edition 2011, 3rd Edition 2008, 2nd Edition: 2004, 1st Edition: 2002, originally with Jeffrey Beatty, now with Patricia Abril

BUSINESS LAW AND THE LEGAL ENVIRONMENT FOR A NEW CENTURY, ALTERNATE EDITION, West Legal Studies in Business, 2001, with Jeffrey Beatty

BUSINESS LAW IN THE NEWS, Little, Brown & Company, 1996, with Jeffrey Beatty

LAW FIRM MANAGEMENT: A BUSINESS APPROACH, Little, Brown & Company, 1992 (General Editor)

1994 Supplement: *Compensation*

Law Journals:

Renaissance In-House Counsel: Trusted Advisor, Key Officer, IN-HOUSE COUNSEL (Atlantic, Midwest and Northeast Editions), January 23, 2006.

New Topics for Research in Legal Studies: The Role of Corporate Counsel, AMERICAN BUSINESS LAW JOURNAL, Vol 30, Number 2, September 1992, pp.335-343.

Strategic Planning for Law Firms: The Application of Management Theory, UNIVERSITY OF PITTSBURGH LAW REVIEW, Vol 52, Number 2, Winter 1991, pp.435-473 (with L. Fahey)

The Organizational Structure of Law Firms: Lessons from Management Theory, OHIO STATE LAW JOURNAL, Vol 51, Number 3, 1990, pp.645-673

A Statistical Analysis of Law Firm Profitability, BOSTON UNIVERSITY LAW REVIEW, March 1990, Vol 70, Number 2, pp.185-211 (with L. J. Jaffe)

The Prevention of Insider Trading: A Proposal for Revising Section 16 of the Securities Exchange Act of 1934, HARVARD JOURNAL ON LEGISLATION, Summer 1988, Vol 25, Number 2, pp.511-31; reprinted in C. Fletcher, (Ed.), MATERIALS ON THE LAW OF INSIDER TRADING, Carolina Academic Press, 1991, pp.93-97

Creating a Viable Structure for Modern Law Firms, NATIONAL LAW JOURNAL, April 22, 1991, pp.S12-13

Expanding? Consider Overhead, NATIONAL LAW JOURNAL, July 10, 1989, pp.15-16 (with J. F. Rabenhorst)

For Midlevel Associates, "What Now? Is This It?", NATIONAL LAW JOURNAL, November 14, 1988, pp.29-36 (with D. S. Samuelson)

Back to School, NATIONAL LAW JOURNAL, August 10, 1987, p.2

It Could have been Worse for Kidder, NATIONAL LAW JOURNAL, June 22, 1987, p.3

Management Journals:

Howe Corporation: Managing an In-House Legal Department, CASE RESEARCH JOURNAL, Spring 1991, pp.16-42

The Changing Relationship Between Managers and their Lawyers, BUSINESS HORIZONS, Vol 33, Number 55, September-October 1990, pp.21-27

The Failed Statute: Section 16 and Insider Trading by Officers and Directors, JOURNAL OF MANAGERIAL ISSUES, Fall 1990, Vol II, Number 3, pp.295-306

Antitrust Revisited: Implications for Competitive Strategy, SLOAN MANAGEMENT REVIEW, Fall 1988, Vol 30, Number 1, pp.79-87 (with T. A. Balmer)

The Entrepreneurial In-House Lawyer, SLOAN MANAGEMENT REVIEW, Winter 1987, Vol 28, Number 2, pp.59-64

Getting Covered, INC., June 1985, p.118

Keeping Secrets, INC., June 1985, p.120

Watch Your Language, INC., May 1985, p.156

Cases:

The Battle for Getty Oil (A),(B)

Howe Corporation: Managing an In-House Legal Department (A),(B),(C),(D),(E), Teaching Note, (Also listed above under "Publications")

PRESENTATIONS:

"The New Corporate Counsel," Corporate Counsel Association, New England, Boston, MA, November 16, 2005.

"The Art and Science of Managing Faculty," 2004 Executive MBA Conference, San Francisco, CA, November 1, 2004

"Ethical Dilemmas in the Practice of Medicine," Grand Rounds, Boston Medical Center, April 26, 2004

"Teaching Corporate Governance after Enron," North Atlantic Regional Business Law Association, Boston College, April 17, 2004

"Integrating Disciplines Through Team Projects," 2003 Executive MBA Conference, Atlanta, GA, October 20, 2003

"Commerce Beyond Borders: A Comparison of the Academic Partner and Business Model Approaches to International Trips," 2002 Executive MBA Conference, Keystone, CO, October 2002

"Telling Stories in the Classroom Now and Later," Mid-Atlantic Academy of Legal Studies in Business Conference, Norfolk, VA, March 2001

"The Disclosure of Risk Factors in an IPO," Academy of Legal Studies in Business, Annual Meeting, San Diego, California, August, 1998

"The American Legal System", Sanyo Training Center, Kobe, Japan, July, 1994

"Business Ethics", The Leadership Institute, Brewster, Massachusetts, April, 1993

"The Successful Law Firm in the Year 2000," Illinois Association of Trial Lawyers, March 1993.

"Success in the Legal Profession," Radcliffe Career Services' Conference on Women in the Legal Profession. Sponsored by Massachusetts Bar Association. June 1993.

"Business Ethics and Conduct," Manufacturing Roundtable, Cambridge, Massachusetts, November, 1991

"Realism in the 90's: Cynicism or Social Responsibility," School of Management Distinguished Speaker Series, Boston University, January, 1991

"Strategic Planning for Law Firms," American Business Law Association Annual Meeting, Toronto, Canada, August, 1990

"Management Responses to Changes in the Legal Profession," Kenan Institute, University of North Carolina, Raleigh, North Carolina, May, 1990

"Law Firm Profitability," Duke Law School, Durham, North Carolina, November, 1989

"Antitrust Revisited," American Business Law Association Annual Meeting, New Orleans, LA, August, 1988

"Career Assessment for Lawyers," Young Members Division of the District of Columbia Bar, Georgetown Law School, Washington, D.C., November, 1988

"Legal Ethics," Harvard Learning in Retirement Program, Harvard University, Cambridge, MA, May 1988

"The Prevention of Insider Trading," American Business Law Association Annual Meeting, Philadelphia, PA, August, 1987