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*2015 International Valuation Handbook - Guide to Cost of Capital*, co-author (Wiley) June 2015

*2015 Valuation Handbook - Industry Cost of Capital*, co-author (Wiley) June 2015

*2015 Valuation Handbook - Guide to Cost of Capital*, co-author (Wiley) March 2015

*2014 International Valuation Handbook - Guide to Cost of Capital*, co-author (Duff & Phelps) December 2014

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*Cost of Capital: Applications and Examples*, 5th ed., with Shannon P. Pratt (Wiley) April 2014.

*2014 Valuation Handbook - Guide to Cost of Capital*, co-author (Duff & Phelps) March 2014

Chinese edition 资本成本 (*Cost of Capital: Applications and Examples*, 4th ed.), with Shannon P. Pratt (Economic Science Press, 2013)

Duff & Phelps' *Risk Premium Report 2013*  
([www.bvresources.com](http://www.bvresources.com) and [www.valusource.com](http://www.valusource.com)) March 2013.

"Editor's Column," *Business Valuation Review*, in each issue during 5-year term as Editor.

"Analysis of Long-Term Yields Since the Financial Crisis," The Institute of Chartered Accountants of England and Wales Valuations Group newsletter, co-authored with James Harrington and Richard Clohessy, May 2012

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“Estimating Discounts for Lack-of-Marketability for Restricted Stock,” with Daniel McConaughy, *Valuation Strategies*, July/August 2010

*Cost of Capital: Applications and Examples*, 4th ed., with Shannon P. Pratt (Wiley) November 2010.

*Cost of Capital: Applications and Examples*, 4th ed. *Workbook and Technical Supplement*, with Shannon P. Pratt (Wiley) November 2010.

*Cost of Capital in Litigation: Applications and Examples*, with Shannon P. Pratt (Wiley) November 2010.

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“The Cost of Capital,” *Journal of Business Valuation*, The Canadian Institute of Chartered Business Valuators, 2009 Vol. 2 (August).

“Problemas relacionados con el cálculo del coste de capital en el entorno actual: actualización,” co-authored with Mathias Schumacher, *Análisis Financiero Internacional*, Sumario N° 137 Tercer trimestre 2009.

“Cost of Capital Estimation in The Current Distressed Environment,” *The Journal of Applied Research in Accounting and Finance*, Vol. 4, No. 1, pp. 31-40, July 2009.

“Cost of Capital in Valuation of Stock by the Income Approach: Updated for an Economy in Crisis,” with Shannon P. Pratt, *Jahreskonferenz der NACVA, Bewertungs Praktiker*, January 2009.

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“Equity Risk Premium: 2006 Update,” *The Journal of Business Valuation 2007*, The Canadian Institute of Chartered Business Valuators.

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“Applying the Income Approach to S Corporation and Other “Pass Through Entity” Valuations,” chapter in *The Handbook of Business Valuation and Intellectual Property Analysis*, with William McFadden (McGraw-Hill) 2004.

“Sports Team Valuation and Venue Feasibility,” chapter in *The Handbook of Business Valuation and Intellectual Property Analysis*, with Jack Huber and Rob Canton (McGraw-Hill) 2004.

“Equity Risk Premium,” chapter in *The Handbook of Business Valuation and Intellectual Property Analysis*, with David King (McGraw-Hill) 2004.

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“Valuation of Flow-Through Entities After *Gross*,” *Proceedings of the 2003 USC Law School 55<sup>th</sup> Institute on Federal Taxation* (Matthew Bender) 2003.

“Equity Risk Premium: What Valuation Consultants Need to Know About Recent Research,” with David King, *Valuation Strategies*: Sept/Oct, 2003.

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Seminar Handbook: “Valuation of Real Estate Businesses: REITs, Real Estate Operating, Management Companies, Real Estate Advisory and Other Real Estate Entities” with James MacCrate, MAI, NYC and CT Chapters of Appraisal Institute.

“New Evidence on Equity Returns and Company Risk,” *Business Valuation Review*, with David King, September 1999, revised March 2000.

“Equity Risk Premiums” in *The Handbook of Advanced Business Valuation*, with David King (McGraw-Hill) 2000.

“New Evidence on Size Effects and Rates of Return,” *Business Valuation Review*, with David King, September 1996.

“The Size Effect and Equity Returns,” *Business Valuation Review*, with David King, June 1995.

“Determining Foundry Market Value Means Everything Has a Value,” *Modern Casting*, with William McFadden, November 1990.

“How Much Is Your Foundry Worth?” *Modern Casting*, with William McFadden, October 1990.

*Closely Held Corporations*: valuations textbook for Steven C. Dilley’s Federal Tax Workshops, copyright 1984.

“Advanced Valuation Methods in Mergers & Acquisitions,” *Mergers & Acquisition*, with Lawrence Gooch, Summer 1976.

“Calculating Cost of Capital- Matching Risk and Return,” Financial Consulting Group university, Atlanta, May 2015.

“Estimating the Cost of Capital – Issues Confronting Practitioners,” 16<sup>th</sup> *Financial Management Conference* of the University of Szczecin, Poland, April 2015

“Advanced Workshop on Cost of Capital,” webinar sponsored by Business Valuation Resources, March 2015

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“Estimating the Cost of Capital – Matching Risk and Return,” webinar, CPA Associates International, January 2015

“Hot topic in Valuation in Dispute Settings,” panel discussion, *2014 ASA-CICBV Business Valuation Conference*, Toronto, October 2014.

“Estimating the Cost of Capital: Matching Risk and Return,” seminar, Amsterdam, October 2014.

“Estimating the Cost of Capital: Matching Risk and Return in a Post-Crisis World,” keynote address, *Annual Business Valuation Conference*, European Association of Certified Valuators and Analysts and Alliance of Merger & Acquisition Advisors, Berlin, October, 2014.

“Cost of Capital Workshop,” for the Slovenian Institute of Auditors, Ljubljana, Slovenia, October 2014.

“Estimating Discount Rates in Global and Local Financial Environment,” Ljubljana University - Faculty of Economics, October 2014.

“Cost of Capital Update,” seminar for Société Française des Évaluateurs, Paris, October 2014.

“Cost of Capital for segments and CGUs,” seminar for Association des Professionnels et Directeurs Comptabilité & Gestion, Paris, October 2014.

“Estimating the Cost of Capital: Matching Risk and Return,” seminar in London, September 2014.

“Quantification of Risk Challenge” panel member National Association for Business Economics *2014 Transfer Pricing Symposium*, August 2014

“Cost of Capital: Equity Risk Premiums and Data Sources, *44 Annual Wichita Program - Appraisal for Ad Valorem Taxation* of Communications, Energy and Transportation Properties, July 2014

“Cost of Capital Update,” Keynote address with Shannon Pratt, NACVA and CTI *Annual Consultants’ Conference*, June 2014.

“Cost of Capital” and “Discount for Lack of Control,” The Illinois CPA Society’s *2014 Business Valuation Symposium*, May 2014

“Advanced Cost of Capital- Empirical Methods,” The Michigan Association of Certified Public Accountants’ *Anti-Fraud Issues & Litigation and Business Valuation Conference*, May 2014

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“Grabowski on Cost of Capital - An Update on What’s New in the April 2014 *Cost of Capital: Applications and Examples*, 5<sup>th</sup> ed. Book,” Valuation Products and Services and Financial Consulting Group webinar, March 2014.

“2014 Valuation Handbook – Guide to Cost of Capital,” AICPA webinar, March 2014.

“2014 Valuation Handbook – Guide to Cost of Capital,” NACVA webinar, February and March 2014.

“2014 Valuation Handbook- Guide to Cost of Capital & 2014 Risk Premium Calculator,” Business Valuation Resources webinar, February 2014.

“Expected Cash Flows and Valuation,” Organismo Italiano di Valutazione (OIV) conference, Milan, November 2013.

“Cost of Capital Advanced,” AICPA’s *Forensic and Valuation Services Conference*, November 2013.

“New Developments in Cost of Capital,” with Shannon Pratt, American Society of Appraisers’ *2013 Advanced Business Valuation Conference*, October 2013.

“Discount Rate Challenge” panel member National Association for Business Economics *2013 Transfer Pricing Symposium*, August 2013

“Cost of Capital: Expert Challenge” panel member *43 Annual Wichita Program- Appraisal for Ad Valorem Taxation* of Communications, Energy and Transportation Properties – *Wichita Program*, July 2013

“Current Issues in Estimating Cost of Capital,” 27<sup>th</sup> *Annual Seminar*, Valuation Roundtable of San Francisco, May 2013

“Expected Cash Flows in Valuation,” Business Valuation Association, Chicago, May 2013.

“Expected Cash Flows in Valuation,” ASA Los Angeles Chapter *Fair Value Conference*, April 2013.

“Standard of Value,” *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, February 2013.

“Cost of Capital Update,” AICPA’s *Forensic and Valuation Services Conference*, November 2012.

“International Cost of Capital,” Organismo Italiano di Valutazione (OIV) conference general session, Milan, October 2012.

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“Cost of Capital” workshop, Organismo Italiano di Valutazione (OIV) conference, Milan, October 2012.

“The Great Recession: Rethinking the Basic Building Blocks of Cost of Capital,” American Academy of Matrimonial Lawyers webinar, July 2012.

“Developing the Cost of Equity Capital: Risk-free rate and ERP during Periods of ‘Flight to Quality’,” *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, February 2012.

“Cost of Capital: re-examining the basic building blocks in today’s troubled economy,” FTI Consulting International Arbitration Practice Discount Rate Symposium, November 2011.

“Cost of Equity: re-examining the basic building blocks in today’s troubled economy,” keynote address, International Association of Consultants, Valuers and Analysts – Germany *5th Annual Conference*, Dusseldorf, November 2011.

“Cost of Capital- Update,” AICPA *National Business Valuation Conference*, November 2011

“Estimating the Components of Cost of Capital in Today’s Unsettled Economic Environment,” seminar *How to Price the Risk of Equity: Global Evidence* with Professor Elroy Dimson, London Business School, Professor Pablo Fernandez, IESE Business School, Madrid, , and Professor Erik Peek, Rotterdam School of Management, Rotterdam, October 2011

“Cost of Capital Update,” Crowe Horwath Valuation Symposium, October 2011

“The Size Effect – an Overview,” ASA’s *Advanced Business Valuation Conference*, October 2011

“Estimating the Equity Risk Premium During Changing Economic Times,” ASA’s *Advanced Business Valuation Conference*, October 2011

“Cost of Capital – The Impact of Fed Actions and Other Current Factors,” panel discussion, Wichita State University *2011 Annual Appraisal for Ad Valorem Taxation*, August 2011

“The Cost of Capital,” seminar sponsored by The Institute of Chartered Accountants in England and Wales *Valuation Group Conference*, London, July 2011



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“Cost of Capital,” Canadian Institute of Certified Business Valuers *Western Regional Conference*, Calgary, June 2011.

“Cost of Capital,” one-day seminar sponsored by Canadian Institute of Certified Business Valuers, Calgary, June 2011.

“Equity Risk Premium: Estimating the ERP in the Continuing Distressed Economy,” NACVA and IBA’s *Annual Consultants’ Conference*, June 2011.

“The Heat is On: A Cost of Capital Pressure Cooker,” Current Update in Valuations Symposium panel discussion, NACVA and IBA’s *Annual Consultants’ Conference*, June 2011.

“The Size Premium is Still Alive,” Foundation for Accounting Education of the New York Society of Certified Public Accountants *Annual Business Valuation Conference*, New York, May 2011

“Cost of Capital Update,” Financial Consulting Group university, Atlanta, May 2011.

“The Importance of Valuation in Litigation: An Analysis of Courts’ Interpretations-The Cost of Capital,” webinar for the Taxation and the Litigation Sections of The Bar Association of San Francisco, March 2011.

“Using the 2011 Duff & Phelps Report,” Business Valuation Resources webinar, March 2011.

“Cost of Capital in Bankruptcy,” panel discussion, *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, February 2011.

“Discounts for Lack of Marketability & Control: A Consensus View on Validity and Application,” with Robert Duffy, Georgetown School of Law and Business Valuation Resources’ *Advanced Summit on Business Valuation: Resolving Tax & Legal Issues*, November 2010

“Advanced Cost of Capital- Issues in Estimating Cost of Capital in a Distressed Economy,” AICPA *National Business Valuation Conference*, November 2010

“Valuation of Distressed Companies in the Current Distressed Economy,” keynote address, International Association of Consultants, Valuers and Analysts – Germany *4th Annual Conference*, Munich, October 2010.

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“Creating and Measuring Value in Today’s Turbulent Markets,” seminar, Munich, October 2010.

“Cost of Capital: Evaluation, Applications and Implication for Shareholders,” panel discussion, *The Wall Street Journal Europe* seminar, Paris, September 2010.

“Cost of Capital in a Turbulent Market,” seminar with Professor Elroy Dimson, London Business School, London, September 2010.

“Cost of Capital: Challenges in Current Market,” seminar with Professor Erik Peek, Rotterdam School of Management, and Mark Pieter de Boer, Royal Bank of Scotland, Amsterdam, September 2010.

“Estimating the Cost of Capital,” *China Appraisal Society Seminar* for visiting appraisers, Chicago, July 2010

“Cost of Capital with International Flavors,” with Shannon Pratt, American Society of Appraisers’ *2010 International Appraisal Conference*, July 2010.

“Cost of Capital Issues Resulting From Current Market Conditions,” panel discussion, Wichita State University *2010 Appraisal for Ad Valorem Taxation Conference*, July 2010

“State of the Markets and the Continuing Impact on Distress: Illiquidity in a Market with Limited Activity and Little Transparency,” keynote address, Association of Insolvency & Restructuring Advisors’ *26<sup>th</sup> Annual Bankruptcy & Restructuring Conference*, June 2010.

“Update on Cost of Capital in Today’s Environment” webinar, CPA Australia National Valuation of Equity and Other Securities Panel, June 2010.

“The Equity Risk Premium,” Chicago ASA/BVA *Advanced Business Symposium*, May 2010.

“Cost of Capital in Today’s Economy and Valuing Companies in a Distressed Economy,” AICPA/AAML *National Conference on Divorce*, May 2010.

“Cost of Capital for Investments in Developing Economies,” ASA Los Angeles Chapter *Fair Value Conference*, May 2010.

“Equity Risk Premium and Small Business Risk Adjustments,” panel discussion, *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, February 2010.

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“Company-Specific Risk Premiums: Application and Methods,” panel discussion, *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, February 2010.

“Using the 2010 Duff & Phelps Report,” Business Valuation Resources webinar, February 2010.

“Size Premia: Morningstar vs. Duff & Phelps,” Business Valuation Association Chicago Chapter seminar, February 2010.

“Cost of Capital Update,” continuing education for Internal Revenue Service valuation and transfer pricing specialists, February 2010.

“Total Beta vs. Beta and Issues with the Butler Pinkerton Model,” panel moderator, American Society of Appraisers’ 28<sup>th</sup> *Annual Advanced Business Valuation Conference*, October 2009.

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[“Current Considerations in Estimating Cost of Equity Capital and WACC”], Thomson Reuters Seminar, Tokyo, October 2009.

“Cost of Capital Workshop,” *Business Valuation and Forensic Accounting Conference*, The Institute of Chartered Accountants in Australia, September 2009.

“Key Issues in Business Valuation,” *Business Valuations Conference*, The Institute of Chartered Accountants in Australia, September 2009.

“The Impact of Recent Market Conditions on the Cost of Capital,” panel discussion, *Wichita State University 2009 Appraisal for Ad Valorem Taxation Conference*, August 2009.

“Cost of Capital for Distressed Companies,” NACVA and IBA’s *Annual Consultants’ Conference*, May 2009.

“Cost of Capital for Distressed Companies,” CalCPA Foundation *Business Valuation Conference*, May 2009.

“Cost of Capital Matters – An Update,” with Shannon Pratt, Los Angeles Chapter of American Society of Appraisers seminar, May 2009.

“Estimating Cost of Equity Capital In Today’s Economic Environment,” Illinois CPA Foundation *2009 Business Valuation Conference*, May 2009.

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“Insights into the McDavid v. Time Warner Decision,” Valuation in Litigation Support Services Course, University of Notre Dame M.S. in Accounting Program, April 2009.

“Equity Risk Premium – Interpreting the Data,” panel discussion, *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, February 2009.

“Cost of Capital in the Courts: The Business Appraiser’s Perspective – An overview of topical issues and court cases,” with John Levitske, The Chicago Bar Association seminar, Corporate & Business Law Section, January 2009.

“The Size Effect,” Florida Institute of CPA’s *Valuation, Forensic Accounting and Litigation Services Conference*, January 2009.

“Cost of Capital Estimation Methods,” AICPA/ASA *National Business Valuation Conference*, November 2008.

“International Valuations,” continuing education for Internal Revenue Service valuation and transfer pricing specialists, November 2008.

“Cost of Capital” seminar with Shannon Pratt, Foundation for Accounting Education of the New York Society of Certified Public Accountants, New York, October 2008.

“Cost of Capital – 2008 Update,” Canadian Institute of Certified Business Valuators’ *2008 National Conference*, September 2008.

“Cost of Capital – Estimation Issues,” Wichita State University *2008 Appraisal for Ad Valorem Taxation Conference*, July 2008.

“The Future of The Valuation Profession,” keynote address and “Update on Cost of Capital,” NACVA *15th Annual Consultants’ Conference*, June 2008.

“Estimating the Cost of Capital for Smaller Companies,” Financial Consulting Group university, Atlanta, April 2008.

“Insights into the Kohler Decision,” Valuation in Litigation Support Services Course, University of Notre Dame M.S. in Accounting Program, April 2008.

“Issues in Estimating the Cost of Equity Capital” with Shannon Pratt, Business Valuation Association of Chicago seminar, March 2008.

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“Pass Through Entities,” University of San Diego Law School L-3 Class in taxation for Honorable David Laro, U.S. Tax Court, March 2008.

“Equity Risk Premiums: Reliable Resources,” University of St. Thomas’ *The 18<sup>th</sup> Annual Business Valuation Conference*, January 2008.

“Estimating the Cost of Capital for Smaller Companies,” joint meeting of the Houston Chapters of CFA and AICPA seminar, January 2008.

“Estimating the Cost of Capital for Smaller Companies,” Illinois Chapter of NACVA seminar, January 2008.

“Calculating the Cost of Capital for Companies less than \$100 Million in Value,” AICPA *National Business Valuation Conference*, December 2007.

“Risk Premium for Medium Sized Companies,” International Association of Consultants, Valuers and Analysts – Germany 1<sup>st</sup> Annual Conference *Business Valuation for Valuation Practitioners*, October, 2007.

“Cost of Capital – What is the Market Saying?” Wichita State University 2007 *Appraisal for Ad Valorem Taxation Conference*, August 2007.

“Best practices in Pricing and Valuation Verification and Review for Complex and Illiquid Securities: The Basics,” Financial Research Associates *Valuation of Hard-To-Value Securities and Portfolios Conference*; July 2007.

“Hot Topics in Discount Rates,” Foundation for Accounting Education of the New York Society of Certified Public Accountants *Annual Business Valuation Conference*, New York, May 2007.

“Hot Topics Current Issues and Research,” Los Angeles Chapter American Society of Appraisers seminar, December 2006.

“Comparison of Models – Recent Research and Developments,” AICPA *National Business Valuation Conference*, December 2006.

“Equity Risk Premium: What is the Current Evidence?” presentation with Dr. Lorne Switzer, CICBV/ASA joint *Advanced Business Valuation Conference*, October 2006.

“Cost of Capital,” CICBV/ASA joint *Advanced Business Valuation Conference*, October 2006.

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“Developing the Discount Rate: Recent Research on the Equity Risk Premium and the Size and Specific Company Risk Adjustments,” Virginia Society of CPA’s *Seventh Annual Business Valuation, Fraud and Litigation Services Conference*, September 2006.

“Kohler Decision,” with Robert Schweihs, Chicago Business Valuation Association seminar, September 2006.

“Cost of Capital,” American Society of Appraisers’ *International Appraisal Conference*, August 2006.

“Discount Rates for Closely Held Business,” The Institute of Business Appraisers’ *2006 Business Appraisal Symposium*, June 2006.

“Understanding Cost of Capital Across Industries,” Illinois CPA Foundation *Business Valuation Conference*, May 2006.

“Cost of Capital Update,” New Jersey Society of CPA’s Education Foundation *Valuation Services Interest Group Roundtable Discussion*, May 2006.

“The Role of Financial Statement Analysis in Enterprise Performance Evaluation” panel discussion, Center for Accounting Research and Education, University of Notre Dame, conference on *Financial Statement Analysis and Valuation: Research, Teaching and Practice*, April 2006.

“Cost of Capital Update,” California Society of Certified Public Accountants Business Valuation Section seminar, January 2006.

“The Valuation of S-Corps and Other Pass Through Entities,” Chicago Business Valuation Association seminar, September 2005.

“Private Corporation Capitalization Rates,” Canadian Institute of Certified Business Valuators *Western Regional Conference*, September 2005.

“Cost of Capital” panel discussion and “Alternatives to Traditional CAPM,” NACVA *12<sup>th</sup> Annual Consultants’ Conference*, June 2005.

“Cost of Capital,” AGN International North American continuing education seminar, May 2005.

“Cost of Capital – the 10<sup>th</sup> decile,” Foundation for Accounting Education of the New York Society of Certified Public Accountants’ *Annual Business Valuation Conference*, New York, May 2005.

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“Cost of Capital – Latin American Perspective,” one-day seminar sponsored by Mexico City chapter of American Society of Appraisers, April 2005.

“Cost of Capital,” *VALCON: Legal and Financial Perspectives on Business Valuations & Restructuring*, University of Texas Law School and Association of Insolvency & Restructuring Advisors, March 2005.

“Cost of Capital,” SS&G Business Valuation Litigation Group seminar, February 2005.

“Hot Topics: Current Issues and Research,” Los Angeles Chapter American Society of Appraisers seminar, December 2004.

“Equity Risk Premium,” Arizona Society of CPAs’ 6<sup>th</sup> *Annual Business Valuation Conference*, September 2004.

“Cost of Capital,” one-day seminar sponsored by Canadian Institute of Certified Business Valuators, Toronto, May and Calgary, Aug 2004.

“Equity Risk Premium,” Illinois Society of CPAs’ *Business Valuation Seminar*, June 2004

“Equity Risk Premium” and “Risk Measures and Their Impact on Discount Rates,” *Valuation Roundtable of San Francisco* annual seminar, May 2004.

“Assessing Risk in Business Valuation,” Foundation for Accounting Education *Annual Business Valuation Conference*, May 2004.

“Measuring Risks and Expected Returns for Small Companies,” New York City Chapter of American Society of Appraisers’ *Current Topics in Business Valuations - 2004*, May 2004.

“Update on Developments in Accounting Rules: Implications for Appraisal Opportunities,” Chicago Chapter of American Society of Appraisers, February 2004.

“Equity Risk Premiums: What Business Valuation Consultants Need to Know About Current Research,” Chicago Business Valuation Association, January 2004

“Cost of Capital,” one and one-half day seminar for Deloitte and Touche – Canada, Toronto, January 2004.

“Valuation of S versus C Corporations,” Kansas Society of CPA’s *Business Valuation Conference*, October 2003.

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“Developments in Cost of Capital,” BV Caucus – Denver ASA chapter and Society of Security Analysts, October 2003.

“Valuation of ‘S’ Corps” panel discussion, American Society of Appraisers’ 22<sup>nd</sup> *Advanced Business Valuation Conference*, October 2003.

“Equity Risk Premium: What Appraisers Need to Know About Current Research,” American Society of Appraisers’ *International Conference*, July 2003.

“S&P CVC Risk Premium Report,” Ibbotson Associates’ *Cost of Capital Workshop*, June 2003.

“Valuation of Covenants Not-to-Compete,” Tax Executives Institute’s *Southwest Tax School*, March 2003.

“Franchise Valuation: What are Franchises Really Worth and What are Owners Doing to Build Value,” panel discussion, *World Congress of Sports*, March, 2003.

“Valuation of Flow Through Entities after *Gross*,” USC Law School 2003 *Institute on Federal Taxation*, January 2003.

“Corridor Valuations: Alternative Methodology Considerations,” The Center of Advanced Property Economics’ *Corridors and Rights of Way Workshop*, November 2002.

“Cost of Capital,” panel discussion, Business Valuation Resources’ Audio Conference, November 2002.

“SFAS 141/142,” panel discussion, Business Valuation Resources’ Audio Conference, September 2002.

“Risk Premia in the International Marketplace – International Discount Rate Estimation,” NACVA 9<sup>th</sup> *Annual Business Valuation Conference*, May 2002.

“The Bubbling Pot in Marketability Discounts,” Foundation for Accounting Education of the New York Society of Certified Public Accountants’ 2<sup>nd</sup> *Annual Business Valuation Conference*, June 2002.

“Discounting Cash Flow Methods – The Good, The Bad, The Ugly,” ABA’s *National Institute on Business Valuation for the Legal Practitioner*, May 2001.

“Development of the Cost of Capital,” Association of Insolvency and Restructuring Advisors’ *Business Valuation in Bankruptcy Conference*, February 2001.