KENNETH E. HOMA
Professor of the Practice and
Distinguished Teaching Professor
McDonough School of Business
Georgetown University
Washington, DC 20057

Ken Homa has a diverse background that includes consulting, strategic planning, marketing, operations, information technology, and academia. He graduated *cum laude* from Princeton University with an undergraduate degree in economics. A summary of his thesis – "The Supply of Money and Common Stock Prices" -- was published in the <u>Journal of Finance</u>. He also earned an MBA from the University of Chicago, where he later was a lecturer in marketing and strategic planning.

He worked as a systems consultant with Arthur Andersen, an econometrician for a capital goods manufacturer and an operations analyst for a major food retailer before joining McKinsey & Company as a management consultant specializing in consumer goods and marketing.

Post-McKinsey, he was General Manager of Product Marketing for General Electric's Major Appliance Business Group and General Manager of Marketing for G.E. Housewares. When Black & Decker acquired G.E. Housewares, Ken was appointed Vice President of Marketing for the Household Products Group. In that position, his responsibilities focused on transferring the equity of the General Electric brand and establishing Black & Decker as the leading brand of household products.

Ken also served as Vice President - Group Logistics and Business Systems for Black & Decker with responsibility for Distribution, Customer Service, and Worldwide Information Services. In this role, he was responsible for the development and deployment of business systems worldwide, with particular emphasis on Supply Chain process reengineering.

Currently, Ken is on the faculty of Georgetown University's McDonough School of Business teaching graduate courses in marketing strategy and operations. He has earned several teaching and service awards including the MBA Class of 1998 Distinguished Service Award, "Most Popular Professor" in the 2000 Business Week Graduate School of Business Survey, the MBA Class of 2001 Distinguished Teaching and Distinguished Service Awards, the MBA Class of 2002 Distinguished Teaching and Distinguished Service Awards, the MBA Class of 2003 Distinguished Service Award, the MBA Class of 2004 Distinguished Teaching and Distinguished Service Award, the MBA Class of 2007 Distinguished Teaching Award, the MBA Class of 2009 Distinguished Teaching Award, and the MBA Class of 2011 Distinguished Teaching Award. He was featured in a 2004 New York Times article titled "Tough Love" as an 'uncompromising teacher who takes his mission seriously and expects mountains of work.'

Mr. Homa was on the founding Boards of Sequoia Software (subsequently acquired by Citrix Software), and Navigauge (formerly IQStat, a technology-based media measurement company), and on the Board of Directors of SIRVA, Inc. (a Clayton, Dubilier & Rice portfolio company specializing in global relocation logistics), He currently serves on the Advisory Board of Upper Quadrant, a Marketing Performance Measurement company.