BIOGRAPHY

Claudia Zeisberger is a Senior Affiliate Professor of Decision Sciences and Entrepreneurship & Family Enterprise at INSEAD, and the Founder and Academic Director of the school’s private equity centre (GPEI). Through the centre’s work, INSEAD has established itself as the go-to source for insights on PE in emerging markets and as an incubator for talent and professionals.

Her links to alumni in the venture space were instrumental in the 2015 formation of “INSEAD Alum Ventures (IAV),” the school’s first dedicated seed fund, by Alumni – for Alumni.

Professor Zeisberger is known for her extensive research on PE in emerging markets, and her output is a function of her close working relationships with private equity firms and their investee companies, institutional investors, Family Offices and Sovereign Wealth Funds.

Joining Academia in 2005 after a 16-year career in investment banking & alternative investments, allowed her to leverage her extensive network and combine her passion for education & innovation by connecting academia with industry.

In 2010, she launched INSEAD’s popular elective “Managing Corporate Turnarounds,” which combines in-class case studies and visits from industry professionals with an intensive computer-based simulation involving the iconic car brand SAAB and its struggle with bankruptcy. Over a full weekend student teams work to rescue the distressed car manufacturer by drawing on their management, finance and operational skills while facing increasingly complex decisions impacting both the firm’s short-term liquidity and long-term value creation. Students consider MCT the perfect course to put their MBA skills to test; corporations see the simulation as an opportunity to prepare their senior executives for challenging times ahead.

Professor Zeisberger teaches the Private Equity & Venture Capital, Corporate Turnaround and Risk management electives in INSEAD’s MBA, EMBA and Executive Education programmes. She has frequently been nominated for the “Best Teaching Award” in her PE elective and has been awarded the “Dean’s Commendation for Excellence in MBA Teaching” annually since
Professor Zeisberger is a founding committee member of the Financial Women’s Association (FWA) in Singapore and was previously on the Board of the Singapore Venture Capital Association (SVCA). She has worked with clients in China, Hong Kong, Malaysia, Thailand, Taiwan, Europe & the Middle East and continues to advise institutional investors, Asian family offices, sovereign wealth funds and regulators on Financial Market Dynamics, Risk Management and Private Capital related issues.


### RESEARCH AREAS

Private Equity & Venture Capital, especially minority stakes in emerging markets & the impact of private equity on the economy at large, Institutional Investment portfolios and challenges of maintaining exposure to PE & VC, Corporate Turnaround & Restructuring situations, Risk Management, especially in institutional investment portfolios

### TEACHING AREAS

Private equity, Growth Equity & Venture Capital, Managing Corporate Turnarounds, Risk Management (Integrated Risk Management, Market Risk, VaR & Investor Due Diligence), Hedge Funds & Alternative Investments

### PUBLICATIONS

- The Institutionalization of Family Firms - Europe
- How the VC Pitch Process Is Failing Female Entrepreneurs
- Sula Vineyards (B): The Entrepreneur’s Dilemma - Managing Investor Exits
- Sula Vineyards (C): Series E and Beyond - What Next? The Ownership Conundrum
- The Institutionalization of Family Firms Latin America
- Private Equity Achieves Returns through Operating Improvements: CD&R’s Acquisition and Turnaround of Hertz
- ACTIS’ Pan-Regional Payments Platform: Private Equity Buy-and-build Strategy in the Middle East and Africa
- Careem vs. the Ride-Hailing Goliath: Abraaj Journeys Further Into the Tech-enabled Consumer Space
- Private Equity Navigator: Private Equity Analysis from Pevara & INSEAD’s Global Private Equity Initiative
- The Institutionalization of Family Firms from Asia-Pacific to the Middle East
- Finding the Perfect Recipe: KKR's Buyout of WMF
- Private Equity in Action: Case Studies from Developed and Emerging Markets
- Mastering Private Equity: Transformation via Venture Capital, Minority Investments and Buyouts
- Hitting the Target: Optimizing a Private Equity Portfolio with Partners Group
- Differentiation Beyond Price: CD&R’s Strategy in Acquiring Hussmann
- Pro-invest: How to Launch a Private Equity Real Estate Fund
- The Indian Railways 'Cash Cow' - Over or Extra Loading? (A): Confidential Instructions for Sudhir Kumar
- The Indian Railways 'Cash Cow' - Profits or Safety? (B): Confidential Instructions for Gaurav Malik
- PE in Emerging Markets: Can Mekong Capital's Operating Advantage Boost the Value in its Exit from Golden Gate Restaurants?
- Private Equity: A Selection of Case Studies
- Crisis at the Mill: Weaving an Indian Turnaround - Alvarez & Marsal
- Brazilian Private Equity: A New Direction
- The Institutionalization of Asian Family Offices
- LPs and Zombie Funds in Private Equity Investment
- ESG in Private Equity: A Fast - Evolving Standard
- JPMorgan and the London Whale
- Rice from Africa for Africa: Duxton Asset Management and its Investment in Tanzanian Rice Farming
- Slalom to the Finish: Carlyle's Exit from Moncler
- Going Direct: The Case of Teachers' Private Capital
- Chips on the Side (A): The Buy-Out of Avago Technologies
- Chips on the Side (B): The Buy-Out of Avago Technologies
- Valuation and Return Measurement in Private Equity: An Overview
- INSEAD-LGT Partners Study: Private Equity Exits in China and India
- Asian Private Equity - is it Delivering on its Promise?
- Asian Private Equity (A): The Quest for Return
- Dirty White Swans: Could Unexpected Extreme Events Put You Out of Business?
- “The 4 Quadrants”: A World of Risk and a Road Map to Understand It
- Sula Vineyards (A): Indian Wine - Ce n'est pas possible!
- NBGI Ventures: The Direct Energie Investment
- Investor Growth Capital: The Bredbandsbolaget Investment

**CASES WITH EXTRA**

- Private Equity Achieves Returns through Operating Improvements: Turnaround of Hertz
- Going Direct: The Case of Teachers' Private Capital
- Pro-invest: How to Launch a Private Equity Real Estate Fund
- Differentiation Beyond Price: CD&R’s Strategy in Acquiring Hussmann
- The Indian Railways 'Cash Cow'
- Slalom to the Finish: Carlyle's Exit from Moncler
- Chips on the Side: The Buy-out of Avago Technologies
- Crisis at the Mill: Weaving an Indian Turnaround - Alvarez & Marsal
- PE in Emerging Markets
- ACTIS’ Pan-Regional Payment Platform: Private Equity Buy-and-build Strategy