



Member Bio



Shannon P. Pratt

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Shannon P. Pratt, CFA, ARM, ABAR, FASA, MCBA, MCBC, CM&AA, is a well-known authority in the field of business valuation and has written numerous books that articulate many of the concepts used in modern business valuation around the world.

Shannon Pratt is Chairman and CEO of Shannon Pratt Valuations, Inc., a business valuation firm headquartered in Portland, Oregon. He is also a member of the board of directors of Paulson Capital Corporation, an investment banking firm that specializes in small cap IPOs.

Over more than 40 years, he has performed valuation engagements for mergers and acquisitions, employee stock ownership plans (ESOPs), fairness opinions, gift and estate taxes, incentive stock options, buy-sell agreements, corporate and partnership dissolutions, dissenting stockholder actions, damages, marital dissolutions, and many other business valuation purposes. He has testified in a wide variety of federal and state courts across the country and frequently participates in arbitration and mediation proceedings.

He holds an undergraduate degree in business administration from the University of Washington and a doctorate in business administration, majoring in finance, from Indiana University. He is a Fellow of the American Society of Appraisers, a Master Certified Business Appraiser, a Chartered Financial Analyst, a Master Certified Business Counselor, and is certified in mergers and acquisitions.

Dr. Pratt's professional recognitions include being designated a life member of the Business Valuation Committee of the American Society of Appraisers, a life member of the American Society of Appraisers, past chairman and a life member of the ESOP Association Advisory Committee on Valuation, a life member of the Institute of Business Appraisers, the Magna Cum Laude in Business Appraisal award from the National Association of Certified Valuation Analysts, and the distinguished service award of the Portland Society of Financial Analysts. He recently completed two three-year terms as trustee-at-large of the Appraisal Foundation.



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Dr. Pratt is the author of *Valuing a Business: The Analysis and Appraisal of Closely Held Companies*, 5th edition, and the co-author of *Valuing Small Businesses and Professional Practices*, 3rd edition, published by McGraw-Hill. He is the coauthor with Roger Grabowski of the forthcoming *Cost of Capital: Applications and Examples*, 5th edition, available from John Wiley & Sons in 2014, and the co-author of *The Lawyer's Guide to Cost of Capital*, available from the American Bar Association in 2014. He is the co-author with Jay Fishman and William Morrison of *Standards of Value*, 2nd edition, author of *The Market Approach to Valuing Businesses*, 2nd edition, *Business Valuation Body of Knowledge*, 2nd edition, *Business Valuation Discounts and Premiums*, 2nd edition, and co-author with the Honorable David Laro of *Business Valuation and Federal Taxes*, 2nd edition, all published by John Wiley & Sons, and *The Lawyer's Business Valuation Handbook*, 2nd edition, published by the American Bar Association. He is also co-author of *Guide to Business Valuations*, 17th edition, published by Practitioners Publishing Company.

He is publisher emeritus of a monthly newsletter, *Business Valuation Update* (primarily for the professional appraisal community).

Dr. Pratt develops and teaches business valuation courses for the American Society of Appraisers and the American Institute of Certified Public Accountants, and frequently speaks on business valuation at national legal, professional, and trade association meetings. He also developed and often teaches a full-day seminar (sometimes divided into two partial days) on business valuation for judges and lawyers.