

**Valuation, Capital Investment Decisions and M&A**

This intensive **2-Day** hands-on workshop covers the following practice areas and topics:

- Valuation
- Capital Investment and Budgeting
- Mergers and Acquisitions
- Private Equity Transactions and LBO's

**Workshop Content Outline**

**I. Valuation:**

- Review The Basics: Discounted Cash Flow, Multiples
- Value Drivers
- Advanced Application of DCF:
  - Sensitivity Analysis
  - Scenario Analysis
  - Sources of Value and Adjusted Present Value
- Advanced Topics in Cost of Capital
- DCF: Free Cash Flow to Equity Method
- Advanced Valuation Analytics:
  - Value of Current Performance vs. Future Expectations
  - Reverse Engineering the Valuation
  - Identifying Value Components
- Building Long term sustainable shareholder Value

**II. Capital Investments and Budgeting: (continued)**

- Ranking Projects and Capital Rationing
- Post Mortems on Capital Investments

**III. Mergers & Acquisitions:**

- Valuation in Mergers and Acquisitions
- The Economics of M&A
- Common (and Uncommon) Deal Metrics
- Valuing Synergies
- Critical Success Factors and Common Mistakes
- Case Study-Recent Transaction

**IV. Private Equity Transactions (LBO):**

- The Game-plan
- The Model
- Essential Ingredients
- Critical Success Factors
- Risks
- Best Practices and Takeaways
- Case Study-Recent Transaction

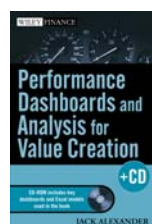
**II. Capital Investments and Budgeting:**

- Review the Basics: NPV, IRR, Payback
- Dealing with Uncertainty
  - Selecting Appropriate Discount Rates
  - Decision and Event Trees
  - Real Options
  - Sensitivity and Scenario Analysis

**Who should attend?**

Finance professionals as well as Corporate, Division or Business Unit management involved in capital investment and M&A activities.

Free Copy of "Performance Dashboards and Analysis for Value Creation" to all program attendees, a \$70.00 value.



Includes a CD Rom with dozens of excel models and dashboards

**About the Discussion leader**

Jack Alexander, a CFO turned consultant, educator and author is the discussion leader for the workshop. Jack is the author of "Performance Dashboards and Analysis for Value Creation" published by Wiley in 2006. He is a senior lecturer at Babson College, where he has taught Corporate Finance and Advanced Finance electives in the MBA program covering valuation and capital investments and Private Equity and M&A transactions. He is a frequent speaker on value creation and business performance management and is President of Jack Alexander and Associates, LLC.

*"Beyond academic theory, I have witnessed firsthand Alexander's framework-driven concepts improve firm profitability and value..."*

-William W. Benton, CFA, Investment Analyst, William Blair & Company, LLC

Typical individual cost for this workshop is \$1,295. If you would like to be notified when this seminar is scheduled for a city near you, or if you are interested in us conducting an in-house session for your staff, please let us know at one of the following:

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