

	Monday	Tuesday	Wednesday	Thursday	Friday
<b>Morning Session 1</b>	<b>Registration</b> <b>Introductions Valuation</b> – Theory • NPV, IRR, Multiples • Cash Flows, Discounts Rates <i>Ashwini Agrawal</i>	<b>Management Strategy</b> • The “soft side of strategy:” key concepts and applications • How to value companies: Valuation methods for M&A <i>Vicente Cuñat</i>	<b>Financial Strategy</b> • <u>Case 3: American Home Products</u> • How to evaluate tax shields vs. distress costs <i>Ashwini Agrawal</i>	<b>Private Equity</b> • Overview of PE industry • Mechanics of PE valuation <i>Ashwini Agrawal</i>	<b>New Businesses</b> • Interactive lecture on the strategy of new firms • <u>Case 6: Knoll</u> • Class discussion of Knoll case • Going Public <i>Vicente Cuñat</i>
<b>Coffee Break</b>					
<b>Morning Session 2</b>	<b>Valuation – Theory</b> (continued) <i>Ashwini Agrawal</i>	<b>Management Strategy</b> (continued) <i>Vicente Cuñat</i>	<b>Financial Strategy</b> (continued) <i>Ashwini Agrawal</i>	<b>Private Equity</b> (continued) <i>Ashwini Agrawal</i>	<b>New Businesses</b> (continued) <i>Vicente Cuñat</i>
<b>Lunch</b>					
<b>Afternoon Session 3</b>	<b>Valuation – Practice</b> • <u>Case 1: Mercury Athletic</u> • Class discussion of Mercury case <i>Ashwini Agrawal</i>	<b>Valuation - Practice</b> • <u>Case 2: AirThread</u> • Groups meet to discuss to work on AirThread case • Class discussion <i>Vicente Cuñat</i>	<b>Mergers &amp; Acquisitions</b> • <u>Case 4: Paramount</u> • Class discussion of Paramount case <i>Vicente Cuñat</i>	<b>Venture Capital</b> • <u>Case 5: Spiffy</u> • Class discussion of “Spiffy” case <i>Ashwini Agrawal</i>	<b>Course wrap-up</b> • <u>Exam</u>  <b>16:30 Graduation</b>
<b>Coffee Break</b>					
<b>Afternoon Session 4</b>	<b>Valuation – Practice</b> (continued) <i>Ashwini Agrawal</i>	<b>Valuation - Practice</b> (continued) <i>Vicente Cuñat</i>	<b>Mergers &amp; Acquisitions</b> (continued) <i>Vicente Cuñat</i>	<b>Venture Capital</b> (continued) <i>Ashwini Agrawal</i>	
	Case preparation and support session	Case preparation and support session	Case preparation and support session	Case preparation and support session	
<b>Evening Events</b>	<b>Welcome Reception</b>			<b>Dinner</b>	