

Corporate Valuation and Strategic Transactions: Executive Course

Master valuation methods and transaction strategies for finance professionals and executives.

Venture Capital & Private Equity

Instructor: Nathan Caldwell • 5 sections • 51 lessons • 20.75h total

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About this course

In the fast-paced world of finance, accurately valuing companies and navigating strategic transactions can make or break deals. Many professionals struggle to apply theoretical knowledge to real-world scenarios, which leads to errors and missed chances.

This course covers foundational concepts to advanced techniques in corporate valuation and strategic transactions. You'll learn through video lectures, real case studies, and practical exercises, gaining skills you can use immediately in your work.

Course curriculum

Foundations and Preparation

- **Introduction to Corporate Valuation Principles (15m)**
We'll cover the core concepts behind valuing companies, setting a base for more complex models. Includes a quick overview of valuation contexts.
- **Reading Financial Statements for Valuation (20m)**
You'll learn how to extract key data from income statements, balance sheets, and cash flow statements to support valuation work.
- **Time Value of Money and Discount Rates (18m)**
Step-by-step guide to calculating present and future values, with a focus on setting appropriate discount rates for different scenarios.
- **Overview of Strategic Transactions (12m)**
This lesson introduces mergers, acquisitions, and other deals, explaining their role in corporate strategy and value creation.
- **Using Market Multiples in Valuation (25m)**
We'll explore how to select and apply multiples like P/E and EV/EBITDA, with examples from recent market data.
- **Historical Trends in Valuation Practices (10m)**
A brief look at how valuation methods have evolved over the past decade, highlighting current best practices.
- **Setting Up a Valuation Framework (22m)**
You'll build a structured approach to valuation, from data gathering to final output, using a practical template.
- **Ethical Considerations in Financial Analysis (15m)**
Covers common ethical dilemmas in valuation and transactions, with guidelines for maintaining integrity in your work.

Core Valuation Concepts

- **Fundamentals of Discounted Cash Flow (DCF) (30m)**
We'll break down the DCF method, explaining free cash flow projections and terminal value calculation with clear examples.
- **Building a DCF Model from Scratch (45m)**
A hands-on session where you construct a full DCF model in Excel, learning to handle assumptions and outputs.
- **Comparable Company Analysis (25m)**
You'll learn how to identify peer companies, gather data, and adjust for differences to derive accurate multiples.
- **Precedent Transactions Analysis (20m)**
This lesson covers using past deal data to value companies, including adjusting for market conditions and deal specifics.

- **Asset-Based Valuation Methods (18m)**
We'll explore valuing companies based on their assets, with a focus on industries like real estate and manufacturing.
- **Calculating Free Cash Flow Accurately (22m)**
A deep dive into deriving free cash flow from financial statements, addressing common pitfalls and adjustments.
- **Estimating Terminal Value (15m)**
Step-by-step guide to terminal value methods, including growth rate assumptions and perpetuity calculations.
- **Conducting Sensitivity Analysis (20m)**
You'll learn how to test how changes in key assumptions impact valuation outcomes, using data tables and scenarios.
- **Integrating Multiple Valuation Approaches (25m)**
We'll cover how to combine DCF, comparables, and other methods to arrive at a balanced valuation range.
- **Case Study: Valuing a Public Technology Company (40m)**
Apply your skills to a real-world case, analyzing financial data and building a valuation report for a tech firm.

Deep Dive into Transaction Modeling

- **Leveraged Buyout (LBO) Modeling Basics (35m)**
We'll introduce LBO concepts, debt structures, and return metrics, with a focus on practical model setup.
- **Mergers and Acquisitions (M&A) Valuation (30m)**
Covers valuation for M&A deals, including synergy analysis and accretion/dilution calculations with examples.
- **Estimating Synergies in Deals (25m)**
You'll learn to quantify cost and revenue synergies, using historical data and industry benchmarks for accuracy.
- **Due Diligence in Strategic Transactions (20m)**
A guide to the due diligence process, highlighting key financial, legal, and operational checks in deals.
- **Structuring and Financing Transactions (18m)**
We'll explore different deal structures and financing options, from equity to debt, with their implications on valuation.
- **Handling Cross-Border Valuation Challenges (22m)**
Addresses currency, regulatory, and cultural factors in international transactions, with practical solutions.
- **Valuing Distressed Companies (15m)**
Covers methods for valuing companies in financial trouble, including liquidation and restructuring scenarios.
- **Real Case Study: LBO of a Retail Business (45m)**
Apply LBO modeling to a retail company case, from initial assumptions to final returns and sensitivity checks.

Advanced Application and Special Topics

- **Advanced Financial Modeling Techniques (35m)**
We'll cover dynamic modeling, circular references, and error-checking to build more reliable valuation models.
- **Private Equity Valuation Approaches (30m)**
Learn how private equity firms value companies, focusing on IRR, cash-on-cash returns, and fund mechanics.
- **Valuing Startups and Venture Capital Deals (25m)**
A practical guide to early-stage valuation, using methods like scorecards and risk factor summation with real examples.
- **Incorporating Real Options in Valuation (20m)**
This lesson explains how to value flexibility in business decisions, such as expansion or delay options, using option pricing.
- **Valuing Digital Assets and Cryptocurrencies (18m)**
Covers emerging valuation techniques for crypto assets, including network effects and market-based approaches.
- **ESG Factors in Corporate Valuation (22m)**
You'll learn to integrate environmental, social, and governance metrics into valuation models for modern assessments.
- **Industry Focus: Technology Sector Valuation (25m)**
We'll analyze tech companies with unique metrics like user growth and SaaS models, using current case data.
- **Industry Focus: Healthcare Sector Valuation (25m)**
Addresses valuation for healthcare firms, including drug pipelines and regulatory impacts, with step-by-step examples.
- **Negotiation Strategies in Financial Deals (20m)**
Practical tips for negotiating deal terms and valuations, based on common scenarios in M&A and LBO transactions.
- **Valuation After Mergers and Acquisitions (15m)**
Covers how to assess performance and integration success post-transaction, with metrics and reporting techniques.
- **Case Study: Cross-Border M&A Transaction (40m)**
Apply your knowledge to a full cross-border deal case, from initial valuation to final negotiation and closing.
- **Simulation: Full Transaction Modeling Exercise (50m)**
A hands-on simulation where you model a complete transaction, including valuation, financing, and presentation.

Implementation and Next Steps

- **Building Your Valuation Toolkit (30m)**
We'll set up tools and templates in Excel and other software, with tips for efficient data management and analysis.

- **Presenting Financial Analysis to Stakeholders (25m)**
Learn to create clear reports and presentations that communicate valuation results effectively to different audiences.
- **Client Communication in Advisory Roles (20m)**
Covers best practices for explaining complex valuation concepts to clients, with scenario-based examples.
- **Regulatory and Compliance Issues in Transactions (18m)**
A guide to key regulations affecting deals, including antitrust, securities laws, and disclosure requirements.
- **Future Trends in Corporate Finance Valuation (15m)**
Explores emerging trends like AI in modeling and changing market dynamics, with implications for your practice.
- **Career Paths in Corporate Finance and Valuation (20m)**
We'll discuss roles from analyst to partner, with advice on skill development and industry networking.
- **Guidance on Professional Certifications (12m)**
An overview of certifications like CFA and CPA, with study tips and how they apply to valuation careers.
- **Networking and Industry Resources (10m)**
Quick tips on finding mentors, joining professional groups, and accessing up-to-date resources for ongoing learning.
- **Capstone Project: Comprehensive Valuation Report (60m)**
You'll complete a full valuation report for a company, integrating all methods learned, with detailed documentation.
- **Peer Review and Feedback Session (30m)**
Share your capstone project with peers for constructive feedback, simulating real-world collaborative environments.
- **Expert Panel Discussion on Valuation Challenges (45m)**
Listen to and ask questions of industry experts discussing current issues and practical solutions in valuation.
- **Course Review and Key Takeaways (20m)**
We'll summarize the main concepts and techniques covered, reinforcing how to apply them in your daily work.
- **Your Next Steps in Finance Expertise (15m)**
Provides a roadmap for continuing your learning, with suggested readings, projects, and professional development actions.

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