

DAY ONE

THE MARKETS, BUSINESS STRUCTURES AND ACCESS TO MARKET

Private equity markets globally

Trends and outlook

Private Equity today

Exercises: designing suitable characteristics of a target private equity company; defining the appropriate macro framework conditions for private equity markets

DAY TWO

WORKING A POTENTIAL DEAL TO THE POINT OF DECISION

Deal and funding sources

Excel exercise: valuation

Investing and funding

Core concepts of business strategy and operating risk

Due diligence

DAY THREE

CLOSING AND TAKING OWNERSHIP OR CONTROL OF A DEAL

Deal evaluation and planning

Deal structures

Deal negotiations

Exercises: valuation exercises for companies with and without assets/cash flow; developing a restructuring plan for a company; developing a financing plan to take over a company

DAY FOUR

RUNNING A PRIVATE EQUITY BUSINESS

First 90 days

Three years

Exercises: TAKING CHARGE: the Enterprise Project - Creating a tight team

DAY FIVE

DEVELOPING A SUSTAINABLE PRIVATE EQUITY BUSINESS

Exit strategies

Building a private equity business

Performance and benchmarks

Ethics Exercises: designing suitable characteristics of a target private equity company; defining the appropriate macro framework conditions for private equity markets

Course review and discussion