Who Should Attend

- Students interested in corporate finance, corporate mergers & acquisitions, private equity, investment banking, corporate / M&A law, and other roles impacted by global mergers & acquisitions

Training Program Profile – Key Benefits

- M&A, private equity, and banking training to enhance professional development and recruitment opportunities
- Buy-side (acquiring and investing) specific training while providing deep insights to the sell-side (divesting and selling), capital raising, and recruitment strategies. Training is non financial modeling / quantitative focused
- Training course developed based on insights from senior M&A, private equity, and investment banking professionals
- Classroom materials provided plus intimate lecture sessions, facilitating detailed Q&A and discussion
- Enforcing “real world” application of the full deal process, not just academic theory or one aspect of a transaction
- Created and taught by Senior Private Equity, M&A, and Investment Banking executives

Select Topics Covered

- Private Equity, Strategic Acquirer, Investment Banking Primer
- Sell-side Process Review and Key Deliverables
- Investment Strategies and Thesis Development
- Capital Raising Strategic Options Deal Origination / Deal Sourcing
- Due Diligence Transactional Analytics
- Synergies Legal Documents Negotiations
- Operational / Value Creation Recruitment Strategies and Interview Preparation / Case Studies

Program Registration

General Information: [www.THINKdealtraining.com](http://www.THINKdealtraining.com)
Contact: Vincent Lee, vhslee@ucdavis.edu
Date: Sunday, November 12th, 2017
Room: To Be Announced
Fee: $70 per student
Registration Link: https://enroll.thinkdealtraining.com/products/ucdavis
Enter discount code at checkout: Davis
- Registration deadline is November 10th at 12pm PST
- Refunds available until November 10th at 12pm PST
Our focus is on providing education and training on the full investment and deal process utilized within *mergers & acquisitions, private equity, and banking*

We focus on the buy-side (acquiring, investing) while providing deep insights to the sell-side (selling, divesting) and capital raising

Note: Insights to be shared and discussed regarding career opportunities and interview/recruitment preparation throughout session
Agenda

- Introduction
- M&A Trends and Key Statistics
- Firm Types, Organization Structures, and Roles (Incl. Corporate Finance)
- Review of Sell-side Transaction Process
  - Key Processes
  - Deliverables and Analytics
  - Decision Frameworks
- Anatomy of a Successful Deal
- Deep Review of Buy-side Transaction Process
  - Investment Strategy and Investment Thesis Development
  - Capital Raising
  - Strategic Options
  - Deal Origination / Deal Sourcing
  - Due Diligence
  - Summary of Deal Analytics, Synergy Evaluation, Corporate Finance
  - Legal Process and Transaction Documents
  - Negotiations
  - Operational Integration and Performance Monitoring
  - Recruitment Strategies

Note: Insights to be shared and discussed regarding career opportunities and interview/recruitment preparation throughout session

Timing

Sunday, October 20th, 2017
8:30am – 4pm PST