

Advanced Valuation

Deepening your knowledge of valuation concepts

Professionals in all roles in business, from the C-suite executives responsible for investment decision-making and corporate finance strategy to all those who advise and support them, require an understanding of the value impact of business decisions. The field of valuation is full of shortcuts and rules-of-thumb which, while quick and pragmatic, may inadvertently result in damaging, or even catastrophic, investment decisions. In the field of valuation, it is all too tempting to slip into simple mechanical processes without analyzing why one is doing things in a certain way. Indeed, the failure to understand the deficiencies in the standard approaches, and inability to ask the right questions, may explain why so many investments and acquisitions result in the destruction – rather than creation – of value.

In the **Advanced Valuation** program, participants with experience in valuation are exposed to a conceptually challenging curriculum, exploring both the theoretical basis and practical application of the major elements of discounted cash flow valuation. They learn to differentiate between long-term value-creating strategies and short-term indicators, such as share price, earnings per share, market share, revenue growth, increased profit and customer satisfaction. Above all, they learn to ask the questions that will build value for the future.

How you will benefit

- Understand the “why we do it that way” behind valuation concepts you practice daily
- Enhance your awareness of the key finance principles which underpin our approach for estimating the discount rate used in valuation
- Develop the capability to distinguish value creation from value destruction to ensure competitive success and the long-term survival of your company
- Learn and practice a process for conducting a data-driven, theoretically correct, valuation
- Be able to handle cross-border, emerging market, and other complicated valuations
- Question common practices and identify common mistakes and misunderstandings

	4 days
	€4600
	Corporate Finance
	English
	4.4/5
	12 – 15 December 2016

Faculty

Kevin Kaiser joined the finance faculty at INSEAD in 1992 where he is currently Professor of Management Practice and Director of the Transition to General Management program. Kevin is also Director of the ABN AMRO Managing for Value Research Fund at INSEAD, and is active in conducting and sharing research and insight into how managers can better orient themselves and their organizations around value creation for long-term success. . Kevin’s research has appeared in academic and practitioner journals and newspapers, and his two recently released books, *The Blue Line Imperative*, co-authored with David Young, and *Becoming a Top Manager*, co-authored with Michael Pich and I.J. Schecter, present the core insights around managing for value, along with practical ideas to help managers make it happen in addition to how to navigate the transition to a role in general management.



This program is eligible for **24 CE credit hours** as granted by CFA Institute.

EARLY ENROLLMENT DISCOUNT - Enroll more than 90 days in advance and receive a 10% discount on the program fee

ENROLL NOW
www.aif.nl

Program Content

Advanced Valuation will work through a series of conceptual and numeric examples, conducted as group work as well as in plenary discussion, in addition to a long case study enabling participants to deepen, and exhibit, their understanding of the fundamental concepts. These cases will also enable participants to practice the steps in the data-driven, unbiased, valuation process being taught in this program. The process and the conceptual basis for this approach to valuation will be explained and elaborated on Day 1, and the refinement and application of the process will be further illustrated, and practiced by participants, in the case studies and class discussions of the remaining three days. The main topics to be covered include:

Conceptual basis and building blocks of DCF Valuation

- What is value and why do we care?
- Distinguishing price and value
- Defining value and distinguishing value creation from value destruction
- Distinguishing value creation from value transfer
- The economics of supply, demand and sustainable competitive advantage
- The connection between industry drivers of competitive advantage and valuation

Valuation concepts

- Understanding and estimating the discount rate (the Opportunity Cost of Capital)
- Distinguishing key performance indicators from value drivers
- Performing historical/financial analysis
- Developing an unbiased, data-driven forecast of future cash flows
- The mechanics of estimating continuing value

The opportunity cost of capital and complications

- Components of the discount rate (the opportunity cost of capital), including the risk-free rate and adjustment for risk
- Incorporating risk – diversifiable versus non-diversifiable risk and asset pricing models (CAPM, APT)
- The impact of leverage and the Adjusted Present Value (APV) and WACC Methods
- Emerging markets and other complications

“It gives new insights into valuation methods that we use on a daily basis. The conceptual way of teaching goes beyond simple mechanics and makes you think about why you are doing certain things in your daily work.”

- Business Analyst
Fund Investment AlpinInvest
The Netherlands

Enrolling & Practical Information

Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their companies. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

How to enroll

Enrollment applications are available via www.aif.nl. There is no closing date for enrollment although it is advisable to enroll early as places are limited. General Terms & Conditions of enrollment are available via www.aif.nl

Program calendar

Program dates and information about all AIF programs are available at www.aif.nl or by contacting AIF directly.

Accommodation

AIF has a special reduced rate available for participants at nearby hotels.

Program location

All AIF programs take place at AIF's premises in the center of Amsterdam. AIF's premises are easily accessible by public transport and car and are a 30-minute drive from Schiphol international airport and a 5-minute walk from Amsterdam's central train station.

Program fees

Program fees include all the comprehensive program materials, books, and software that are required per program, as well as daily luncheons. Accommodation is not included.

As an educational and not-for-profit foundation, AIF is exempt from charging VAT. For clients located within the Netherlands, the AIF program fee is exempt from VAT. For other EU and all non-EU clients, VAT may be due by client to the tax authority.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete an AIF Open Enrollment or In-Company program.

About Amsterdam Institute of Finance

AIF is a global financial education and innovation institute headquartered in Amsterdam. Through our programs (open enrollment and in-company) we connect ambitious professionals with the best minds in finance. Taking part in one of our programs or events is a direct investment in your personal future. Joining the AIF alumni network means connecting with the world's leading financial experts, in addition to professionals from more than 1200 organizations. Together with them we endeavor to impact your career and shape the future of finance.

This is what makes AIF and the AIF experience unique:

- We believe in responsible and sustainable finance
- AIF is a not-for-profit foundation which allows us to independently select our faculty from the world's leading business schools (such as INSEAD, NYU Stern, Berkeley, etc.) and other institutions
- Our clients, rather than profits, come first for us
- AIF delivers top quality. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in of one of our programs means you become part of the AIF network which connects you to professionals in more than 110 countries
- Our programs are applicable to daily practice and prepare you for the future of finance.

CONTACT US

www.aif.nl | +31 (0)20 520 0160 | info@aif.nl