



The brightest minds in finance

Initial Public Offerings

What to expect from an IPO and how to prepare for it: trends, SPACS and more

The international market for Initial Public Offerings (IPOs) has evolved quite dramatically in last several years, with a substantial change in both the profile of companies accessing the public equity market (e.g., 'gig-economy' companies) and the strategies for executing the Initial Public Offer (e.g., SPACS). In this rapidly changing environment it is of utmost importance to remain up-to-date on the cutting-edge state of the art in this market segment.

The **Initial Public Offerings** program provides in-depth analysis of the inner workings of the market for Initial Public Offerings. The program is a blend of lectures, case analysis, and practical exercises.

How you will benefit

By attending the program, you will

- Gain an up-to-date overview of the current state of the international market for Initial Public Offerings
- Take part in an in-depth discussion of the costs and benefits of public offers
- Examine in detail the process for executing a public offer: What should a company expect and how to prepare for it?
- Understand IPOs as an asset class: What is the post-IPO performance?

Who should attend

The **Initial Public Offerings** program is primarily aimed at investment banking professionals engaged in Initial Public Offerings. The program will also be useful for:

- Executives in companies considering an Initial Public Offering, as they will learn what to expect from an IPO and how to prepare for it.
- Equity market investors interested in better understanding risk and opportunities in the market for Initial Public Offerings.
- Professionals who interact with startups in the process of raising funds, such as lawyers, accountants or consultants.
- Professionals who advise venture capital funds and need to understand how they work.
- Any finance professionals wanting to gain a solid overview of today's IPO market segment.

Please contact us should you feel the need to verify your level of knowledge.

Program at a glance

Day 1

- Introduction to the IPO market and current trends
- Going public and the IPO process: costs and benefits
- Going public with SPACS
- Practical case studies

Day 2

- When to go public and why
- Preparing and marketing IPOs
- The post-IPO performance
- Practical case studies

2 days | € 2,850 | Check AIF.nl for dates

"The IPO program has been developed on the recognition that private equity market is an important market to foster innovation and create wealth in communities."

Paolo Fulghieri, Professor of Finance University of North Carolina, USA

The expert

Meet the brightest minds in finance. Learn from the world's leading finance academics and experienced corporate executives.



Paolo Fulghieri is a Professor of Finance at the Kenan-Flagler Business School of the University of North Carolina, USA.

Dr. Fulghieri is actively conducting research in corporate finance and in its interactions with investment and commercial banking. His research has been published in leading finance journals, such as *Journal of Finance*, *Review of Financial Studies*, and *Journal of Banking and Finance*.

Finance professor Fulghieri has taught Corporate Finance and the Economics of Information at the Graduate School of Business of Columbia University, from 1987 to 1993, and Financial Management at the J.L. Kellogg Graduate School of Management of Northwestern University, from 1993 to 1995. Between 1995 and 2002 he taught Corporate Finance in the MBA and several Executive Education programs at INSEAD, France, where he has been Dean of the PhD Program. He has also taught Corporation Finance at the Graduate School of Business of the University of Chicago and in several executive education programs.

He holds a Dottore in Discipline Economiche e Sociali from Università Commerciale L. Bocconi in Milan, Italy and PhD in Economics from the University of Pennsylvania, Philadelphia, USA.

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 organizations. 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.

Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

Program location

The programs are held in the center of Amsterdam, within an easy walk from Amsterdam Central Station, and within 30 minutes from Schiphol international airport.

Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 246 7140.

Ready to learn more? Find your program and reserve your place at [AIF.nl](https://aif.nl)

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