



**Dr. V. N. Bedekar Institute of Management, Thane**  
**Teaching Plan (MMS/PGDM)**  
**Academic Year (2018-2019)**

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Programme Name: MMS

Semester: III

Name of the subject: Corporate Valuation and Mergers and Acquisitions

Maximum marks:100

No. of Sessions: 14

Name of the Faculty: A.R.Parasuraman

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Weblink:

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**Learning Objectives:**

Understand Valuation and develop the ability to estimate the values  
Understand the conceptual and strategic issues in M&A

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**Reference Books:**

Prasanna Chandra-Financial Management  
Damodaran-Valuation  
Khan & Jain-Financial Management  
Sudi Sudarsanam-Creating value from Mergers and Acquisitions



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**Plan:**

| <b>Session No</b> | <b>Topics to be covered</b>   | <b>Books referred/ Recommended/ References-<br/>Print/Articles/ News/Research papers/<br/>Online database/ Software /Simulations used</b> | <b>Learning outcomes</b>       | <b>Evaluation of Students understanding by<br/>MCQs, Quiz, Short Test</b> |
|-------------------|---|---|--------------------------------|---|
| 1                 | Overview of Valuation-<br>scope,purpose,information needed,legal and<br>regulatory issues | Damodaran – Valuation,Prasanna Chandra, Khan<br>and Jain  | Lectures,Discussio<br>ns       | Questions and Quiz  |
| 2                 | Financial Statements,Leverage and working<br>capital from valuation Perspective           | Same as above   | Lecture and<br>Excercises      | Same as above   |
| 3                 | Calculation of Valuation inputs-FCFF,FCFE   | Same as above   | Lecture and<br>Excercises      | Same as above   |
| 4                 | Discounted Cash Flow Valuation  | Same as above   | Lecture and<br>Problem Solving | Same as above   |
| 5                 | Relative Valuation Model  | Same as above   | Lecture and<br>Problem solving | Same as above   |
| 6                 | Special cases of Valuation  | Same as above   | Lecture and<br>Problem solving | Same as above   |
| 7                 | Options pricing applications in valuation   | Same as above   | Lecture and<br>Problem solving | Same as above   |



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|    |  |   |                                |               |
|----|--|---|--------------------------------|---------------|
| 8  | Valuation Report   | Same as above   | Lecture and<br>Problem solving | Same as above |
| 9  | Introduction to Mergers and Acquisitions-Types of restructuring, regulatory considerations, takeover code, M&A process | Financial Management-Prasanna Chandra<br>Financial Management-Khan & Jain<br>HBR articles on Mergers and Acquisitions | Classroom<br>discussions       | Same as above |
| 10 | M&A Valuation and modeling   | Same as above   | Problem solving                | Same as above |
| 11 | Deal structuring and Financial strategies- Negotiations and legal aspects  | Same as above   | Class room<br>discussions      | Same as above |
| 12 | Tax and Accounting Considerations-Financing of the deal  | Same as above   | Lecture and<br>discussions     | Same as above |
| 13 | Alternative Business Restructuring Strategies  | Same as above   | Lecture and<br>discussions     | Same as above |
| 14 | Case studies and presentations   | Based on the entire course  | Class discussions              | Same as above |
| 15 |  |   |                                |               |

**2. Practical Approach : Other activities (Atleast 4 distinct activities)**

| Sr. No. | Activity Name | Topic Coverd     | Learning outcomes                                | Source                 |
|---------|---------------|------------------|--|------------------------|
| 1       | Role Play     | Valuing Startups | Understanding the challenges in valuing startups | Books and Class inputs |



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|   |                                       |                                |  |                        |
|---|---------------------------------------|--------------------------------|--|------------------------|
| 2 | Industry Visit                        |                                |  |                        |
| 3 | Academic Projects                     | All topics                     | Developing expert Knowledge                              | Books                  |
| 4 | Book Review                           |                                |  |                        |
| 5 | Group Discussion                      | Venture Capital Valuation      | Understanding Valuation from venture capital perspective | Class inputs           |
| 6 | Business Quiz / Business News sharing |                                |  |                        |
| 7 | Videos / Simulation                   |                                |  |                        |
| 8 | Use of Softwares and Labs             |                                |  |                        |
| 9 | Any other activity                    | Case Studies and Presentations | Develop Expert Knowledge                                 | Books and Class inputs |



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**Evaluation:**

**I) Internal:**

| <b>Component</b> | <b>Details</b>                 | <b>Marks</b> |
|------------------|--------------------------------|--------------|
| Class Test       |                                |              |
| Presentation     | Group Presentations            | 20           |
| Case Study       | Group Case Study Presentations | 20           |
| Participation    |                                |              |
| Others           |                                |              |

**Signature of Faculty**

**Signature of the Co-ordinator**