Programme: MMS   Semester: III   Period: Aug'20 – Nov'20
Course Code : MMS-3-Fn-E06
Name of the subject: Corporate Valuation and Mergers & Acquisitions
Maximum marks: 100 (60+40)   No. of Sessions:13 (3 hrs each)

Name of the Faculty: Prof. Dipti Periwal and Prof. Siddhesh Soman
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Program Outcomes (PO)	Course Outcomes (CO)
1. Nurture leadership skills, team-membership skills and mutual trust. **2.** Demonstrate decision-making ability. **3.** Ability to develop culture of technology-usage. **4.** Inculcate social sensitivity among students. **5.** Integrate and apply business knowledge and management techniques for problem-solving / analytical skills. social sensitivity among students.	**1.** Analyse different types of approaches & techniques to perform valuation **2.** Develop single stage or multi-stage valuation models based on absolute & relative valuation tools **3.** Analysis of the conceptual and strategic issues in M&A

Reference Books:

R1. Damodaran on Valuation, Aswath Damordaran
R2. Mergers and Acquisitions: Strategy, Valuation and Integration by Ray K.G
R3. Corporate Valuation, Prasanna Chandra
R4. CFA Institute, USA, Curriculum

A. Plan:

Session No.	Pl. Date	Topic	CO No.	Ref. Study Material	Course Outcomes
1	05/08/2020	Introduction to Merger, acquisition. Types of Merger	CO3	R2, PPT	Understanding the various forms of business restructuring, the regulatory aspects and the M& A process
2	12/08/2020	Hostile Takeover	CO3	L&T and Mindtree Case	Application of Defensive strategies against a Hostile takeover
3	19/08/2020	M &A valuation and modelling calculation of firm value	CO1 & CO3	Practical Problems on Valuation , R1	Analyse a firm's value and ability to calculate EV
4	26/08/2020	M &A valuation and modelling calculation of firm value	CO1 & CO3	Practical Problems on	Analyse a firm's value and ability to calculate EV

				Valuation, R1	
		Accretion and Dilution			
5	02/09/2020	Due Diligence and Failed *Merger	CO3	Tata Corus and case lets of Failed Case, R3	Analysis of Due diligence and Economic rationale
6	09/09/2020	**Internal Test +** Deal structuring and financial strategies Negotiations, payment and legal considerations, tax and accounting considerations, financing of the deal.	CO3	PPT, R2, R3	Understand the different methods of financing, payment and tax considerations and other factors important for deal structuring
7	16/09/2020	Overview of Corporate Valuation and Dividend Discount Model (Problem solving)	CO1 & CO2	R1, R2 & R3	Compare various types of Valuation approaches & techniques. Assess intrinsic value of companies based on dividend discounting in single stage & multi-stage scenarios, H-Model
8	23/09/2020	Discounted Cash Flow (DCF) methods (Problem solving)	CO1 & CO2	R1 & R3	Design financial models based on DCF technique. Assess intrinsic value of companies as per FCFF & FCFE.
9	30/09/2020	Relative Valuation and Equity Research Reports (Problem Solving)	CO1 & CO2	R1, R2 & R3	Evaluate valuation of companies based on multiples like P/E, P/BV, P/sales, P/CFO, EV/EBITDA etc. Learn PEG ratio, Forward P/E, Trailing P/E. Understanding how Equity Research Reports are prepared
10	07/10/2020	Valuation of Private companies (only basic overview, Problem solving)	CO1 & CO2	R1 & R3	Assess Fair value of private companies by finding proxy firms, applying deleveraging & re-leveraging techniques on Beta
11	14/10/2020	Valuation of Intangible Assets (Problem Solving)	CO1	R1 & R2	Appraise Valuations of Intangible assets Goodwill, Patents, Brand etc.
12	21/10/2020	**Internal Test +** Case Study on Equity Valuation	CO1 & CO2	HBS Cases	Discuss a real-life study based on Corporate Valuation
13	28/10/2020	**Presentation**	CO1 & CO2	NA	Develop practical application of theory

B. **Practical Approach: Other activities**

Sr. No.	Activity Name	Topic Covered	Learning outcomes	Source
1	Case study (current affairs)	Strategic Growth, DCF based valuation, Relative Valuation, Private company valuation, Synergy benefit	To apply theoretical concepts in practice	HBR Cases, News articles, finance magazines, annual reports
2	Academic Projects	Reasons for Failed mergers, Final Presentation	In-depth understanding of concepts relating to Corporate Valuation	Company Data and published cases
3	Group Discussion			
4	Role Play			
5	Industry Visit			
6	Business Quiz / Business News sharing	Every Session	To be in touch with the latest happenings in the finance world	Economic Times, Business Standard, Financial Express
7	Videos / Simulation			
8	Use of Software and Labs	Calculating DDM, DCF, Relative valuation	Understand how to use excel for corporate valuation	MS Excel and advanced excel
9	Any other activity			

A. **Innovative pedagogy adopted:**
1) Use of advanced excel for Financial Modelling.
2) Application of Management Tools in creating teaching notes for the published cases.
3) Using excel for practical application of valuation concepts
4) Discuss latest events or happenings related to corporate valuation in the economy in every lecture
5) As part of presentations each student is asked to apply valuation models on one public limited company

Prepared by: **Approved by:**
Faculty-   **Specialisation Head**

A. **Execution:**

Session No.	Actual Date	Topic Covered	Attendance %	Evaluation Method	Case Study Ref.	Quiz Ref.	CR Sign

B. **Evaluation:**

Component	Details	Marks
Presentations & Viva	Mandatory	5+5
Class Test (2 for PGDM)	Mandatory (MCQ, Descriptive,. Etc)	20
Assignments / Others	Mandatory	5
Participation/Attendance	Mandatory	5
Final Exam	Mandatory	60

C. **Student Performance Analysis:**

Avg. Attendance	Avg. Internal Marks	% Failed in Internals	Avg. Final Marks	% Failed in Final	No. of best students > 80%	No. of students needs improvement

D. <u>Attainment:</u>

	CO1	CO2	CO3		
PO1					
PO2					
PO3					

Comments / Suggestions / Recommendations:

Suggestions (if any) to students on subject related Certificate/Diploma or Add-on program: -

Signature of Faculty   **Signature of the Co-ordinator**