

Length

Format : PDF

Used in Folders : IndeStudy2016Finance

:

In 2003, a Namibian entrepreneur was deciding how to finance and manage the risks of an ecotourism, nature reserve, venture project. Explores the challenges facing an entrepreneur operating in an emerging market with imperfect local financial and legal institutions.

CASE

SUPPLEMENTS AUDIO SAMPLE

Liston Mechanics Corp. (audio version)

Marc L. Bertoneche Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 205070-AU3-ENG

Length

Format : Audio MP3

Used in Folders : IndeStudy2016Finance

Reviews, through a rather simple and straightforward situation, the various methods of valuation--free cash flow, weighted average cost of capital, equity cash flow, adjusted present value, multiples, etc.

■ CASE EDUCATOR COPY

TechnoServe and the Tanzanian Specialty Coffee Industry

Peter Hecht; Salim Haji Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 204153-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

In 2003, TechnoServe, a U.S.-based, international, nonprofit organization, was deciding how to structure the capital investments required for Tanzanian business groups to acquire coffee bean central pulperies. This case explores the challenges of capital budgeting and financing for small firms in an emerging market.

□ CASE EDUCATOR COPY

Bang Networks, Inc.

Paul A. Gompers; Sergio Rattner

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 201074-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Bob Rosin, president and CEO of Bang Networks, must decide how much debt financing to take on. The company is a raw start-up and is considering taking on \$10 million in debt. The firm has six offers and needs to identify the best one.

CASE

Hallstead Jewelers William J. Bruns Jr.

Added on Jul 26, 2016

▼ Details

Discipline : Finance

2 of 16 7/26/2016 9:41 AM

SUPPLEMENTS EDUCATOR COPY TEACHING NOTE

EDUCATOR COPY

TEACHING NOTE

EDUCATOR COPY

TEACHING NOTE

Source : Harvard Business School

Product # : 107060-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

A retail jeweler has relocated to a larger store and is experiencing losses for the first time. Sales and costs have increased along with the breakeven point. Changes in pricing and promotion must be explored. Alternative actions to return to profitability can be considered.

CASE

Stock Pitching at Freelin Capital

Lauren H. Cohen Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 214005-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

CASE

Bank for International Development, Software Case

W. Carl Kester; Timothy A. Luehrman

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 289034-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

A hypothetical case in which an assistant treasurer of a supranational bank is asked to determine in which currencies it has been cheaper ex post to borrow. An integral part of the case is a Lotus 1-2-3 worksheet containing monthly data on yen and dollar interest rates, exchange rates, and inflation rates from January 1976 to October 1985. The worksheet with accompanying questions prompts students to study the various parity relationships between the yen and the dollar numerically, graphically, or statistically. Students are challenged to draw inferences concerning the circumstances under which a treasurer should expect to prefer borrowing in one currency rather than others. Requires Case Software diskette (9-289-534).

■ SUPPLEMENT

Time Inc.'s Entry into the Entertainment Industry (B)

Lisa Meulbroek

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 293133-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

Supplements the (A) case. Designed as a class handout. Allows students to evaluate the Board's response.

CASE

OuterLink Corp. (A)

Josh Lerner

Added on Jul 26, 2016

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TEACHING NOTE

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▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 806059-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

To maximize their effectiveness, color cases should be printed in color.

Zero Stage Capital is addressing a troubled investment in OuterLink Corp., which has a capital deficit of \$30 million and was written off by all but one of its investors as a victim of the technology bubble. The venture organization must decide whether to shutter the investment or put more capital to work.

CASE

Mebel, Doran & Co. Samuel L. Hayes Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 287001-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Puts the student in the position of a senior official of a major New York investment bank who discovers that information has leaked to the market on a confidential takeover plan that was being developed by a corporate client. The official has to decide how to deal with the situation. There are subsequent handouts that carry him to later points of additional information discovery.

CASE AUDIO SAMPLE

Stanley Black & Decker, Inc. (audio version)

William E. Fruhan Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 211067-AU3-ENG

Length

Format : Audio MP3

Used in Folders : IndeStudy2016Finance

This case allows instructors to explore shareholder value creation and transfer opportunities in merger and acquisition transactions. It also invites an examination of corporate governance issues surrounding CEO compensation. This case is quite brief (a total of four pages), so the balance between thinking time and reading setup time for students is quite attractive.

CASE

Science Technology Co.--1985

Thomas R. Piper Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 289040-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

The CEO of a U.S. electronics firm is assessing the financial forecasts and the financing plan prepared by the chief

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TEACHING NOTE

financial officer. Given the cyclicality of the industry and the volatility of the firm's performance, the CEO is unsure as to the usefulness of forecasts based on straight line extrapolation of rapid sales growth and stable relationships of profits and assets to sales. The teaching objectives include: 1) how many years into the future should the forecasts run given the level of uncertainty, 2) how can one deal with the high uncertainty when preparing the forecasts or designing a financing plan, and 3) how to estimate the financing needs under conditions of adversity.

■ CASE EDUCATOR COPY

Gome: Bidding for China Paradise

Li Jin; Li Liao

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 208002-PDF-ENG

Length : PDF

Format : PDF

Used in Folders : IndeStudy2016Finance

Gome, China's largest electronics retailer, has the opportunity to acquire China Paradise, the number three player in the Chinese electronic retailer industry. This happened in the general context of a great market development and potential consolidation of the household electronic appliance retailing sector. Gome, Suning, and China Paradise, the three largest players in the market, all experienced phenomenal growth, but Gome is slowly losing steam and risks being overtaken by the current number two, Suning. In addition, following China's entry into the WTO and the end of its five-year protection period, foreign competition, such as Best Buy, has entered the market and is bound to change the competitive landscape. Gome needs to decide what to do, and if it proceeds, it needs to move very fast. The decision will hinge on answering a few important questions. Why did China Paradise want to sell? If China Paradise failed, how could Gome guarantee that it would not follow suit? Is this the best time to snap up China Paradise? Should it focus on fixing it's per store performance measure or should it still rely on the growth of the total size of the operation in terms of the total number of stores? Does the acquisition of China Paradise put Gome in a position that it would again be very high in total number of stores but falling behind in the per store performance? This might be a big concern, especially if the acquired operation has a different culture than its existing operation. How can Gome remedy that? How does the acquisition, if it happens, fit the overall corporate strategy of relying on thin margin and volume? How would this strengthen or hurt Gome in its positioning when competition with both domestic and international players is expected to intensify?

CASE

Seagate Technology Buyout

Gregor Andrade; Todd Pulvino; Stuart C. Gilson

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 201063-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

In March 2000, a group of private investors and senior managers were negotiating a deal to acquire the disk drive operations of Seagate Technology. The motivating factor for the buyout was the apparently anomalous market value of Seagate's equity: Seagate's equity value was just a fraction of the value of its minority stake in Veritas Software Corp., a software maker. The investor group had to decide how much to offer for the operating assets, as well as how to finance the transaction. Further complicating the analysis was the fact that, unlike in traditional buyout settings, the target company was in a highly cyclical, volatile, and capital--intensive industry.

■ CASE EDUCATOR COPY

Jazztel

Marc L. Bertoneche; Laurent Jacque; Agnes Sauvage; Jennifer Woolman; Ken Hynes Added on Jul 26. 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 204047-PDF-ENG

Length

Format : PDF

Used in Folders : IndeStudy2016Finance

Jazztel—an upstart Spanish telecom—is considering an IPO on the NASDAQ (rather than the Madrid Bolsa) for funding its ambitious capital expenditure program estimated at \$750 million over the next 10 years. The alternative would be another round of high-yield debt. Following the liberalization of the Spanish telecom market on December 1, 1998, Jazztel became the first alternative service provider to challenge Telefonica (recently privatized, state-owned telecom) by providing a full range of high-quality, tailor-made, integrated voice, data, and Internet services at attractive prices. As a money-losing company with just three kilometers of its own network operational and a voracious need for capital going forward, Jazztel's management team wonders how investors would value the company.

CASE

Vereinigung Hamburger Schiffsmakler und Schiffsagenten e.V. (VHSS): Valuing Ships

SUPPLEMENTS EDUCATOR COPY TEACHING NOTE

Benjamin C. Esty; Albert Sheen

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 210058-PDF-ENG

Length

Format : PDF

Used in Folders : IndeStudy2016Finance

After booming for more than five years, the global shipping (maritime) industry experienced a dramatic crash in late 2008 as the global financial system froze and the global economy slid into recession. Ship charter rates (revenue) fell by as much as 90% causing prices of used ships to fall by as much as 80%. As ship prices (values?) fell, ship owners began to default on loans and new purchase contracts while banks holding loans secured by ships faced the possibility of increasing defaults (violations of loan-to-value covenants), foreclosures, and write-offs. In the midst of this crisis, VHSS, the German Shipbroker's Association, introduced a proposal to value ships using discounted cash flow analysis (to determine a long-term asset value, LTAV) rather than market prices from comparable transactions. Thomas Rehder, the Chairman of VHSS, argued this approach was necessary because market prices did not reflect fundamental values in the current environment. After announcing the alternative valuation methodology in September 2009, he must convince industry participants—ship owners, appraisers, and bankers—to adopt the new valuation methodology and bank regulators and auditing firms to approve its use.

CASE

EDUCATOR COPY

Goldman Sachs: Anchoring Standards after the Financial Crisis

Rajiv Lal; Lisa Mazzanti Added on Jul 26, 2016

▼ Details

Product #

Discipline : Finance

Source : Harvard Business School

: 514020-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

Goldman Sachs, a longtime venerable financial institution headquartered in New York City, had a partnership culture that was known to value its clients. But when the financial crisis hit in 2008 and Goldman Sachs emerged relatively unscathed, its public image took a large blow as people questioned the inner workings of the bank. To address the situation, Goldman Sachs CEO Lloyd Blankfein called for the creation of the Business Standards Committee (BSC) to carry out a rigorous introspection of the firm. This case explores the reactions of the executives at the bank over the short- and medium-term to public accusations and scrutiny and whether the implemented solutions devised by the BSC are sustainable. It details the themes of individual and collective accountability, reputational awareness, and client care.

■ SUPPLEMENT

AT&T Canada (D)

Andre F. Perold; Kwame C. Van Leeuwen

Added on Jul 26, 2016

6 of 16

▼ Details

Discipline : Finance

: Harvard Business School Source

: 204090-HCB-ENG Product #

Length

Format : Hardcopy Black & White **Used in Folders** IndeStudy2016Finance

This case is available in only hard copy format (HBP does not have digital distribution rights to the content). As a result, a digital Educator Copy of the case is not available through this web site.

Supplements the (A) case.

CASE

EDUCATOR COPY TEACHING NOTE

Central Bank: The ChexSystems(SM) QualiFile(R) Decision Dennis Campbell; F. Asis Martinez-Jerez; Peter Tufano; Emily McClintock Ekins

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 208029-PDF-ENG

: Length **Format** : PDF

Used in Folders : IndeStudy2016Finance

The "Central Bank" series analyzes the use of information and product design for managing the counterparty risk of newly acquired customers. Central Bank, a mid-sized regional U.S. bank, was attempting to grow its customer base by increasing the number of new checking accounts. Like many banks, Central saw checking accounts as an important tool for customer acquisition and loyalty-building. However, the bank realized that the aggressive pursuit of new accounts could result in an increased number of overdrafts and, ultimately, customer defaults. The first case, "Central Bank: The ChexSystems(SM) QualiFile(R) Decision," analyzes how QualiFile, a debit scoring product commercialized by ChexSystems, can be used to manage this risk.

EDUCATOR COPY CASE

The Campaign for Bank Insurance in Antebellum New York

Cole Bolton; David A. Moss Added on Jul 26, 2016

▼ Details

: Finance Discipline

Source : Harvard Business School : 708037-PDF-ENG Product #

Length

Format : PDF

Used in Folders : IndeStudy2016Finance

The New York State Legislature had come to a standstill in 1829 as lawmakers refused to charter any new banks or recharter any existing banks. Four of New York's forty banks had failed since 1825, and many legislatures believed that a significant change in the banking regime was needed to shore up the state's financial systems. Others, however, feared that a major change in the law was too risky, especially since over three-quarters of the state's banks held charters that were slated to expire over the next four years. On the table was a completely untested proposal to create a mandatory public insurance fund that would back the banknotes and deposits of every state bank. As bank charters throughout New York State rapidly approached expiration, lawmakers faced a tough decision: should they pass the bill and gamble with the untried insurance fund, or should they go seek a more traditional solution to the state's banking woes?

■ SUPPLEMENT

EDUCATOR COPY

Finova Group, Inc. (B) Stuart C. Gilson; Perry L. Fagan Added on Jul 26, 2016

▼ Details

Discipline : Finance

: Harvard Business School Source

EDUCATOR COPY

TEACHING NOTE

Product # : 202096-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Supplements the (A) case.

■ CASE EDUCATOR COPY

Barclays Bank, 2008

Lucy White; Stephen Burn-Murdoch; Jerome Lenhardt

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 215027-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

In the midst of the financial crisis, Barclays (the world's 4th largest bank by assets) is forced by UK regulators to raise more capital. Should it take up the UK government's offer to invest, or take funding from investors from the Middle East? Students may price the two deals to determine which is more expensive, and must decide whether avoiding the constraints of government ownership is worth the extra cost.

☐ CASE

Revenue-Recognition Problems in the Communications Equipment Industry

Arjuna Costa; Paul M. Healy

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 107025-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

Designed to explore recognition issues in the context of a potential market downturn. In late 2000, Lucent Technologies reports multiple revisions to its recent financial results due to revenue recognition problems, leading to a dramatic decline in its stock price. This disclosure comes in the wake of a period of spectacular growth for the communications equipment industry during the 1990s. From the perspective of a securities analyst covering the industry, are the troubles at Lucent indicitive of larger revenue recognition issues throughout the industry? Facilitates a discussion of potential early warning signs of the risks faced by Lucent's competitors.

CASE AUDIO SAMPLE

Boston Physicians Devices (audio version)

Marc L. Bertoneche Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 212070-AU3-ENG

Length :

Format : Audio MP3

Used in Folders : IndeStudy2016Finance

The case is a very simple, short case based on the author's general experience, to introduce financial analysis and to discuss the pressure introduced by growth in a risky business (high R&D).

CASE EDUCATOR COPY

General Foods Corp.: Project Duck Soup Robert R. Glauber; Steven R. Fenster; Laura Scher

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 286071-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

General Foods must decide whether to acquire Entenmann's Bakery. Price and financing must also be decided. The teaching objectives include analysis of strategic fit, selection of purchase price, and financing method. Another issue is the debt to equity ratio that is suitable for General Foods.

■ CASE EDUCATOR COPY

Texas Teachers and the New Texas Way

Matthew Rhodes-Kropf; Luis M. Viceira; John Dionne; Nathaniel Burbank

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 214091-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

In 2011 Britt Harris, the Chief Investment Officer for the \$107.4 billion Teachers Retirement System of Texas (TRS), was considering whether to pursue strategic partnerships with a group of large private equity firms. After spending four years aggressively moving the fifth largest pension fund in the United States into alternative asset classes, Harris felt that TRS shouldn't just participate in private equity funds as a typical limited partner. Rather, under his proposal TRS would offer carefully vetted firms multi-billion dollar investments through a customized fund structure that had fewer allocation mandates than traditional fund structures, and guarantees to reinvest 50% of any investment gains back into the investment vehicle. In exchange, Harris hoped to receive a highly customized compensation structure and gain greater access to investment professionals within the participating firms.

■ CASE EDUCATOR COPY

Five and Six Dulles Station

Arthur I Segel

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 210047-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Cricket Real Estate Advisors needs to decide if they should invest in a proposed joint venture development with Buddy Holly & Associates. Holly is a successful northern Virginia office developer who plans to develop two buildings containing 232,750 rentable square feet. Students need to evaluate the deal's structure and financial arrangements, recommend changes and decide whether to proceed with the deal.

■ CASE EDUCATOR COPY

CNW Corp.

Steven R. Fenster Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 295077-PDF-ENG

Length

Format : PDF

Used in Folders : IndeStudy2016Finance

The Blackstone Group, an LBO firm, is considering a \$1.7 billion leveraged acquisition of CNW Corp., a railroad holding company. Information is provided concerning historic and protected results and the proposed financial structure of the entity. Data is presented concerning contemplated improvements in the operating results of the railroad. The essential question is whether Blackstone should proceed with the acquisition.

CASE

SUPPLEMENTS EDUCATOR COPY

Jedi Bank

William J. Poorvu; John H. Vogel Jr.

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 396327-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

This case is accompanied by a Video Short that can be shown in class or included in a digital coursepack. Instructors should consider the timing of making the video available to students, as it may reveal key case details.

Major Insurance Co. is a \$15 billion insurance company that is an active, multi-family mortgage leader. This case is part of a negotiation game simulation that also includes Sunshine Villas, Silver Lane Apartments, and Jason Bosworth.

CASE

EDUCATOR COPY TEACHING NOTE

AT&T Co.--1983

Bruce C. Greenwald Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 284047-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Describes the financing problems facing AT&T in 1983 prior to divestiture of the local telephone operating companies on Jan. 1, 1984. Leads up to the decision to issue equity, which AT&T did in early 1983 and which reduced AT&T's market value by \$2 billion. The case is intended to illustrate the signalling process involved.

CASE

EDUCATOR COPY

JetBlue: Prepare for Financing

Nabil N. El-Hage; Christopher E.J. Payton; Darren Smart

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 207061-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

The CFO of JetBlue is trying to decide which of two financing proposals to pursue. A straight equity issue will dilute his principal shareholders' ownership, but seems like the safer alternative in an industry that is notorious for its high failure rate. On the other hand, a convertible debt alternative seems less dilutive, and cheaper, but brings with it an increased risk of default and financial problems. Which option should John Owen pursue?

SUPPLEMENT

EDUCATOR COPY
TEACHING NOTE

Dividend Policy at FPL Group, Inc. (B)

10 of 16

Benjamin C. Esty; Craig F. Schreiber

Added on Jul 26, 2016

▼ Details

Discipline : Finance

: Harvard Business School Source : 295106-PDF-ENG Product #

: Length

: PDF **Format**

Used in Folders : IndeStudy2016Finance

FPL's dividend policy and the reaction of the financial markets are examined.

■ SUPPLEMENT

EDUCATOR COPY TEACHING NOTE

Asset Allocation III Erik Stafford; Joshua D Coval

Added on Jul 26, 2016

▼ Details

Discipline : Finance

: Harvard Business School Source Product # : 208088-PDF-ENG

Length : PDF **Format**

Used in Folders : IndeStudy2016Finance

Supplements the (A) case.

EDUCATOR COPY

Brick by Brick

Sid Yog

CASE

Added on Jul 26, 2016

▼ Details

Discipline : Finance

: Harvard Business School Source : 216058-PDF-ENG Product #

Length : PDF **Format**

Used in Folders : IndeStudy2016Finance

Hailey Song walked out of the 88th floor boardroom and paused before making her way towards the elevator. For the first time in three months as Head of Real Estate at New Asia Wealth Fun she had a clear view of the burgeoning city. The chaos of her daily commute to the office and the noise of 24-hour construction sites that kept her awake at night had made her question her decision to leave Boston. Looking out over the newly constructed highways, airports, and industrial zones she could finally appreciate the order to the city's ten-year urban development plan. She only wished the same could be said of the real estate fund.

SUPPLEMENTS **EDUCATOR COPY**

University of Chicago Investment Office: Investing in Timber

Peter Hecht; David MacE Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School : 205101-PDF-ENG Product #

Length **Format** : PDF

Used in Folders IndeStudy2016Finance

In 2005, the University of Chicago Investment office was deciding how much capital to allocate toward timber investing. Explores the challenges associated with optimal portfolio construction when one of the invested assets is illiquid with limited historical price transaction data.

SUPPLEMENTS

CASE

EDUCATOR COPY FDUCATOR COPY

PepsiCo Bottling in Mexico

Kenneth A. Froot; Charles M. La Follette

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School : 293137-PDF-ENG Product #

Length Format : PDF

Used in Folders : IndeStudy2016Finance

This case describes Pepsico's program to restructure its Mexican bottling network. It wants to work with existing bottlers and find an organizational arrangement that will allow the bottlers to grow and change with the Mexican soft drink industry.

SUPPLEMENT

H-Soft (B-2): Vikram Sharma

Ramana Nanda

Added on Jul 26, 2016

▼ Details

Discipline : Finance

: Harvard Business School Source Product # : 812170-PDF-ENG

Lenath **Format** : PDF

Used in Folders : IndeStudy2016Finance

Siddharth Kapoor, the Founder and CEO of H-Soft Mumbai, reflected on his meetings as he walked out of VC Ventures' offices in Mumbai. After a few months of intensely pitching his startup to several different investors, he finally had a term sheet in hand. Despite this huge milestone, Kapoor knew it was only the start of a long process of raising money. He only had three days to get back to Sharma and indicate whether he would like to initiate the diligence process. While he was familiar with some of the terms venture capital investors put into their contracts, many others were completely alien to him. Which terms were important? Which ones should he focus on negotiating? He also knew that money was only part of what the venture capital investors brought to the table. Was VC Ventures the right partner for his business? Kapoor knew he had a busy few days ahead of him as he thought through all of these questions before getting back to Vikram Sharma.

EDUCATOR COPY

CityCenter (A): Vision and Design

A. Eugene Kohn; John D. Macomber; Ben Creo

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School : 209052-PDF-ENG Product #

Length : : PDF **Format**

: IndeStudy2016Finance Used in Folders

To maximize their effectiveness, color cases should be printed in color.

CityCenter is a \$9 billion project for MGM MIRAGE. The project's star architects have a major disagreement about a critical design issue. Bill Smith, head of the MGM MIRAGE Design Group, must resolve this issue to the satisfaction of all the project's stakeholders. This case explores many issues in the construction of large scale buildings: how to envision such a project, how to manage the architects, how different designs adds value, and what criteria matter in resolving a dispute between designers. The case also explores the construction costs and revenue benefits of having two buildings built with significant leaning away from vertical.

CASE

Collateralized Loan Obligations and the Bistro Trust

Kenneth A. Froot; Ivan Farman Added on Jul 26, 2016

▼ Details

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TEACHING NOTE

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Discipline : Finance

Source : Harvard Business School

Product # : 299016-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

This case examines a large bank trying to protect itself from the risks and capital requirement created by its loan portfolio. Considers a variety of ways available to the firm to offload the risks.

CASE

State of South Carolina

Randolph B. Cohen; Mark Mitchell

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 201061-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

This case presents the managerial dilemma faced by the treasurer of South Carolina in 1998. Until last year, the South Carolina state pension fund (with over \$17 billion in assets) was barred by the state constitution from investing in equities. After the constitution was amended, the state government had to decide how much to invest in equities and what assets to choose. Using domestic and international data, the concepts of standard deviation, correlation, covariance, diversification, and risk are introduced. Additionally the case looks at the equity premium from a global setting. This case covers two days and will be used early in the Risk and Return module, just before the introduction of the CAPM.

CASE

The FLV Capital Trading Desk (A)

Samuel G. Hanson

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 215044-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

CASE

Clarkson Lumber Co.

Thomas R. Piper Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 297028-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

The owner of a rapidly growing retail lumber company is considering the financial implications of continued rapid growth. The magnitude of the company's future financing requirements must be assessed in the context of the company's access to bank finance and/or equity finance. A rewritten version of an earlier case.

■ SUPPLEMENT

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TEACHING NOTE

The Big Easy, Not So Easy: The Letter

Nicolas P. Retsinas; Ben Creo Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 208125-PDF-ENG

Length :

Format : PDF

Used in Folders : IndeStudy2016Finance

A short, supplemental case to "The Big Easy, Not So Easy" (208068). Doris Koo must respond to new challenges at Lafitte in New Orleans.

■ CASE EDUCATOR COPY

MRC, Inc. (B) Ronald W. Moore Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 274135-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

MRC, Inc. faces a decision regarding entry into the production of polyester fiber in competition with much larger firms. An updated version of an earlier case by J.H. McArthur.

■ CASE EDUCATOR COPY

ACA and the Union Bank Acquisition

Josh Lerner; Nathaniel Burbank

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 814080-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Okey Enelamah is the CEO of the African Capital Alliance (ACA), a private equity firm based in Nigeria. ACA has spent more than a year arranging a \$500 million consortium bid to acquire and recapitalize Union Bank, Nigeria's sixth largest bank. Several weeks before the deal is scheduled to close, the unexpected exit of several international investors has put the group's ability to fund the deal in question. With time running out, Enelamah and the ACA investment committee must decide whether the Union Bank acquisition is still a wise investment, or whether the firm's time, talents, and capital would be better invested in other parts of the fast-growing Nigerian economy.

CASE

Goodyear Tire & Rubber Co .-- 1988

Timothy A. Luehrman Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 290016-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Set two years after a takeover attempt forced the company to restructure by leveraging up, selling assets, and

repurchasing stock. The case affords an opportunity to analyze what effect the restructuring had on: 1) the cost of capital, 2) investment decisions, and 3) the competitive behavior of other firms in the industry.

■ SUPPLEMENT EDUCATOR COPY

Thomas Cook Group on the Brink (C): Transformation Year 2 Results

Benjamin C. Esty Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School

Product # : 215052-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

Analyzes the results of the Thomas Cook turnaround plan after the second year under Harriet Green's leadership

(November 2014).

■ CASE EDUCATOR COPY

Security Factors

Jay O. Light

Added on Jul 26, 2016

▼ Details

Discipline : Finance

Source : Harvard Business School
Product # : 201084-PDF-ENG

Length : PDF

Used in Folders : IndeStudy2016Finance

A very successful entrepreneur who has built a factoring business in Atlanta is trying to decide how to sell this

business. The issues are how to value the company and the strategy of selling.

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