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■ CASE

Jaguar plc--1989

Timothy A. Luehrman; Robert W. Lightfoot

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 291034-PDF-ENG
Length :
Format : PDF
Used in Folders : IndeStudy2016Finance

SUPPLEMENTS
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TEACHING NOTE

Describes Jaguar's product market problems in 1989, and its attractiveness to GM and Ford as an acquisition target. Students are asked to evaluate the suitability of GM and Ford as business partners for Jaguar, and to determine how much each should be willing to pay to acquire part or all of Jaguar. They are also asked to formulate tactics for extracting the highest possible price from each bidder.

■ CASE

New Business Investment Co.: October 1997

Josh Lerner; Lee Branstetter; Takeshi Nakabayashi

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 299025-PDF-ENG
Length :
Format : PDF
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TEACHING NOTE

A quasi-government organization seeks to stimulate entrepreneurship in Japan by making venture capital investments. The organization of the fund, identification of transactions, and oversight of portfolio firms pose considerable challenges.

■ SUPPLEMENT

Shawmut National Corp.'s Merger with Bank of Boston Corp. (B)

Benjamin C. Esty

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 294120-PDF-ENG

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Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Supplements the (A) case.

■ **CASE**

EDUCATOR COPY

ABRY Fund V

Nabil N. El-Hage; Richard S. Ruback; Leslie S. Pierson

Added on Jul 26, 2016

▼ [Details](#)

Discipline : Finance
Source : Harvard Business School
Product # : 208027-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

In January 2006, Andrew Banks and Royce Yudkoff were considering raising a 5th fund for their media-focused private equity firm, ABRY Partners. ABRY had a strong track record that the co-founders attributed to their group's deep knowledge of the media industry and relationships with media lenders, coupled with a client-service approach to working with Limited Partners. For the fund, Banks and Yudkoff had intended to raise \$1 billion and continue their existing strategy, but potential Limited Partners had indicated that they would be willing to commit up to \$4 billion. Banks and Yudkoff had to decide whether or not to quadruple the capital in their latest fund.

■ **CASE**

SUPPLEMENTS
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AccuFlow, Inc.

Jay O. Light

Added on Jul 26, 2016

▼ [Details](#)

Discipline : Finance
Source : Harvard Business School
Product # : 299079-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

A small hydraulic-valve manufacturer attempts a second buyout in order to take out its current equity partners. A three-way deal must be negotiated between management, the new mezzanine lender, and the departing equity owners.

■ **CASE**

SUPPLEMENTS
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TEACHING NOTE

PlanetTran

Lauren H. Cohen; Christopher Malloy

Added on Jul 26, 2016

▼ [Details](#)

Discipline : Finance
Source : Harvard Business School
Product # : 209029-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

PlanetTran is an environmentally-friendly car service that utilizes a fleet of hybrid cars in providing livery service to corporations and individuals. The founder, Seth Riney, is evaluating outside funding options in order to expand the company, and has met several local venture capital (VC) firms. Riney must decide if the dilution he would have to undergo in order to accept a substantial capital investment was worth the added upside to the company that both he and the VCs envisioned.

■ **CASE**

SUPPLEMENTS
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TEACHING NOTE

Innocents Abroad: Currencies and International Stock Returns

Mihir A. Desai; Kathleen Luchs; Elizabeth A. Meyer; Mark F. Veblen

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 204141-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

What do international stocks contribute to the portfolio of a U.S. investor? How do currencies interact with stock price movements in determining the benefits of international diversification? This case helps students compare the risks and returns of foreign stock markets with each other and with the U.S. market and to examine the risks and returns of international diversification. Students must calculate returns, adjust for currencies, derive correlations, and map efficient frontiers based on raw data. To obtain executable spreadsheets (courseware), please contact our customer service department at custserv@hbsp.harvard.edu.

■ CASE

EDUCATOR COPY

Steady Earner, Inc.

Henry B. Reiling; Mark R. Pollard

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 299080-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

An employee is permitted to choose any one of three stock option plans. The first involves options that are in the money and must be exercised within 10 years. The second involves options that are at the money and must be exercised within 10 years. The third involves options that are at the money and must be exercised within 15 years. A wise decision requires students to consider a number of tax and nontax business considerations.

■ CASE

SUPPLEMENTS
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TEACHING NOTE

Case of the Unidentified Industries--2006

William E. Fruhan

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 207096-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Helps students to understand how the characteristics of a business are reflected in its financial statements.

■ SUPPLEMENT

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TEACHING NOTE

ImmuLogic Pharmaceutical Corp. (B1): Malcolm Geffer

Josh Lerner

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 293067-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Supplements the (A) case.

■ MODULE NOTE FOR INSTRUCTOR

EDUCATOR COPY

Exchange Rates and Firms

Mihir A. Desai; Kathleen Luchs

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 206123-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

Instructor's guide - not available for classroom use.

Describes a core module in the International Finance course at Harvard Business School. The module focuses on how firms identify, measure, and manage currency exposures. The cases first introduce students to foreign exchange exposures and the tools used to manage currency risk and then move on to the broader issues involved in formulating appropriate foreign exchange hedging strategies in the context of a large multinational firm. Provides instructors with an overview of the module, the cases, and the teaching notes and how this module fits into the overall International Finance course. Includes a brief description of the framework developed in the course and explains the application of this framework to the cases in this module. Also includes descriptions of the three cases in the module and of the analytic exercise embedded in each case; an explanation of the learning objectives and suggested assignment questions for the cases; and information on additional materials useful in teaching the cases. Concludes with references to relevant academic literature and a bibliography.

■ CASE

SUPPLEMENTS
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TEACHING NOTE

Spyder Active Sports--2004

Belen Villalonga; Dwight B. Crane

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 206027-PDF-ENG
Length	:
Format	: PDF
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To maximize their effectiveness, color cases should be printed in color.

David Jacobs founded a high-end ski apparel company in 1978. He successfully built and grew the company, establishing a major international brand that appealed to ski racers and other active skiers. In 1995, he sought external financing to support further growth of the company and structured a financial deal with CHB Capital Partners, a private equity firm in Denver. By 2004, Jacobs was ready to consider alternative types of equity transactions that would provide a source of liquidity to him and his family, including sale of Spyder to another apparel company and sale of a large block of stock to a private equity firm. Poses issues of valuation of a privately owned company and presents alternative ways to harvest wealth from a private company. Also brings up family business issues because the transaction would have a significant effect on two of his children who are involved in the business.

Includes color exhibits.

■ CASE

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Dogs of the Dow

Malcolm P. Baker; Samuel G. Hanson; James Weber

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 215020-PDF-ENG
Length	:
Format	: PDF
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This case describes the Dogs of the Dow investment strategy, value investing, and using dividend yields as a

means to determine intrinsic value. It also describes exchange traded notes and a particular exchange traded note, known as the Dogs of the Dow, which tracks the performance of the 10 highest yielding stocks of the 30 stocks that make up the Dow Jones Industrial Average (DJIA). The case provides share price data, dividend data, and financial statement data on the 30 DJIA companies to enable students to perform their own calculations.

CASE

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Risk Management at Wellfleet Bank: Deciding about "Megadeals"

TEACHING NOTE

Anette Mikes

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 109071-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

This case introduces risk management in the context of corporate lending, one of the bread-and-butter functions of commercial banks. It evokes the cultural tension between the risk function and the business line, which in this organization reverberated long after the decisive votes were cast at the group credit committee. The case further motivates debate on calculative cultures, and the role of model-based risk assessments in decision-making, and underlines the role of judgment in risk decisions. Modeling and judgment carry different weight in different types of risk decisions. While risk models can be relied upon as the key decision-makers in a retail banking environment (e.g. credit card applications), in the case of large credit decisions, their reliability is, generally, low. This is because the key features of the proposals at hand cannot all be condensed into risk metrics; as in these proposals, several "qualitative" issues arise that the decision-maker needs to judge in tandem with the quantitative metrics. The exercise also highlights that model-based risk metrics are themselves judgmental (they reflect the assumptions of the modeler) and that their use must be as much an art as a science. The story has got a temporal dimension: one proposal was current in mid-2006, the other in late 2008, two very different credit environments.

CASE

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Hony, CIFA, and Zoomlion: Creating Value and Strategic Choices in a Dynamic Market

TEACHING NOTE

Josh Lerner; Yiwen Jin

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 811032-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

The private equity group Hony Capital considers what to do with their investment in Zoomlion, which has been successful to date. The question is whether to take their money off the table, or to invest in their acquisition of a large Italian competitor.

CASE

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Lex Service PLC: Cost of Capital

TEACHING NOTE

W. Carl Kester; Kendall Backstrand

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 296003-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Lex Service company has grown into a large multidivisional company with a substantial capital budget. In 1993, the board was reviewing its capital budgeting procedures. Specifically, it sought to determine the company's cost of capital and whether it should use different hurdle rates for different divisions.

■ SUPPLEMENT

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Mayhem on Madison (B)

A. Eugene Kohn; David Lane

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 208102-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

Explains the approvals and construction process for a building to be constructed against neighborhood opposition above an operating bank branch in New York City.

■ CASE

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TEACHING NOTE

Banco Hipotecario S.A.

Arthur I Segel; Alexandra De Royere; Daniel B. Bergstresser

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 206102-PDF-ENG
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In 2003, the chairwoman and controlling shareholder of Argentina's leading residential mortgage lender are considering how to bring the bank's restructuring to a successful conclusion as the country's economy continues to suffer from the impact of the 2001-2002 currency crisis and default. As the bank's competitors, many of whom were also creditors, begin to close ranks, Banco Hipotecario's management and shareholders need to come up with a plan that will satisfy creditors and keep the bank's business model intact.

■ CASE

AT&T Canada (A)

Andre F. Perold; Kwame C. Van Leeuwen

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 204087-HCB-ENG
Length	:
Format	: Hardcopy Black & White
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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.

AT&T Canada (ATTC) is a merger arbitrage situation where AT&T Corp. has a contractual commitment to purchase the shares of ATTC at an escalating formula price. However, ATTC's business is performing poorly, and its bonds are trading at significant discounts to par. Subject to AT&T Corp. honoring its obligation, the shares of ATTC appear to be attractively priced. The case presents the situation from the perspective of a value investor who is trying to decide what positions to take in ATTC's shares and its bonds.

■ CASE

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TEACHING NOTE

The Financial Crisis of 2008

Gunnar Trumbull

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 709036-PDF-ENG
Length :
Format : PDF
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This case presents excerpts from the speeches of observers to the 2008 financial crisis, including former and current central bankers, a private banker, and a Nobel-prize winning economist. They present different interpretations of the causes of the financial crisis, and make proposals about how a similar crisis might be stopped in the future. The goal of the case is to provide students with alternative perspectives and broad historical data so that they can evaluate both causes of and responses to the crisis.

■ **CASE**

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AsiaInfo: The IPO Decision

Michael J. Roberts; Donald N. Sull

Added on Jul 26, 2016

▼ **Details**

Discipline : Finance
Source : Harvard Business School
Product # : 804183-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

The cofounder and CEO of AsiaInfo, a Chinese system integrator that built 70% of China's Internet backbone, must decide whether to list equity in the United States to fund future growth. Describes the company and the decision. A rewritten version of a previous case.

■ **CASE**

EDUCATOR COPY

National Convenience Stores, Inc.

TEACHING NOTE

Steven R. Fenster; Stuart C. Gilson; Roy Burstin

Added on Jul 26, 2016

▼ **Details**

Discipline : Finance
Source : Harvard Business School
Product # : 294068-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

National Convenience Stores seeks to emerge from Chapter 11. Central to the nature of the reorganization plan is the company's determining enterprise value. The various constituencies (secured debt, unsecured debt, etc.) will seek to find an enterprise value that coincides with their interest. The case provides detailed projection data to permit full utilization of the relevant techniques.

■ **CASE**

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8 Spruce Street

TEACHING NOTE

Arthur I Segel; Zuriel Chavez; Sarika Agrawal; Warren Min

Added on Jul 26, 2016

▼ **Details**

Discipline : Finance
Source : Harvard Business School
Product # : 213134-PDF-ENG
Length :
Format : PDF
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■ CASE

TEACHING NOTE

North Goes East

Nicolas P. Retsinas; Daniela Beyersdorfer; Elena Corsi

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 208136-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

In August 2006, Magnus Lofgren and Robert Provine, managing directors and co-founders of the "North Real Estate Opportunities Fund," need to decide which real estate investment the Fund should pursue as its first project. The Fund's target region, Central and Eastern Europe, was changing rapidly and returns in some of the more developed regions started to resemble those generated in Western Europe. Yet, the two partners had managed to identify several projects in different countries that promised to generate the Fund's targeted Internal Rates of Return at or above 20% annually. They now had to decide which opportunity was the best match to the Fund's investment profile and showed the highest economic promise.

■ CASE

SUPPLEMENTS
EDUCATOR COPY**Credit General, S.A.**

Andre F. Perold

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 296011-PDF-ENG
Length	:
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The head of a bank's asset and liability committee has to approve an unexpectedly large overnight currency exposure or require at great cost that the exposure be reduced.

■ CASE

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TEACHING NOTE**University Technology Ventures: October 2000**

Josh Lerner

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 201043-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

The founders of University Technology Ventures, a fund of funds designed for university professors, face numerous challenges in raising their first fund. The role, economics, and structure of funds-of-funds are examined in the course of examining the partners' dilemma.

■ CASE

SUPPLEMENTS
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TEACHING NOTE**Arley Merchandise Corp.**

William E. Fruhan

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 287063-PDF-ENG
Length	:

Format : PDF
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Involves the initial public offering of a firm's stock. The offering includes a money-back guarantee to investors from the issuing firm which comes in the form of a "put" option. Option valuation is thus an important issue in this case.

CASE

Magna International, Inc. (A)

Timothy A. Luehrman; Yuhai Xuan

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 211044-PDF-ENG
Length :
Format : PDF
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Magna International, Inc., a Canadian-based automotive parts manufacturer, is considering whether and how to unwind its dual-class ownership structure. A family trust controlled by the founder owns a 0.65% economic interest in the company but has 66% of the votes via a super-voting class of shares. Officers of the company are considering how to fashion a transaction that will end the family's control and win the approval of both classes of shareholders. The Magna (A) case asks the students to weigh the costs and benefits of dual-class ownership and the best way to convert to single-class. The Magna (B) case describes the proposal that Magna's board put to a shareholder vote. Students are asked to evaluate it and decide whether they would approve it.

CASE

SOHO China: Design, Development, and Social Harmony

Arthur I Segel; Mukti Khaire

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 213025-PDF-ENG
Length :
Format : PDF
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[TEACHING NOTE](#)

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Founded in 1995 by Zhang Xin and her husband Mr. Pan Shiyi, SOHO China has developed into a world-class real estate development firm that has consistently delivered high-quality projects known for their cutting-edge designs and investment potential. Despite the tremendous success of the firm, Zhang Xin still looks at the future with great uncertainty. Average residential pricing in China has dropped, as government continues to put downward pressure on residential housing prices through restrictions on the number of apartments a resident is allowed to purchase, and aggressive promotion of affordable housing on the low-end of the market. Zhang Xin wonders what opportunities and threats such market conditions present to SOHO. On the sales and marketing front, SOHO China has historically been geographically-focused only on high-end, design-driven projects in Shanghai and Beijing. As the market became more competitive, Zhang Xin wondered what key strategic decisions in regards to design, financing, and sales the company would need to make in order to maintain its competitive advantage in China.

SUPPLEMENT

Kmart and ESL Investments (B): The Sears Merger

Stuart C. Gilson; Sarah L. Abbott

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 209045-PDF-ENG
Length :
Format : PDF

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Used in Folders : IndeStudy2016Finance

Supplement to 209-044

■ CASE

Basel II: Assessing the Default and Loss Characteristics of Project Finance Loans (A)

Benjamin C. Esty; Aldo Sesia

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 203035-PDF-ENG
Length :
Format : PDF
Used in Folders : IndeStudy2016Finance

SUPPLEMENTS
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TEACHING NOTE

In June 1999, the Basel Committee on Banking Supervision announced plans to revise the capital standards for banks. The Basel Committee believed that project loans were significantly riskier than corporate loans and, therefore, warranted higher capital charges under the new proposal (known as Basel II). Bankers, fearing that higher capital charges would damage project lending by lowering profits and driving borrowers to nonbank competitors, formed a consortium to oppose the proposal by studying the actual default and loss characteristics of their combined portfolios of project loans. The study showed that project loans were not riskier than corporate loans. Armed with this data, the consortium sent a letter to the Basel Committee in August 2002 urging them to lower the proposed capital charges on project finance loans.

■ CASE

Sampa Video, Inc.

Gregor Andrade

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 201094-PDF-ENG
Length :
Format : PDF
Used in Folders : IndeStudy2016Finance

SUPPLEMENTS
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TEACHING NOTE

A video rental store is considering offering home delivery service. Management must value the project under different financing strategies and methods, specifically adjusted present value (APV) and weighted average cost of capital (WACC).

■ CASE

Global Equity Markets: The Case of Royal Dutch and Shell

Kenneth A. Froot; Andre F. Perold

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 296077-PDF-ENG
Length :
Format : PDF
Used in Folders : IndeStudy2016Finance

SUPPLEMENTS
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TEACHING NOTE

Royal Dutch and Shell common stocks are securities with linked cash flow, so that the ratio of their stock prices should be fixed. In fact, the ratio is highly variable, moving with the markets where the securities are intensively traded. Royal Dutch trades more actively in the Netherlands and U.S. markets, whereas Shell trades more actively in the United States. The result is that the Royal Dutch/Shell relative price moves positively with the Netherlands and U.S. markets and negatively with the U.K. market. The ability to arbitrage these disparities and their causes are major case focal points.

■ CASE

SUPPLEMENTS
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Australia-Japan Cable: Structuring the Project Company

TEACHING NOTE

Benjamin C. Esty; Carrie Ferman

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 203029-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

In late September 1999, representatives from Telstri, Japan Telecom, and Teleglobe met to discuss the structure of the Australia-Japan Cable (AJC) project, a \$520 million submarine cable system that would run from Australia to Japan. The sponsors, excited by the possibility of large returns, needed to move quickly to capitalize on the projected shortfall in Australia's broadband capacity. As telecommunications carriers, the sponsors needed additional capacity to serve their retail and wholesale customers. As cable system owners, they wanted to earn an appropriate return on their invested capital while mitigating ownership risks. The need to move quickly in the face of significant demand, competition, and technological uncertainty made it particularly risky to invest at this time.

■ CASE

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Note on Measuring Controlling Shareholders' Ownership, Voting, and Control Rights

Belen Villalonga

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 209109-PDF-ENG
Length :
Format : PDF
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Founders and their families can raise equity without relinquishing control of their companies, through the use of mechanisms such as dual-class stock, pyramidal ownership, voting agreements, and disproportionate board representation. The use of these mechanisms in publicly traded companies is widespread throughout the world, and in the United States. Understanding how the various mechanisms contribute to the separation between economic ownership and control is important for the individuals who set them up because the choice among these mechanisms impacts firm value. It is also important for minority shareholders in these companies and for regulators, for reasons of transparency and investor protection.

■ CASE

SUPPLEMENTS
EDUCATOR COPY
TEACHING NOTE**Treasury Inflation-Protection Securities (TIPS)**

Sanjiv Das; Jeffrey T. Slovin

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 298017-PDF-ENG
Length :
Format : PDF
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Explores the development of a new product offering based on the first issuance of "real" bonds in the United States. Looks at a specific organization's efforts to position itself to profit from this market development. Follows naturally from a case on nominal bonds.

■ CASE

EDUCATOR COPY
TEACHING NOTE**Commissioner vs. Duberstein**

Henry B. Reiling

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 284074-PDF-ENG
Length :
Format : PDF
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In two cases consolidated for decision, the Court articulates the tests to be used when deciding whether an item is income or a gift and therefore, not income. Both cases are colorful. The first involves the unsolicited receipt of a Cadillac. The second involves transfer by the much photographed Trinity Church which sits at the end of Wall Street.

■ CASE

EDUCATOR COPY

Aspen Financial

Arthur I Segel; Melissa Lam

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 802145-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Jack and Bruce Aspen must decide how they want to grow their commercial real estate finance company during a time of tremendous change in the industry.

■ CASE

EDUCATOR COPY

Cortlandt Town Center

William J. Poorvu; Arthur I Segel

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 800232-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

CBL & Associates is trying to decide whether to go ahead with the development of a 790,000 square-foot power center with retailers such as Home Depot and Barnes & Noble. The costs are such that the developer needs to renegotiate its land acquisition price. Then the project must be presented to its board of directors for approval.

■ CASE

SUPPLEMENTS
EDUCATOR COPY**Astor Park Hotel**

William J. Poorvu; Arthur I Segel; Matthew C. Lieb

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 800194-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Starwood Hotels, the world's largest REIT, is interested in acquiring an underperforming hotel in the Pacific Northwest. Steve Goldman, Starwood's VP of acquisitions and development, is wondering how much to pay for the property and how to reposition it.

SUPPLEMENTS

■ CASE

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TEACHING NOTE

Acova Radiateurs

Lisa Meulbroek

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 295150-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

In March 1990, Baring Capital Investors faced a decision about whether and how much to bid for Acova Radiateurs, a subsidiary of Source Perrier. Source Perrier had decided to sell Acova, and Baring Capital Investors thought it might make a good leveraged buyout candidate.

■ CASE

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Caesars Entertainment

Janice H. Hammond; Aldo Sesia

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 615031-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

This case describes the introduction of a regression analysis model for forecasting guest arrivals to Caesars Palace hotel in Las Vegas, Nevada. The company will use the forecast to staff the front desk in the hotel. The staff is unionized and the company has little flexibility to change staffing levels on a short-term basis. The case is set in the context of industry overcapacity and lower customer demand. The case describes several models that could be used to forecast guest arrivals, including a moving average technique and a multiple regression model. The multiple regression model includes over 40 independent variables, including dummy variables (e.g., to represent day of week, month, year, holidays, paydays) as well as continuous variables to represent customer segment and average daily room rate. The case contains tables showing the output of the regression model, and compares the fit of the moving average and regression models. The case allows students to understand how such a model is developed within an organization and to evaluate the models presented. Students may work with a data file with several years of historical data or they may work with the model description and output results in the case.

■ CASE

EDUCATOR COPY

TEACHING NOTE

Back to the Future: Redeveloping Unilever House

A. Eugene Kohn; Arthur I Segel; Andrew Terris

Added on Jul 26, 2016

▼ Details

Discipline	: Finance
Source	: Harvard Business School
Product #	: 211038-PDF-ENG
Length	:
Format	: PDF
Used in Folders	: IndeStudy2016Finance

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

Steve Williams, General Counsel of Unilever Plc, has two key decisions to make prior to commencing construction on the redevelopment of Unilever House - the company's London corporate headquarters. The purpose of the redevelopment is to reinvigorate the corporate culture by making the company's workspace more collaborative, transparent, and efficient. Steve has to decide how to finance the project and whether the current design proposed by his architects achieves the project's goals.

■ CASE

SUPPLEMENTS

EDUCATOR COPY

TEACHING NOTE

Harvard Management Co. and Inflation-Protected Bonds

Luis M. Viceira

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 201053-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

In March 2000, the board of The Harvard Management Co. (HMC) approved significant changes in the policy portfolio determining the long-run allocation policy of the Harvard University endowment. These changes included a sharp reduction of the allocation to U.S. equities and U.S. nominal bonds and a significant investment in the new U.S. Treasury Inflation-Protected Securities (TIPS). This case focuses on the analysis that led HMC management to recommend such changes to the board.

■ CASE

EDUCATOR COPY

Hardina Smythe and the Healthcare Investment Conundrum

TEACHING NOTE

Matthew Rhodes-Kropf; Ann Leamon; Lisa Strobe

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 811073-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Hardina Smythe, a recent MBA graduate, has just joined a top-tier venture capital firm in the difficult environment of late 2010. Her first assignment is to evaluate three different deals and make recommendations to the partners. Each potential investment has strengths and drawbacks for both the firm and Hardina.

■ SUPPLEMENT

EDUCATOR COPY

Matrix Capital Management (B)

Malcolm P. Baker; David Lane

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 211048-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Ben Balbale, a partner at hedge fund Matrix Capital, must decide whether to exit their investment in Rovi Corporation, a company with a diverse portfolio of patents used primarily for digital interactive guides. Rovi's shares are up over 50% from the time Balbale initiated a position in the middle of 2009.

■ CASE

EDUCATOR COPY

Habitat for Humanity International in South Africa

TEACHING NOTE

Arthur I Segel; Nicolas P. Retsinas; Nelson Hioe

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 207016-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

In March 2006, Larry English, Director of Program Design and Innovation for Habitat for Humanity International

Africa and the Middle East, was reflecting on a large development project in Durbin that had stalled. Notwithstanding global attention led by former President Jimmy Carter, the local capacity to carry out the project was limited. English wondered whether partnerships with private, for-profit real estate companies were plausible, and whether they could be carried out without undermining the mission of Habitat to focus on the very poor.

CASE

EDUCATOR COPY

Pawson Foundation: August 2006

TEACHING NOTE

G. Felda Hardymon; Josh Lerner; Ann Leamon

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 806042-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

A top-tier venture capital firm has encountered challenging conditions for its recent funds, which have raised "clawback" liabilities. In response, it is charging its investors the difference between the lower budget-based fee that it used and the maximum that the investors might have had to pay. A vice-president of a foundation invested with this firm must decide whether to reinvest in the firm's newest fund.

SUPPLEMENT

EDUCATOR COPY

Clarks at a Crossroads (B)

TEACHING NOTE

John A. Davis; Suzanne Stroh

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 812114-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

Clarks (B) summarizes the results of the shareholders vote described in the (A) case.

CASE

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Plowman Poultry Farm

Warren A. Law; Samuel L. Hayes

Added on Jul 26, 2016

▼ Details

Discipline : Finance
Source : Harvard Business School
Product # : 262003-PDF-ENG
Length :
Format : PDF
Used in Folders : [IndeStudy2016Finance](#)

A poultry farmer wanted to expand production greatly and sought a large extension of his line of credit from his bank in addition to his existing loan on which he had not made payment. The Board of Directors must review a detailed account of events leading to this request and make a decision.

50/page

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