

Sílabo

1F0227 - Sem. MyA Case Studies

I. Información general

Nombre del Curso: Sem. MyA Case Studies
Código del curso: 1F0227
Departamento Académico: Finanzas
Créditos: 2
Horas Teoría: 2
Horas Práctica: 0
Periodo Académico: 2023-01-PRE
Sección: A
Modalidad: Presencial
Idioma: Inglés
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II. Introducción

The aim of MyA Case Studies is to expose students to real practices and situations of the Corporate Finance world. Learning will include basic concepts on the sale pitch, how to structure an MyA transaction, a typical process and key negotiation terms for closing a successful deal. As part of the course students will simulate the sale or acquisition of a company and the different steps required for the execution of a transaction: valuation, marketing, non-binding offers, due diligence, final offers and negotiation of agreements

III. Logro de aprendizaje final del curso

Upon completion of the course students will be able to understand the MyA rationale for buyers and sellers, apply different valuation methods learnt to determine the intrinsic and deal value of a company, analyze potential buyers and competitive landscape and have a detailed view of a typical process and key negotiation terms

IV. Unidades de aprendizaje

UNIT 1: MyA Case Studies

Logro de Aprendizaje / propósito de la unidad:

Contenidos:

- MyA deal announcements, press releases, newstrun
- Case Study 1 analysis
- Case Study 2 analysis

UNIT 2: MyA Pitch

Logro de Aprendizaje / propósito de la unidad:

Contenidos:

- Selling shareholders decision process
- Strategic alternatives for an MyA deal
- Type of process
- Reference valuation metrics
- Overview of potential buyers

UNIT 3: MyA Case Simulation: Phase 1

Logro de Aprendizaje / propósito de la unidad:

Contenidos:

- Company Internal Preparation
 - Kick off meeting: site visits, management meetings
 - Internal due diligence
 - Company valuation
 - Fairness Opinion
- Marketing
 - Teaser and Infomemo
 - Process letter and contact with potential buyers
 - NDAs and distribution of documents
- Non-Binding Offers (NBO)
 - Analysis of NBOs
 - Selection of potential buyers

UNIT 4: MyA Case Simulation: Phase 2

Logro de Aprendizaje / propósito de la unidad:

Contenidos:

- Due Diligence
 - Phase 2 process letter and virtual data room (VDR)
 - Legal documents: SPA and SHA
 - Management presentation
- Binding Offers (BO)
 - Analysis of BOs
 - Selection of final offer
 - Final negotiations and signing

V. Estrategias Didácticas

VI. Sistemas de evaluación

Nombre evaluación	%	Fecha	Criterios	Comentarios
1. Valuation presentation	25			



2. Class participation	25			
3. Non Binding offer	25			
4. Binding offer	25			

VII. Cronograma referencial de actividades

Unidades de aprendizaje	Contenidos y actividades a realizar	Recursos y materiales	Evaluaciones
Semana 1: del 20/03/2023 al 25/03/2023			
Semana 2: del 27/03/2023 al 01/04/2023			
Semana 3 con feriados el jueves 06, viernes 07 y sábado 08: del 03/04/2023 al 08/04/2023			
Semana 4: del 10/04/2023 al 15/04/2023			
Semana 5: del 17/04/2023 al 22/04/2023			
Semana 6: del 24/04/2023 al 29/04/2023			
Semana 7: del 01/05/2023 al 06/05/2023			
Semana 8 de exámenes parciales: del 08/05/2023 al 13/05/2023			
Semana 9: del 15/05/2023 al 20/05/2023			
Semana 10: del 22/05/2023 al 27/05/2023			
Semana 11: del 29/05/2023 al 03/06/2023			
Semana 12: del 05/06/2023 al 10/06/2023			
Semana 13: del 12/06/2023 al 17/06/2023			
Semana 14: del 19/06/2023 al 24/06/2023			
Semana 15 con feriado jueves 29: del 26/06/2023 al 01/07/2023			
Semana 16 de exámenes finales: del 03/07/2023 al 08/07/2023			

VIII. Referencias bibliográficas