



**Carleton**  
University

**Sprett**  
School of Business

**FINA 5512A  
VALUATION  
2021-F1 COURSE OUTLINE**

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**Instructor: Professor Isaac Otchere**      **Office DT 1712; (613) 520-2600 Ext. 2731**  
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**Course Schedule & Location**      **Thurs 11.35 am – 2.25 pm: NI 4030**

**Office Hours:**      **Tuesday: 3:30–5:00 pm**

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**Modality:**      In-person

**Prerequisites**

The prerequisite for this course is: **FINA 5502**.

**The School of Business enforces all prerequisites.**

**Calendar Description**

Valuation techniques needed for enterprise valuation. The identification of value drivers, insights into the valuation of companies in different settings. Step-by-step procedures for valuing businesses. Includes a team case analysis and presentation.

**Course Overview**

This course focuses on the theory and practice of corporate valuation. Valuation is used in many settings. It is used for the purpose of investments, mergers and acquisitions and also when companies issue new shares or divest operations. In this course, we will explore the main valuation methods used by professional investors. The course focuses, among others things, on absolute valuation methods, relative valuation methods, developing an appropriate cost of capital, building financial (valuation) models. This practical, hands-on course is taught using formal lectures combined with interactive case studies and exercises to reinforce the concepts covered in class. As part of class preparation and in-class discussion, you will be asked to solve both quantitative and qualitative problems involving valuation of synergies and control premium and to determine the value of both publicly-traded and privately-owned companies. In addition, students will create their own excel-based valuation models which will be used to value a real life company. Through case studies and exercises involving problem solving in different areas of valuation, you will gain practical, hands-on experience of the various valuation techniques and financial modelling.

To stimulate critical thinking and to test your understanding of the material covered in the course you are required to apply the concepts discussed in class to determine the value of a real life company listed on the Toronto Stock Exchange or private firm of your choice. You and your group should select your company during or after the first class and email it to the instructor. The goal of this exercise is to provide you an opportunity to apply the concepts that will be discussed in class to a real company and to evaluate whether the firm is underpriced or overpriced in the marketplace.

## **Course Objectives**

The objective of the course is to provide students with knowledge of

- the various valuation methods;
- what factors drive the value of firms
- how and when to apply valuation techniques, and the practical limitations of the various valuation techniques, the importance of understanding assumptions underlying business valuations;
- how the numerous tools and skills that you have learned in this and other courses are used in an integrated manner in valuing synergies and acquisition targets for the purpose of takeover.
- financial modelling tools to evaluate mergers and acquisitions transactions.

## **LEARNING OUTCOMES**

On successful completion of this course students would be able to:

- identify and describe the various corporate valuation techniques;
- you will learn the advantages and disadvantages of different valuation approaches and understand how and why different valuation methods are used at different times.
- estimate the value of a takeover target;
- identify the challenges that face analyst when valuing firms;
- gain a thorough understanding of discounted cash flow valuation modelling concepts
- perform spreadsheet modelling, including discounted cash flows analysis, enterprise valuations and equity valuations.

## **Cellular Phones:**

The use of cellular phones IS NOT PERMITTED in this class. It is disruptive to the instructor and class members. If you carry a phone to class, please make sure it is turned off. If an emergency situation requires you to keep your cell phone turned on you may wish to keep the silent mode on. Please discuss this with the instructor prior to the class starting.

## **Drop Course Policy**

Students can drop a course up until the END of the second week of classes. Students who drop a class in the third week will receive a



WDN but will automatically have the grade changed to ABS. A grade of ABS is considered a failing grade. A required course will have to be taken again. Students with medical reasons and supporting documentation may petition the School to have the ABS grade changed back to WDN.

### **REQUIRED TEXT /MATERIAL**

The prescribed textbook for this course is: *Mergers, Acquisitions, and Other Restructuring Activities: An Integrated Approach to Process, Tools, Cases, and Solutions, 9<sup>th</sup> edition, by Donald M. DePamphilis, Academic Press, 2018 (or any other edition).*

### **ADDITIONAL RESOURCES**

The *Globe and Mail Report on Business*; *The Financial Post*; *The Wall Street Journal* and the *London Financial Times* also provide comprehensive daily coverage of financial and economic news. Also, try the websites of the following institutions: [CNN Finance](#) ; [The Financial Times](#); [The Economist](#).

### **ASSESSMENTS**

The grade for the course will consist of:

Participation		10%
Take home (individual) assignment	Due: Sep 23	10%
Quiz	Due: Oct 7	15%
Case study (group work) Company Valuation & Presentation	Due: Oct 14	25%
Final examination	Date: Oct 21	40%

**100%**

**NOTE:** The final exam will be comprehensive, covering material from the entire course. If you obtain less than 50% on the final exam, you will receive an “F” grade regardless of your total marks in the course.

Also, students who do not demonstrate a minimum level of performance during the term will not be allowed to defer the final exam. The requirement for satisfactory in-term performance is an overall mark of 50% or better on the assignments and quiz. Students with unsatisfactory in-term performance who miss the final exam will be awarded FND for the course.

### **QUIZ (15%)**

To encourage students to keep up with the course material and to measure students’ understanding of the material, I will administer one in-class quiz. The quiz will be 25-30 minutes in duration and it will be multiple choice questions. At the end of the lecture preceding the week of the quiz, you will be informed of the topics that will be tested in the quiz.

### **GROUP WORK:**

As noted below this course involves group case analysis. During the first class groups of 4 or 5 students should be formed. Students should choose their own groups. After the first class, each group should email the professor the names and student numbers of the group members.

**CASE ANALYSIS (25%):**

Your group is required to value a company listed on the stock exchange. The goal of this exercise is to provide you an opportunity to apply the concepts that will be discussed in class to an actual company. You are required to choose your company (**no later than the second week**). Each group will be responsible for preparing a detailed analysis of the chosen firm. The assignment will be professionally written with a maximum length of 3,000 words (excluding appendices). The first page of your report will consist of an executive summary of the group's analysis and recommendations. The subsequent pages will document the analysis and reasoning. Numerical analyses that are referred to in the write-up should be provided as appendices. Guidelines for the assignment is posted on Brightspace.

**Late Assignments:**

To ensure fairness for all students, penalties will be applied to late assignments: Failure to submit an assignment on time will result in an initial penalty of 10% points, followed by an additional 5% points per day thereafter. For example, an assignment that would normally merit a grade of 80% would receive a grade of 70% if submitted one day after the deadline, 65% if it is two days late, and 60% if the assignment is three days late. Assignments that are more than three days late **WILL NOT** be accepted. Requests for extension will be considered **ONLY** in cases of illness, family emergency, or other exceptional circumstances and that are supported by medical note.

**FINAL EXAM (40%):**

The final examination will test your understanding of the concepts covered in both the lectures and case components of the course. It will be held during the final examination period. The exam format will be explained during the last week of class.

The date of the final exam will be announced through the University's normal procedures. It is important that you are available for the final exam. **Allowance will not be made for conflicting travel plans.**

**DEFERRED FINAL EXAMINATION:**

Students unable to write a final examination because of illness or other circumstances beyond their control must contact the instructor and the MBA office in writing to request a deferred exam. Permission may be granted when the absence is supported by a medical certificate and or appropriate document/s to support the reason for the deferral. Deferred exams are not granted for students who have made travel arrangements that conflict with examination schedule.

**TENTATIVE LECTURE OUTLINE**

<b>Lecture</b>	<b>Topic</b>	<b>Chapter</b>
1 (09/09)	Valuation techniques: A primer on cash flow valuation: Elements of the valuation process	Chp 7:
2 (16/09)	A primer on cash flow valuation Computing free cash flow	Chp 7:

3 (23/09)	Relative /Asset-based valuation methods	Chp 8:
4 (30/09)	Economic evaluation of mergers & Valuation of real options in mergers and acquisition	Chp 8:
5 (07/10)	Applying financial modelling/valuation techniques to mergers and acquisitions	Chp 9:
6 (14/10)	Valuing privately held firms/Case analysis: Wrap up	Chp 10
(21/10)	Final Exam	

### Late Assignments:

To ensure fairness for all students, penalties will be applied to late assignments: Failure to submit an assignment on time will result in an initial penalty of five (5) percentage points, followed by an additional (2) percentage points per day thereafter. For example, an assignment that would normally merit a grade of 80% would receive a grade of 75% if submitted after the deadline on the due date, 73% if submitted the following day, and so on. Requests for extension will be considered **ONLY** in cases of illness, family emergency, or other exceptional circumstances supported by medical note.

### Preparation and Participation:

Attendance is mandatory for lecture/discussions, student presentations, and other course components that are designed for delivery in real-time. Review the videos (if available) and review the course material in preparation for the lectures.

### Contribution to Program Learning Goals ([MBA](#)):

MBA Learning Goal	Not Covered	Introduced	Taught but Not Assessed	Taught and Assessed
<b>MB1 Leadership and Collaboration</b> <i>Graduates will be equipped for leadership and collaboration.</i>				✓
<b>MB2 Communication</b> <i>Graduates will be effective communicators</i>			✓	
<b>MB3 Critical Thinking and Problem Solving</b> <i>Graduates will be skilled in critical thinking and problem solving.</i>				✓

<b>MB4 Functional Knowledge</b> <i>Graduates will have functional knowledge of all areas of business.</i>				✓
<b>MB5 Global Business</b> <i>Graduates will have an appreciation of the global environment of business.</i>		✓		
<b>MB6 Ethical Reasoning</b> <i>Graduates will be skilled in ethical reasoning and decision-making.</i>			✓	

## ADDITIONAL INFORMATION

### **Course Sharing Websites:**

Materials created for this course (including presentations and posted notes, labs, case studies, assignments and exams) remain the intellectual property of the author(s). They are intended for personal use and may not be reproduced or redistributed without prior written consent of the author(s).

### **Recommended Calculator for Examinations:**

If you are purchasing a calculator, we recommend any one of the following options: Texas Instruments BA II Plus (including Pro Model), Hewlett Packard HP 12C (including Platinum model), Staples Financial Calculator, Sharp EL-738C & Hewlett Packard HP 10bII

### **Group Work:**

The Spratt School of Business encourages group assignments. They provide you with opportunities to develop and enhance interpersonal, communication, leadership, followership and other group skills. Group assignments are also an effective way to learn integrative skills for putting together a complex task. Your professor may assign one or more group tasks, assignments, or projects in this course. Before embarking on a specific problem as a group, it is your responsibility to ensure that the problem is meant to be a group assignment and not an individual one.

### **Peer Evaluation for Group Work**

To deter social loafing and ensure fairness in grading, you will be asked to assess the contribution of your fellow group members. This information will be used when assigning the grade for the final project. The procedure is as follows: Each student should take 100 points and allocate those points to the various members of the group (including him or herself) to reflect the contributions made by each member. For instance, if there are four members in a group and everyone contributed equally, each individual would receive 25 points. Conversely, if an individual contributed relatively little, the remaining group members might allocate few points to that member. To ensure that these peer

evaluation scores are reasonable and free from personal bias, you will be asked to provide a detailed written explanation for your point allocation. You don't have to provide the peer evaluation if each group member contributed equally to the project.

### **Letter Grades:**

In accordance with the Carleton University Undergraduate Calendar (p 34), the letter grades assigned in this course will have the following percentage equivalents:

A+ = 90-100	B+ = 77-79	C+ = 67-69	D+ = 57-59	F = Below 50
A = 85-89	B = 73-76	C = 63-66	D = 53-56	
A - = 80-84	B - = 70-72	C - = 60-62	D - = 50-52	

Grades entered by Registrar:

WDN = Withdrawn from the course

DEF = Deferred

### **Academic Regulations:**

University rules regarding registration, withdrawal, appealing marks, and most anything else you might need to know can be found on the university's website, here:

<http://calendar.carleton.ca/undergrad/regulations/academicregulationsoftheuniversity/>

### **Requests for Academic Accommodation:**

You may need special arrangements to meet your academic obligations during the term. For an accommodation request, the processes are as follows:

- **Pregnancy**

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website:

<https://carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf>

- **Religious Obligations**

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website:

<https://carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf>

- **Students with Disabilities**

If you have a documented disability requiring academic accommodations in this course, please contact the Paul Menton Centre for Students with Disabilities (PMC) at 613-520-6608 or [pmc@carleton.ca](mailto:pmc@carleton.ca) for a formal evaluation or contact your PMC coordinator to send your instructor your Letter of Accommodation at the beginning of the term. You must also contact the PMC no later than two weeks before the first in-class scheduled test or exam requiring accommodation (if applicable). After requesting accommodation from PMC, meet with your instructor as soon as possible to ensure accommodation arrangements are made. <https://carleton.ca/pmc/>

- **Survivors of Sexual Violence**

As a community, Carleton University is committed to maintaining a positive learning, working and living environment where sexual violence will not be tolerated, and its survivors are supported through academic accommodations as per Carleton's Sexual Violence Policy. For more information about the services available at the university and to obtain information about sexual violence and/or support, visit: <https://carleton.ca/sexual-violence-support/>

- **Student Activities**

Carleton University recognizes the substantial benefits, to both the individual student and the university, that result from participating in activities beyond the classroom experience. Reasonable accommodation will be provided to students who compete or perform at the national or international level. Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. <https://carleton.ca/senate/wp-content/uploads/Accommodation-for-Student-Activities-1.pdf>

For more information on academic accommodation, please contact the departmental administrator or visit: <https://students.carleton.ca/course-outline/>

### **Academic Integrity:**

Violations of academic integrity—presenting another’s ideas, arguments, words or images as your own, using unauthorized material, misrepresentation, fabricating or misrepresenting research data, unauthorized co-operation or collaboration or completing work for another student—are a serious academic offence, weaken the quality of the degree, and will not be tolerated. Penalties may include; a grade of Failure on the submitted work and/or course; academic probation; a refusal of permission to continue or to register in a specific degree program; suspension from full-time studies; suspension from all studies at Carleton; expulsion from Carleton, amongst others. Students are expected to familiarize themselves with and follow the Carleton University Student Academic Integrity Policy which is available, along with resources for compliance at: <https://carleton.ca/registrar/academic-integrity/>

### **Centre for Student Academic Support:**

The Centre for Student Academic Support (CSAS) is a centralized collection of learning support services designed to help students achieve their goals and improve their learning both inside and outside the classroom. CSAS offers academic assistance with course content, academic writing and skills development. Visit CSAS on the 4th floor of MacOdrum Library or online at: <https://carleton.ca/csas/>

### **Other Important Information:**

- Students must always retain a hard copy of all work that is submitted.
- All final grades are subject to the Dean’s approval.



- For us to respond to your emails, we need to see your full name, CU ID, and the email must be written from your valid CARLETON address. Therefore, in order to respond to your inquiries, please send all email from your Carleton email account. If you do not have or have yet to activate this account, you can do so by visiting <https://carleton.ca/its/get-started/new-students-2/>

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