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LINKS IN THIS DOCUMENT:

[TOPIC 1](#) [TOPIC 2](#) [TOPIC 3](#) [HOMEWORK](#)

* If prompted for a password, use the password that was emailed to you.

WORKBOOK FOR FINANCE & ACCOUNTING SEMESTER #1 & CLASS #6 (ALSO CALLED FA-1-6)**

3 TOPICS COVERED IN THIS LESSON: (Brief Recaps in Brackets. Click the text to jump to the page in this workbook where we cover the Topics).

- 1** [FA-1-6-1: INTRODUCTION TO THE SELL SIDE, TRADING FLOORS & TRADING](#)
(Explanation of what the Sell Side is, how trading floors and trading works)
- 2** [FA-1-6-2: INTRODUCTION TO THE V/F/T INVESTMENT RESEARCH FRAMEWORK](#)
(Introduction to our Valuation, Fundamentals and Technical analysis framework)
- 3** [FA-1-6-3: HOW DOES TECHNICAL ANALYSIS WORK?](#) (Explanation of how technical analysis works)

Please have this workbook open during the FA-1-6*** lecture and fill in the blanks or answer the questions in this workbook when Chris asks you to do so during the live lesson (or during the replay of the live lesson). The homework for all lessons is always listed on the last page.

If you are watching a live version of this lesson, please let Chris explain the concepts and then we will have many opportunities for live Q&A when he mentions: “*Does Anyone Have Any Questions?*” You can also ask Chris questions about the concepts taught in this class during his weekly *For MBA Degree Program Students Only Weekly Q&A Webcast*, which is available at the following [link](#) using the password that was emailed to you.

Please note that after the class is finished, Chris will direct you where to go online in order to take a quiz based on the concepts taught in FA-1-6. If you can't watch this class live, then Chris' team will have an edited [replay](#) of the lesson online within one day after this class has ended.

TOPIC 1 OF 3: FA-1-6-1: Introduction to The Sell Side, Trading Floors & Trading

STARTING ON THE NEXT PAGE IS AN OVERVIEW OF ALL HATS/PEOPLE MENTIONED IN TOPIC 1

Optional: Type your notes for Topic #1 in this box:

Optional: How can you apply what you have learned about Topic #1 today to enhance your career (or to make you happier and more successful in general)?

Optional: Type a question(s) below that you want to ask Chris on the live webcast about Topic #1. If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #1. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [MBA Only Students Office Hours Webcast](#) (use the password that was emailed to you). Before asking the question about Topic #1, please look at the first page of this document to see what he will discuss in Topic #2 and Topic #3 (in case your question will be addressed during Topic #2 and Topic #3). Thanks:

HERE ARE THE HATS/PEOPLE MENTIONED IN TOPIC 1 (OPTIONAL – IF YOU WANT, TYPE NOTES UNDER EACH HAT DESCRIBING WHAT EACH PERSON DOES AS EXPLAINED BY CHRIS DURING TOPIC 1)

Sorted Alphabetically:



Workbook for FA-1-6 (Semester #1 and Class #6 for Finance & Accounting)



Workbook for FA-1-6 (Semester #1 and Class #6 for Finance & Accounting)



Workbook for FA-1-6 (Semester #1 and Class #6 for Finance & Accounting)



TOPIC 2 OF 3: FA-1-6-2: Introduction to the V/F/T Investment Research Framework

Optional: Type your notes for Topic #2 in this box:

Optional: How can you apply what you have learned about Topic #2 today to enhance your career (or to make you happier and more successful in general)?

Optional: Type a question(s) below that you want to ask Chris on the live webcast about Topic #2. If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #2. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [MBA Only Students Office Hours Webcast](#) (use the password that was emailed to you). Before asking the question about Topic #2, please look at the first page of this document to see what he will discuss in Topic #3 (in case your question will be addressed during Topic #3). Thanks:

TOPIC 3 OF 3: FA-1-6-3: How Does Technical Analysis Work?

Optional: Type your notes for Topic #3 in this box:

Optional: How can you apply what you have learned about Topic #3 today to enhance your career (or to make you happier and more successful in general)?

Optional: Type a question below that you want to ask Chris on the live webcast about Topic #3. If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #3. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [MBA Only Students Office Hours Webcast](#) (use the password that was emailed to you). Thanks:

HOMEWORK

After this lecture, please complete the quiz associated with this lecture at this [link](#)* within one week of the day that you took this lecture. Thanks

* If you can't see the quiz link, please refresh the link an hour after class has been completed thanks.