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#### INTERNET LINKS\*:

[CALENDAR](#) [MBA HOME PAGE](#) [WORKBOOKS](#) [MBA OFFICE HOURS](#) [CLASS REPLAYS](#)

#### LINKS IN THIS DOCUMENT:

[TOPIC 1](#) [TOPIC 2](#) [TOPIC 3](#)  
[EXERCISE FA-1-7-1](#) for Topic 3\*\* [EXERCISE FA-1-7-3-2](#) [EXERCISE FA-1-7-3-3](#)  
[EXERCISE FA-1-7-3-4](#) [HOMEWORK](#)

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

\*\*FA-1-7-3-1 Means FA **SEMESTER 1** **CLASS 7** **TOPIC 3** EXERCISE 1

## WORKBOOK FOR FINANCE & ACCOUNTING SEMESTER #1 & CLASS #7 (ALSO CALLED FA-1-7\*\*\*)

**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-1-7-1: INTRODUCTION TO THE BUY SIDE, MUTUAL FUNDS, HEDGE FUNDS, VENTURE CAPITAL AND PRIVATE EQUITY FIRMS](#) (Explanation of what the Buy Side is and different types of Buy Side firms)
- 2** [FA-1-7-2: INTRODUCTION TO VALUATION](#) (An overview of valuation)
- 3** [FA-1-7-3: P/E, P/B, P/R, DISCOUNTED CASH FLOW \(DCF\) & EBITDA MULTIPLES](#) (Explanation of many different valuation methodologies)

Please have this workbook open during the FA-1-7\*\*\* 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-1-7. 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-1-7-1: Introduction to The Buy Side, Mutual Funds, Hedge Funds, Venture Capital and Private Equity Firms**

**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 (Green “IB” Stickers refers to “Investment Bank,” which is also known as the “Sell Side” because they sell stocks, bonds etc. to the “Buy Side.” The Buy Side hats have a yellow “BS” sticker):



Workbook for FA-1-7 (Semester #1 and Class #7 for Finance & Accounting)

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Workbook for FA-1-7 (Semester #1 and Class #7 for Finance & Accounting)

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Workbook for FA-1-7 (Semester #1 and Class #7 for Finance & Accounting)

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Workbook for FA-1-7 (Semester #1 and Class #7 for Finance & Accounting)

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Workbook for FA-1-7 (Semester #1 and Class #7 for Finance & Accounting)

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**TOPIC 2 OF 3: FA-1-7-2: Introduction to Valuation**

**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-1-7-3: P/E, P/B, P/R, Discounted Cash Flow (DCF) & EBITDA Multiples

**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:

**EXERCISE FA-1-7-3-1: COMPARING APPLE'S P/E TO COMPETITORS**

This exercise will be done in Excel. Please watch Chris' explanation in the video.

**EXERCISE FA-1-7-3-2: COMPARING APPLE'S P/E/G TO COMPETITORS**

This exercise will be done in Excel. Please watch Chris' explanation in the video.

**EXERCISE FA-1-7-3-3: COMPARING APPLE'S P/B TO COMPETITORS**

This exercise will be done in Excel. Please watch Chris' explanation in the video.

**EXERCISE FA-1-7-3-4: COMPARING APPLE'S P/R TO COMPETITORS**

This exercise will be done in Excel. Please watch Chris' explanation in the video.

## **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.