



asci
Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA

Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, A.P. (India)

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Prof. Mubeen Rafat, MMS (JBIMS)

January 2, 2012

Programme Director

Area Chairperson- Money, Banking & Corporate Finance & Governance Area

Programme on **Corporate Valuation**

(February 20–22, 2012)

Dear Sir/Madam

The key success factor for the growth of any organization is its ability to create value for its stakeholders. In today's knowledge driven and globalized world, value creation has become more important than ever before. Accordingly, corporate sector has launched several initiatives to increase value that need to be studied as we seek to increase the footprint of these initiatives.

In the above backdrop, we are pleased to introduce "Corporate Valuation", a new offering from Administrative Staff College of India.

The programme seeks to disseminate concepts & practices that have a strong theoretical backing and practical application orientation. The programme will enable participants to understand valuation methodologies, the critical value drivers and reflect on the implementation of value based acquisition and restructuring strategies..

I am enclosing a brochure with the relevant programme details and a nomination form.

Looking forward to your response,

Yours sincerely

Mubeen Rafat

Mubeen Rafat

Encl : Brochure and Nomination form

Please note that the nominees are requested to carry with them the proof of Medical Insurance. The Sponsoring Agency is required to endorse the nominee's medical coverage in the event of hospitalization.

Programme on

Corporate Valuation

February 20-22, 2012



CONTEXT

Corporate Valuation involves the application of analytical methods of valuation to help determine the company's business and financial strategy. It is also forms a major component of the company's strategy for Merger & Acquisitions, A, restructuring techniques and financing instruments. It is therefore imperative that corporate executives and bankers understand how the valuation of their organizations is influencing the strategic decisions of management, shareholders, investors and competitors.

This course has been designed to cover the concept of corporate valuation, describing in detail topics such as equity value and enterprise value. The DCF analysis, a technique used to derive the intrinsic value of a company based on projected cash flows will be covered in detail. The key valuation and financial performance measures, such as EBIT and EBITDA will also be included. Using real life cases, the course explains in detail how to value a corporate. In addition, the course covers the relevant valuation issues in mergers and acquisitions to determine what an acquirer could pay for a possible target. Finally, the course concludes with the key insights into the due diligence process & its impact on valuation.

PROGRAMME OBJECTIVES

- ◆ To understand corporate valuation methodologies such as asset-based, comparables and cash flow based
- ◆ To identify the key value drivers
- ◆ To understand methods used to calculate the cost of capital

PROGRAMME CONTENT

- ◆ Basic Premise of valuation
- ◆ Valuation Methodologies
- ◆ Cost of Capital
- ◆ Due diligence and its impact on valuation

Prerequisite Knowledge - A reasonable level of accounting is assumed.

PARTICIPANTS' PROFILE

This course is designed for: corporate executives and executives from the banking and financial services industry.

TRAINING METHODS

The programme will be delivered through an appropriate blend of presentations by faculty drawn from both industry and academics. The real life case studies will demonstrate how valuation methods influence corporate strategy. In addition, hands-on exercises will give participants the opportunity to understand the techniques through presentations and discussions.

VENUE

The Programme is fully residential and the participants will be accommodated in single air-conditioned rooms. The College does not provide accommodation for the family. Transport between Airport/Railway Station and Venue will be arranged by the College.

DURATION

The Programme duration is from **Monday, February 20, 2012 to Wednesday 22, February 2012**. The Participants are expected to arrive a day before the commencement and may leave after the conclusion of the programme.

PROGRAMME FEE

Rs. 26,500/- (US \$ 1160 if foreign) plus Service Tax @ 10.30% per participant will be charged to cover tuition, board and lodging, courseware and other facilities of the College including Internet usage. Local participants not availing hostel accommodation will be given a discount of Rs. 1,000/- per day for the duration of the Programme.

A concession of ten per cent is given to the second nominee and onwards. A ten per cent concession is also given to a woman participant. In either case, the maximum allowable concession is 10%.

MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalisation.

LAST DATE FOR NOMINATION

The nomination form duly filled in along with the Demand Draft made out in favour of "**Administrative Staff College of India**" payable at Hyderabad should reach the **Programmes Officer** by **February 6, 2012**.

LAST DATE FOR WITHDRAWAL

February 13, 2012. Any withdrawals after this date will entail forfeiture of fee paid.

ASCI ALUMNI ASSOCIATION

Participants of the College Programmes will automatically become members of ASCI Alumni Association.

CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme.

Programme Director

Prof. Mubeen Rafat

Email: mubeen@asci.org.in

ASCI Management Development Programmes for 2011-12

GENERAL MANAGEMENT

GMP for Senior Executives – Session 118
MDP for Women Executives

9-Jan-2012 3-Feb-2012
9-Jan-2012 13-Jan-2012

ECONOMICS

Business Analysis and Forecasting Techniques
Financial Systems Management and Accountability in Govt.

2-Feb-2012 4-Feb-2012
13-Feb-2012 17-Feb-2012

ENVIRONMENT

Pharma & Chemical Sector-Environmental
Aspects & Mitigation Planning

23-Jan-2012 25-Jan-2012

FINANCE

Managing Costs to Enhance Profitability
Financial Valuation

9-Jan-2012 11-Jan-2012
1-Feb-2012 3-Feb-2012

GENDER STUDIES

Gender Budgeting and Planning
Enabling Gender Inclusivity & Leadership for Women Managers

23-Jan-2012 25-Jan-2012
8-Mar-2012 10-Mar-2012

HUMAN RESOURCE MANAGEMENT

Leadership for Managing Change
Communication Skills for Managers
Strategic Human Resource Management
Executive Coaching for Leadership Development
Team Building and Conflict Management
Decision Making for Effective Leadership
Effective Trade Union Management

16-Jan-2012 20-Jan-2012
30-Jan-2012 3-Feb-2012
6-Feb-2012 10-Feb-2012
6-Feb-2012 10-Feb-2012
20-Feb-2012 24-Feb-2012
26-Mar-2012 30-Mar-2012
26-Mar-2012 30-Mar-2012

HEALTH STUDIES

Using Data for Programme Monitoring & Evaluation
Managing Hospitals Effectively
R&R-Policies and Issues

2-Feb-2012 4-Feb-2012
6-Feb-2012 10-Feb-2012
5-Mar-2012 7-Mar-2012

INNOVATION & TECHNOLOGY

Innovation Management

6-Feb-2012 10-Feb-2012

INFORMATION TECHNOLOGY

IT Enabled Knowledge Management
Management of IT

22-Feb-2012 24-Feb-2012
12-Mar-2012 14-Mar-2012

OPERATIONS

Lean Manufacturing
Procurement Procedures for World Bank Aided Projects
Project & Contract Management

30-Jan-2012 1-Feb-2012
6-Feb-2012 17-Feb-2012
5-Mar-2012 9-Mar-2012

RESETTLEMENT & REHABILITATION

R & R and Environmental Policies &
Issues for Developmental Projects

22-Feb-2012 24-Feb-2012

STRATEGIC MANAGEMENT

Strategic Management

13-Feb-2012 17-Feb-2012

URBAN GOVERNANCE

Achieving Universal Sanitation in Urban India
ASCI-WBI MDP on Strengthening Urban Management in India
Public Private Partnership in Urban Infrastructure and Service Delivery

1-Feb-2012 3-Feb-2012
16-Jan-2012 20-Jan-2012
5-Mar-2012 7-Mar-2012

For further details, please contact :

Programmes Officer

Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,
Hyderabad - 500 082, India.

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Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, A.P. (India)

Nomination Form
Programme on
Corporate Valuation
(February 20–22, 2012)

Nominee's Personal Information :

Name	:	_____	Date of Birth	:	_____
Designation	:	_____			
Organisation	:	_____			
Address	:	_____			
Phone(s)	:	(Off) : _____	(Mobile) : _____	Home : _____	
e-mail	:	_____	Fax	:	_____
Education	:	_____			

Training Programmes Attended : _____

Nominee's Career Profile :

Organisation	Position	Responsibility	No. of Years

Expectations from the programme :

Medical Insurance :

Name of the Insurance Agency	Policy Number	Validity upto

Note : Coverage should be available in Hyderabad, India

Amount Payable	:		Mode of Payment (DD/Ch)	:	
Instrument Number	:		Date of Instrument	:	
Name of the Bank	:				

Signature of the Sponsoring Authority :

Name :

Designation :

Date :

NOTE : ▶ Forward nomination form to : **Mrs. P. Mahalaxmi, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Telefax: 0091-040-23324365, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in