FINANCE

PRIVATE EQUITY PROGRAMME

OCT 28 - 31, 2013

Real Results through Learning
Private Equity Programme

The programme is designed to help you understand the core concepts of the global private equity industry, from the viewpoint of asset managers as well as from that of executives in portfolio companies. The highly interactive and experiential instruction methodology will comprise real-world case studies, lectures, guest speakers and group exercises.

Programme content

- Company evaluation
- Deal structuring
- Infrastructure deals
- Private equity in emerging markets
- Dealing with multinationals
- Assessing and harvesting investment opportunities

What you will gain

- Develop critical ideas to successfully manage private equity
- Apply the insights gained to streamline and further develop the strategic framework
- Gain strategic insights from faculty interactions and small group discussions

Participant profile

- Senior PE industry executives
- Finance executives considering a career move into private equity
- Heads of family businesses who might be involved in mid-cap private equity deals
- Limited partners, advisors and others who engage in private equity
- Companies considering private equity as a source of capital to fuel their growth

To participate in this programme, a basic understanding of finance is necessary.

Faculty

Heinrich Liechtenstein is an Associate Professor of Financial Management at the IESE Business School. He holds a PhD in managerial science and applied economics from The Economics School of Vienna, Austria;
a Master’s degree in business administration from IESE Business School, and a BSc in business economics from the University of Graz. Heinrich specialises in entrepreneurial finance and the management of wealth. He has co-authored several publications on private equity and angel investing. His ongoing research in this field focuses on operational value creation in private equity. Heinrich delivers lectures in many MBA and executive programmes. As a consultant he collaborated with leading families and financial institutions, and serves on the board of three family controlled companies. Prior to his academic career, Heinrich was engaged in the family owned Liechtenstein Global Trust (LGT) dealing with ultra high net worth individuals. He also advised families within the Boston Consulting Group and established and sold two successful businesses.
“The programme will teach you what to and what not to expect as a PE investor or as an entrepreneur.”

Chintan Gandhi,
Manager; Bennett, Coleman and Co Ltd

Programme fee
INR 1,25,000 plus tax
Fee includes food and accommodation at the ISB campus or at an equivalent facility based on availability.

Programme dates
The programme starts at 9.00 am on Oct 28, 2013 and concludes at 5.00 pm on Oct 31, 2013

Venue: ISB, Hyderabad Campus

How to apply
• Download the application form from www.isb.edu/cee/apply and follow the mailing instructions mentioned therein (or)
• Write to us at execed@isb.edu for more details (or)
• Call us on +91 40 2300 7041/42

Other programmes recommended
• Negotiation Strategies
  Oct 14 - 15, 2013 - Hyd
  Feb 11 - 12, 2014 - Hyd

Few Participating organisations from previous years
• J Sagar Associates
• Pegasus International Advisory India Pvt Ltd
• Small Industries Development Bank of India (SIDBI)
• Tata Housing Development Co. Ltd
• Platinum Corporation FZE
• Bennett Coleman & Co. Ltd
• MBO Partenaires
• Juris Corp
“Enjoyed being back to the classroom; it was knowledge enhancement with an interesting group of participants and an excellent faculty.”

K C Ranjani,
MD, Dia Vikas Capital Pvt Ltd

Being part of the ISB CEE Alumni makes business sense

ISB CEE has a strong alumni community of more than 22,000 business leaders, senior professionals and entrepreneurs. Participation in CEE programmes makes you a part of this elite and vibrant community and gives the opportunity to network with high-achieving peers across diverse industries. CEE alumni gain exclusive access to premium learning events, including speaker series, conferences and learning sessions.
PROGRAMME plus

• Offers organisations the basis for more effectively investing in learning and development
• Ensures the application of learning in the workplace
• Facilitates impact measurement to applied learning in the organisation

Indian School of Business, Hyderabad | Mohali

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