I. Overview of the Course:

This course provides an overview of mergers and acquisitions (M&A) and introduces the primary valuation methodologies currently used on Wall Street to value deals. Real world data from Bloomberg is integrated into lessons. Qualitative dimensions, such as deal structure, form of financing, and acquisition strategies, are incorporated into the merger analysis. Students complete a team-based term project valuing a target firm.

II. Required Materials:


- **BLOOMBERG.** The Financial Markets Lab hosts 12 Bloomberg terminals that provide access to data used in the course. See Lab website for hours and training sessions: [http://fmlab.rutgers.edu/](http://fmlab.rutgers.edu/)

- **SAKAI.** The course site will contain announcements and course materials, such as course slides and model templates. You should bring lecture notes to class.

- **RUTGERS E-MAIL.** All correspondence will be sent to your Rutgers e-mail address. Failure to read your e-mail is not an acceptable excuse.

III. Course Prerequisites:

In order to enroll in Fin 410, students should have taken the following course:

*Principles of Finance* (390-301)

**NOTE:** If you do not meet these pre-requisites please notify me immediately.
IV. Performance Assessment:

The grade for this course will be determined as follows.

<table>
<thead>
<tr>
<th>Assessment</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class Participation</td>
<td>20%</td>
</tr>
<tr>
<td>Reaction Papers</td>
<td>10%</td>
</tr>
<tr>
<td>Assignments</td>
<td>10%</td>
</tr>
<tr>
<td>Term Project</td>
<td>25%</td>
</tr>
<tr>
<td>Midterm Exam</td>
<td>15%</td>
</tr>
<tr>
<td>Final Exam</td>
<td>20%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

- The **final exam** will be during finals week. All students must take the final in class on the assigned date. No exceptions.

- The **midterm exam** is given in class. There is no **make-up exam**. If you are unable to make the midterm, you must notify me in advance and provide documentation demonstrating why you will miss it. **Failure to provide advance notice will result in a zero.** If you are excused from the midterm, the weight of the midterm will shift to the final exam.

- **Assignments** will give students an opportunity to apply material discussed in class. While you are encouraged to help each other, each student must submit his or her own work.

- The **term project** is a team-based valuation analysis of a target firm. The analysis is divided into three parts, with deadlines throughout the semester. Additional details to follow.

- Each week, we will discuss the major M&A stories in the news. Reading the *Wall Street Journal* and other financial publications daily is the best way to stay plugged into the flow of information. Each student is required to select a news story, read **at least two articles** about it, **write a one-page reaction paper**, and upload it to Sakai by the due date. The reaction paper should include links/cites to your sources, a short summary of the issue, a comment on what you found interesting about the story, and a discussion of how it relates to the material we covered in class. In class, I will randomly select students to discuss their news stories.

- **Class participation** is based on preparation for lecture, contribution to our discussions, and productive use of lab time. Students are expected to read the assigned material before lecture, as there will be subject-matter questions posed each class. During class, time will be given to work on assignments and the term project. For the term project, teams should plan their time in advance to make effective use of the lab.
V. Final Grade:

Grades will be assigned according to the following distribution:

- 90-100% ................. A
- 85-89% .................. B+
- 80-84% .................. B
- 75-79% .................. C+
- 70-74% .................. C
- 60-69% ................. D
- Less than 60% ........... F

VI. Academic Integrity:

Policy found at [http://deanofstudents.camden.rutgers.edu/academic_integrity](http://deanofstudents.camden.rutgers.edu/academic_integrity)

Students are responsible for understanding the principles of academic integrity and abiding by them in all aspects of their work at the University. Students are also encouraged to help educate fellow students about academic integrity and to bring all alleged violations of academic integrity they encounter to the attention of the appropriate authorities.

Principles of academic integrity require that every Rutgers University student:

- properly acknowledge and cite all use of the ideas, results, or words of others
- properly acknowledge all contributors to a given piece of work
- make sure that all work submitted as his or her own in a course or other academic activity is produced without the aid of unsanctioned materials or unsanctioned collaboration
- obtain all data or results by ethical means and report them accurately without suppressing any results inconsistent with his or her interpretation or conclusions
- treat all other students in an ethical manner, respecting their integrity and right to pursue their educational goals without interference. This requires that a student neither facilitate academic dishonesty by others nor obstruct their academic progress
- uphold the canons of the ethical or professional code of the profession for which he or she is preparing.

Adherence to these principles is necessary in order to insure that:

- everyone is given proper credit for his or her ideas, words, results, and other scholarly accomplishments
- all student work is fairly evaluated and no student has an inappropriate advantage over others
- the academic and ethical development of all students is fostered
- the reputation of the University for integrity in its teaching, research, and scholarship is maintained and enhanced.

Failure to uphold these principles of academic integrity threatens both the reputation of the University and the value of the degrees awarded to its students. Every member of the University community therefore bears a responsibility for ensuring that the highest standards of academic integrity are upheld.

**If there are questions on how to comply, please contact me immediately.**
VII. Student Code of Conduct:

Violations of the Student Code of Conduct are considered serious infractions of student behavior and subject to penalties relative to the level of the matter. Students may not disturb normal classroom procedures by distracting or disruptive behavior. Examples of disruptive behavior include, but are not limited to, the following:

- Repeatedly leaving and entering the classroom without authorization
- Answering cell phone
- Making loud or distracting noises
- Repeatedly speaking without being recognized, interrupting the instructor or other students, or otherwise acting in disregard of the instructor’s requests
- Resorting to physical threats or violence directed toward the instructor or other students.*

*Physical threats or violence are a violation of the University’s Code of Student Conduct and incidents should be referred to the Dean of Students immediately. Please consult “Standards of Classroom Behavior,” in The University Code of Student Conduct [here](http://studentconduct.rutgers.edu/files/documents/UCSCJuly2011.pdf) and the University’s “Policy against Verbal Assault, Defamation and Harassment” [here](http://studentconduct.rutgers.edu/files/documents/PolicyAgainstVerbalAssault.pdf) for further information.

VIII. Students with Disabilities:

Rutgers University welcomes students with disabilities into all of the University's educational programs. In order to receive consideration for reasonable accommodations, a student with a disability must contact the appropriate disability services office at the campus where you are officially enrolled, participate in an intake interview, and provide documentation: [here](https://ods.rutgers.edu/students/documentation-guidelines).

If the documentation supports your request for reasonable accommodations, your campus’s disability services office will provide you with a Letter of Accommodations. Please share this letter with your instructors and discuss the accommodations with them as early in your courses as possible. To begin this process, please complete the Registration form on the ODS web site at: [here](https://ods.rutgers.edu/students/registration-form).

Rutgers-Camden Disability Services:
Rutgers-Camden Learning Center
Armitage Hall, Room 240
311 North Fifth Street
Camden, NJ 08102-1405
Web page: [here](http://learn.camden.rutgers.edu/disability-services)
Phone: 856.225.6442
Fax: 856.225.6443
E-mail: tpure@camden.rutgers.edu
### IX. Tentative Schedule (Subject to Change):

<table>
<thead>
<tr>
<th>Week(s)</th>
<th>Date</th>
<th>Topic</th>
<th>Readings</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/25</td>
<td>Course Introduction</td>
<td>RWJ Ch. 2</td>
</tr>
<tr>
<td>2</td>
<td>02/01</td>
<td>Empirical Evidence and Event Studies</td>
<td>Bruner Handout</td>
</tr>
<tr>
<td>3</td>
<td>02/08</td>
<td>Government Regulation</td>
<td>Handouts</td>
</tr>
<tr>
<td>4-6</td>
<td>02/15</td>
<td>Comparable Companies Analysis</td>
<td>RP Ch. 1</td>
</tr>
<tr>
<td></td>
<td>02/22</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>02/29</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>03/07</td>
<td>Precedent Transactions Analysis</td>
<td>RP Ch. 2</td>
</tr>
<tr>
<td>8</td>
<td>03/21</td>
<td>Midterm Exam</td>
<td></td>
</tr>
<tr>
<td>9-11</td>
<td>03/28</td>
<td>Discounted Cash Flow Analysis</td>
<td>RP Ch. 3</td>
</tr>
<tr>
<td></td>
<td>04/04</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>04/11</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>04/18</td>
<td>Merger Consequences Analysis</td>
<td>RP Ch. 7</td>
</tr>
<tr>
<td>13</td>
<td>04/25</td>
<td>Corporate Governance</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>05/02</td>
<td>Review</td>
<td></td>
</tr>
<tr>
<td>Final Exam</td>
<td>05/09</td>
<td>Final Exam</td>
<td></td>
</tr>
</tbody>
</table>

Note: NO CLASS: SPRING BREAK

Final Exam: 6:00-8:40PM