

KARTA PRZEDMIOTU

Nazwa przedmiotu: Commercial Due Diligence for Private Equity. Practical aspects, with Bain & Company (CEMS)
(23A2D1-D)

Nazwa w języku polskim:

Nazwa w jęz. angielskim: Commercial Due Diligence for Private Equity. Practical aspects, with Bain & Company (CEMS)

Dane dotyczące przedmiotu:

Jednostka oferująca przedmiot: Szkoła Główna Handlowa w Warszawie

Przedmiot dla jednostki: Szkoła Główna Handlowa w Warszawie

Cykl dydaktyczny: Semestr zimowy 2024/25

Koordynator przedmiotu cyklu:

Domyślny typ protokołu dla przedmiotu:

Ocena

Język wykładowy:

angielski

Efekty uczenia się:

Wiedza:

Students should know: What the Private Equity market in the CEE looks like? What are the underlying trends shaping the market?

Students should know: Why business owners do consider to sell the majority stake in their business to PE?

Students should know: What are the most critical questions financial investor wants to answer?

Students should know: What are the key elements of commercial due diligence? What are the key imperatives for successful due diligence?

Umiejętności:

Students should be able to develop investment thesis for the deal - what we need to believe to buy this target - and test the thesis with the appropriate level of depth.

Students should be able to assess the acquisition target's addressable market attractiveness. Students should be able to assess the competitive landscape and target's positioning.

Students should be able to identify potential value creation levers - top line (revenue) and bottom line (cost).

Students should be able to identify the target's full-potential and codify it into a best-in-class, integrated value creation plan.

Kompetencje społeczne:

Students should be able to effectively work in a project group conducting due diligence. Students should be able to identify and divide tasks in the due diligence project and appoint key persons responsible for these tasks.

Students should be able to assess the qualification of the team members in the field of due diligence process.

Students should be able to present the project outcome to the public.

Charakterystyka przedmiotu

Oddzielna rejestracja

Dane dotyczące przedmiotu cyklu:

Domyślny typ protokołu dla przedmiotu cyklu:

Ocena

Skrócony opis:

This course includes classes on topics such as: key differences between financial and strategic investors, an overview of the Private Equity market in the CEE including a view on the underlying trends shaping the market, the most critical questions financial investors want to answer, the key elements of commercial due diligence and key imperatives for successful due diligence, developing powerful investment theses and testing the thesis with the appropriate level of depth, assessment of the acquisition target's addressable market attractiveness and competitive positioning, identification of potential value creation levers.

Opis:

This course will give an overview of the Private Equity market in the CEE. It will present investors' mindset and highlight the most important commercial aspects for Private Equity during the selection of potential acquisition targets. It will explain the importance of commercial due diligence in the transaction process. The course based on the real cases will walk students through the end-to-end commercial due diligence process (investment theses development, market attractiveness assessment, competitive positioning analysis, value creation levers identification, final conclusion development).

Literatura:

Literatura podstawowa:

PSIK, PFR Ventures, Bain & Company (2022) Private Equity and venture Capital in Central and Eastern Europe, PSIK, PFR Ventures, Bain & Company: Warsaw.

Zeisberger C., Prahl, M., White B. (2017) Mastering Private Equity: Transformation via Venture Capital, Minority Investments and Buyouts, John Wiley & Sons: Glasgow.

Literatura uzupełniająca:

Vild, J., Zeisberger C. (2014) Strategic Buyers vs. Private Equity Buyers in an Investment Process, INSEAD Faculty and Research Working Paper, 2014/39/DSC/EFE.

Publikacje własne:

Mariusz Radło, Macro and Micro- challenges in Moving up the Global Value Chains. the Polish Perspective,W: red. Tomasz Napiórkowski, Mariusz Radło, Juergen Wandel, Process of moving up the global value chains : a case of Polish-German economic cooperation,2020;

Mariusz Radło, Michał Baranowski, Tomasz Napiórkowski, Jarosław Chojecki, Komercjalizacja, wdrożenia i transfer technologii : definicje i pomiary. dobre praktyki wybranych krajów.2020

Uwagi:

Kryteria oceniania:

egzamin tradycyjny-pisemny: 0.00%

egzamin testowy: 0.00%

egzamin ustny: 0.00%

kolokwium: 0.00%

referaty/eseje: 0.00%

ocena z ćwiczeń: 25.00%

inne: 25.00%

projekty: 50.00%

studia przypadków: 0.00%

prezentacje indywidualne lub grupowe: 0.00%

Szczegóły zajęć i grup

Konwersatorium (30 godzin)

Zakres tematów zajęć:

(1) Definition of financial and strategic investors (2) The Private Equity market in the CEE: value, structure, underlying trends, key players (4x45')

(1) Financial investors - mindset and the most critical questions financial investors want to have answered (2) The key elements of commercial due diligence (3) The key imperatives for successful due diligence (4) Developing a powerful investment thesis (5) Testing the investment thesis with the appropriate level of depth (4x45')

Target's addressable market attractiveness assessment (6x45')

Competitive landscape and target's positioning analysis (6x45')

(1) Potential value creation levers - top line (revenue) and bottom line (cost) (2) The target's full-potential assessment (3) High-level value creation plan (6x45')

Commercial due diligence output presentation to the public (4x45')

Dane grup zajęciowych

Grupa numer 1

Opis grupy

[0699] Mariusz Radło CEMS

Prowadzący grupy:

dr hab. Mariusz Radło, prof. SGH

Przynależność do grup przedmiotów w cyklach:

Opis grupy przedmiotów	Cykl pocz.	Cykl kon.
Przedmioty wyłączone z preferencji SM (SGH-PRE-WYJ-SM)	20241	
Przedmioty wyłączone z badania kolizji (SGH-KOL-WYJ)	20241	

Punkty przedmiotu w cyklach:

<bez przypisanego programu>			
Typ punktów	Liczba	Cykl pocz.	Cykl kon.
Europejski System Transferu i Akumulacji Punktów (ECTS)	6	20241	20242