

BUSINESS VALUATION

COURSE OVERVIEW

This accredited five-day Business Valuation Training Course provides a comprehensive exploration of the principles, methodologies, and best practices essential for valuing businesses accurately. Participants will gain the knowledge and skills needed to perform business valuations with confidence, aligning with industry standards and regulations.

TARGET COMPETENCIES

- Valuation Methods
- Financial Analysis
- Market Research
- Risk Assessment
- Report Preparation
- Regulatory Compliance

COURSE OBJECTIVES

By completely attending this course, participants will be able to:

- Utilize various valuation approaches, including income, market, and asset-based methods, to determine a business's worth.
- Analyze financial statements and cash flow to assess the financial health of a business.
- Gather data and insights from market research to inform valuation assessments.
- Identify and evaluate risks associated with the business being valued.
- Create comprehensive valuation reports that meet industry standards and regulatory requirements.
- Understand and adhere to valuation standards and regulations to maintain accuracy and integrity.
- Prepare for the AICPA Accredited in Business Valuation (ABV) examination.

TARGET AUDIENCE

This course is designed for finance professionals, accountants, analysts, and individuals involved in business valuation, including those seeking accreditation or wishing to enhance their valuation skills. It is suitable for professionals in both public and private sectors.

COURSE METHODOLOGY

This course combines theoretical learning with practical application. Participants will engage in lectures, case studies, hands-on exercises, and group discussions. Real-world valuation scenarios will be explored to provide practical insights into the valuation process.

COURSE OUTLINE

VALUATION METHODS

- Apply income, market, and asset-based valuation approaches.
- Understand when and how to use each method.
- Calculate key valuation metrics.
- Assess the strengths and weaknesses of different approaches.
- Use quantitative and qualitative factors in the valuation process.

FINANCIAL ANALYSIS

- Analyze financial statements for valuation purposes.
- Assess cash flow, profitability, and solvency.
- Interpret financial ratios.
- Identify key financial drivers.
- Evaluate the impact of financial analysis on valuation.

MARKET RESEARCH

- Gather industry and market data.
- Analyze market trends and competitive landscape.
- Use market research to inform valuation assumptions.
- Incorporate market data into the valuation process.
- Understand the impact of market conditions on business value.

RISK ASSESSMENT

- Identify and evaluate business risks.
- Assess industry-specific risks.
- Analyze macroeconomic factors affecting the business.
- Incorporate risk assessment into the valuation model.
- Quantify and communicate risk factors to stakeholders.

REPORT PREPARATION

- Create clear and concise valuation reports.
- Structure reports to meet industry standards.
- Present valuation methods, assumptions, and findings effectively.
- Use charts, graphs, and exhibits to enhance report clarity.
- Ensure transparency and professionalism in reporting.

REGULATORY COMPLIANCE

- Understand and adhere to valuation standards (e.g., ASA, IFRS).
- Comply with legal and regulatory requirements.
- Maintain ethical conduct and integrity in valuation practices.
- Navigate regulatory changes and updates.
- Ensure consistency with industry guidelines and best practices in valuation.

To register or for complete course information

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