



PROGRAM: Business Management - Business Management LM-77

MODULE: INTERNATIONAL CORPORATE AND INVESTMENT BANKING

ECTS: 9

YEAR RUNNING: 1 YEAR (NO ARTICULATION IN MODULES)

COURSE YEAR: First (Second SEMESTER)

TEACHERS NAME: ELVIRA ANNA GRAZIANO

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OFFICE HOURS: The undergraduate and student reception is scheduled every Wednesday from 16:00 to 17:00 in person, on the GotoMeeting or GoogleMeet platform, upon appointment confirmed by email.

LEARNING OUTCOMES OF THE COURSE:

The course aims to achieve the student the learning outcomes described in detail in the following.

Knowledge and Understanding

Knowledge of the Corporate & Investment Banking business area, with regard to the main structured finance transactions carried out by companies, the features of demand and supply of financial services, the main areas of activity in the credit, securities and consulting sectors, and the organization aspects of the business.

Applying knowledge and understanding

The student will be able to apply the knowledge gained to assess a company and its possible growth path, considering the ideal combination of funding sources.

Making judgements

The student will also be able to identify possible deviations from best practices and potential risky areas. The student must demonstrate that he/she has developed the ability to assess the financial needs of a company by searching for possible financial solutions and collecting the necessary documentation from available public sources (company websites, website of the Supervisory Authority, website of stock exchanges, specialized company websites, etc.).

Communication skills

The student will acquire the ability to make a clear and effective presentation on the positioning and financing of a company.

Learning skills

The student must be able to recognize the different types of structured finance operations and to carry out an individual project work on a shared theme, as well as collaborate in workshops on the in-depth analysis of a case study.

DETAILED PROGRAM

Topic
Corporate and Investment Banking: definition, operation and players
Firms evaluation: methods & theory
Investment Banking: IPO
M&A
LBO
Corporate behavioral finance and investment decisions
Merchant Banking: Private Equity & Venture Capital
SPAC&PIR
Corporate break-up deal
Securitization & Mezzanine Finance

ANY RECOMMENDED PREREQUISITES

None.

HOW TO TAKE THE EXAM

Only students regularly booked for the test are admitted to the exam. The final mark of the test is expressed out of thirty. Additional activities are foreseen during the development of the module (for example project work, business game, etc.) which, if passed positively, give the right to an additional score, to be added to the final grade of the oral exam.

For Attendants, the evaluation of the candidates will follow a sum of the mark obtained during the presentation of the Project Work with the oral exam.

For non-attending students, the candidates will be evaluated by an oral test on the topics related to the course program developed in the classroom.

TEACHING EVALUATION CRITERIA

- With reference to “knowledge and understanding”, the final exam will assess the student's acquisition of the basic notions relating to the topics listed in the detailed teaching program.
- With reference to the “applying knowledge and understanding”, the final exam will evaluate the student's ability to connect the different topics covered and the ability to solve mathematical questions.
- With reference to “communication skills”, the final exam will evaluate, in addition to the contents of the answers, also the ability to appropriately evaluate the terms of the scientific language and to effectively present the topics studied.
- With reference to the ability to learn, the student must be able to independently deal with case studies and project work on ICIB issues.

CRITERIA FOR AWARDING THE FINAL GRADE

The criteria for awarding the final grade are based on the assessment of learning, knowledge and understanding of the topics covered in the course, as well as the ability to apply the techniques acquired and to expose with an appropriate language what has been learned. The attribution of the final mark is based on an oral assessment of learning accompanied by a technical-qualitative evaluation of the project or group work, for attending students.

TEACHING MATERIALS

Students are required to complete the preparation for the exam by integrating the teaching materials discussed during the classroom lessons with the following compulsory books:

- **Stephen A. Ross, Randolph W. Westerfield, Bradford D. Jordan, Corporate finance, McGraw Hill**
- **Graziano E. A. (2019), Newspapers vs Social Media: Who grabs the investors' attention?, Eurilink: <https://www.ibs.it/newspapers-vs-social-media-who-libro-elvira-anna-graziano/e/9788885622623>**

TEACHERS' ADVICE

It is advisable to deepen the study by reading periodicals, journals, web documents, case studies and case histories, etc., related to risk management in order to be able, during the exam, to integrate the theoretical concepts learned with practical examples from the real world.