Elective MBA Finance Course

Kalamazoo, Spring 2007, Tuesday, 6-9 pm

Course Title: FIN 6910: Seminar in Finance

Purpose: This seminar concentrates on the finance skills MBA students need to know to buy, own, and run a small to medium size business.

Motivation: Large firm mergers and acquisitions, especially at the largest firms in West Michigan during the past decade, have reduced the number of staff and managerial jobs available to all MBA students. Conversely, there are owners of many small and medium businesses in West Michigan who, for various reasons, plan to sell their firms within the next, say, five years. Additionally, according to a study by Marquette University; there are approximately 7.7 million small and mid-size businesses owned by 'baby boomers.' Between 2005 and 2020 one out of two of these businesses will be for sale (http://www.prleap.com/pr/28949/ April 20, 2006). This course provides the skills needed to buy and run a small and medium business.

Format: This course has two unique features. The first is the extensive use of people from the West Michigan business community. John Boll, one of the teachers, has extensive experience buying and selling medium size businesses in West Michigan. Additionally, guest speakers discuss the key finance issues involved in buying, owning, and running a small to medium size business. These speakers are investment banker, commercial loan officer, lawyer, business owner who plan to sell their firms, and someone who recently purchased a firm.

The second unique feature is the use of actual cases of the purchase of small to medium size businesses in West Michigan. About 10 of these cases are discussed.

Other common course features:
- 13 classes, the first class is on Tuesday, January 10, 2007.
- Primary course work is to analyze cases. Case analysis is done by each student (not teams).
- No required textbook.
- Extensive class handouts.
- Two exams, one mid-term and the final exam. Part of the final exam is an extensive analysis of a case including discussion of the results.

Prerequisite: Successful completion of FIN 6120, Financial Management, or equivalent course.

Instructors: Robert Balik (finance faculty) and John Boll (CEO, G.R. Richards).

Web: By the end of November 2006 the course web site will be up. The web site requires a username and password. If you want to access the site then send Balik an e-mail message (address below).

Questions: Please call 269.387.5674 or e-mail robert.balik@wmich.edu.