

## **Special Topics**

**Fall 2017**

### **Corporate Financial Modeling – LBO M&A**

**22:390:693:30**

#### **COURSE OVERVIEW & OBJECTIVES:**

This course will show you how to combine two companies in Microsoft Excel to create a Mergers & Acquisitions model ("Merger Model") and determine whether the combination is accretive or dilutive to earnings and cash flows as well as run different funding scenarios (cash, debt, stock, etc.) to determine the optimal financing for the deal. We will also create a Leveraged Buyout model ("LBO model") which looks at a Financial Sponsor or Private Equity firm purchasing a company and determine the return ("IRR") to the Purchaser based on different funding scenarios (amount of cash funding vs. debt funding). Due to the hands on nature of this course, attendance is critical. The objective is to be at a level of proficiency where you can take the financials of any company and create a Merger model or an LBO model given the financing assumptions of the deal. It is suggested that you take "Financial Modeling for Corporate & Project Finance" (22:390:680:30) prior to this course though it is not a mandatory prerequisite.

### **Market Access & Reimbursement for Drugs**

**22:630:684**

Decisions we make about our health are critically important, and yet as patients and consumers, we are often ill informed. A variety of well-meaning third parties – providers, payers, pharmacists, and politicians (among others) – influence our access to drugs and the price we pay for them. This course will explore the complex variety of transactions that takes place between the development and manufacturing of a pharmaceutical product and financial mechanisms that influence the payer, provider, and the patient, including the following: Pharmaceutical pricing models, Innovative contracting, Reimbursement and coding, Cause and effect of patient cost offsets