

# An Introduction To Business Valuation

Quantitative Business Valuation A Mathematical Approach for Today's Professionals Essential reading for the serious business appraiser, Quantitative Business Valuation, Second Edition is the definitive guide to quantitative measurements in the valuation process. No other book written on business valuation is as well researched, innovative, and bottom-line beneficial to you as a practitioner. Written by leading valuation

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and litigation economist Jay B. Abrams, this text is a rigorous and eye-opening treatment filled with applications for a wide variety of scenarios in the valuation of your privately held business.

Substantially revised for greater clarity and logical flow, the Second Edition includes new coverage of: Converting forecast net income to forecast cash flow  
Damages in manufacturing firms  
Regressing scaled y-variables as a way to control for heteroscedasticity  
Mathematical derivation of the Price-to-Sales (PS) ratio  
Monte

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Carlo Simulation (MCS) and Real Options (RO) Analysis  
Venture capital and angel investor rates of return  
Lost inventory and lost profits damage formulas in litigation  
Organized into seven sections, the first three parts of this book follow the chronological sequence of performing a discounted cash flow. The fourth part puts it all together, covering empirical testing of Abrams' valuation theory and measuring valuation uncertainty and error. Parts five to seven round it all out with discussion of litigation, valuing ESOPs

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and partnership buyouts, and probabilistic methods including valuing start-ups. The resulting work, solidly grounded in economic theory and including all necessary mathematics, integrates existing science into the valuation profession—and develops valuation formulas and models that you will find useful on a daily basis.

Business Valuation For Dummies is filled with expert guidance that business owners, managers at all levels, investors, and students can use when determining the

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value of a business. It contains a solid framework for valuation, including advice on analyzing historical performance, evaluating assets and income value, understanding a company's financial statements, estimating the cost of capital, business valuation models, and how to apply those models to different types of businesses.

Do you know the value of your business? Business valuation is critical when selling a small business, bringing on a partner, seeking additional debt or equity

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financing, establishing the share valuation in an initial public offering (IPO), or buying another company. In this course, accounting professors Jim and Kay Stice provide an introduction to the most important business valuation methods. They proceed from the valuation of individual assets and liabilities to the valuation of entire businesses. The course includes practice with simple valuation models, such as the use of multiples and price-to-earnings ratios, as well as the more complicated "discounted cash flow"

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valuation model. The final chapters include a fun and practical examination of the value of one very real business-McDonald's-and some parting words of advice. Make sure to check out the Stice brothers' other accounting and finance courses to understand the other economic factors that impact your business. Praise for Business Valuation, Second Edition "The Second Edition of Business Valuation: An Integrated Theory manages to present the theoretical analysis of valuation from the first edition and

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expand on that discussion by providing additional guidance on implementing the relevant valuation theories, notably in its expanded discussion of the Quantitative Marketability Discount Model." -Dr. David Tabak NERA Economic Consulting Your Essential Valuations Reference Whether you are an accountant, auditor, financial planner, or attorney, Business Valuation: An Integrated Theory, Second Edition enables you to understand and correctly apply fundamental valuation concepts. Thoroughly revised and expanded,



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the Second Edition demystifies modern valuation theory, bringing together various valuation concepts to reveal a comprehensive picture of business valuation. With the implementation of new accounting pronouncements mandating the recognition of numerous assets and liabilities at fair value, it has become critical for CPAs charged with auditing financial statements to understand valuation concepts. With thoughtful and balanced treatment of both theory and application, this essential guide reveals:

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\* The "GRAPES of Value"-Growth, Risk and Reward, Alternative Investments, Present Value, Expectations, and Sanity \* The relationship between the Gordon Model and the discounted cash flow model of valuation \* The basis for commonly applied, but commonly misunderstood valuation premiums and discounts \* A practical perspective on the analysis of potential business acquisitions Grounded in the real world of market participants, Business Valuation, Second Edition addresses your need to understand business

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valuation, providing a means of articulating valuation concepts to help you negotiate value-enhancing transactions. If you want to get back to valuation basics, this useful reference will become your guide to defining the various levels of value and developing a better understanding of business appraisal reports.

Valuation is a topic that is extensively covered in business degree programs throughout the country. Damodaran's revisions to "Investment Valuation" are an

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addition to the needs of these programs. Mergers, Acquisitions and Business Valuation is a practical guide to the methods of Business Valuation covering quoted and unquoted companies. This book will be invaluable to anyone engaged in a practical or academic investigation of company valuation and Due Diligence Process in Mergers and Acquisitions. This book covers American and Indian Corporate Cases. It is written keeping in view the requirements of MBA students, researchers and academicians as well as practitioners.

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Now in its fourth edition, this book dispels much of the mystique surrounding accounting and finance for the non-financial manager. It will enable the reader to communicate more efficiently with financial advisers and help to enhance the quality of the financial decisions that managers have to make. It includes such topics as accounting for inflation, the significance of cash management and control and the development of accounting standards, many of which have not been treated in any single,

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recent, competitive work. This fully revised and updated version incorporates changes in current legislation and in attitudes towards financial analysis, the interpretation of annual accounts and the use of financial ratios, as well as a new chapter on capital investment appraisal. This book is a comprehensive & authentic book on 'Business Valuation'. The objective of this book is to include a judicious mixture of corporate finance theory and business valuation practice. This book aims to fulfill the requirement

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of students PGDM/MBA/CA/CWA & other professional courses. The Present Publication is the Reprint Edition April 2021, authored by Pitabas Mohanty, with the following noteworthy features: • The subject-matter is presented in a simple, systematic method along with comprehensive explanation of the concept and theories underlying business valuation. The book tries to present the subject-matter in a non-mathematical and non-technical way • [Student-Oriented Book] This book has been developed, keeping in mind the following

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factors: ? Interaction of the author/teacher with his/her students in the class-room ? Shaped by the author/teachers experience of teaching the subject-matter at different levels ? Reaction and responses of students have also been incorporated at different places in the book • [Numerical Illustration] are used to explain the complicated quantitative subjects • [Practical Problems] are included in theoretical discussions • [Principles of Corporate Finance & Investments] are discussed in



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detail, to understand the theory of business valuation • [Emphasizes on the Five Types of Consistencies] that one should maintain while valuing any business. It also discusses what mistakes are made, when the valuation model suffers from not adhering to these consistencies • [Sum-of-parts Valuation Method & Liquidation Valuation Methods] with practical examples are included • [Chapter-End Problems & Mini-Cases] are included, to test one's understanding of the different concepts • Includes a list of

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150 questions that one often faces while valuing companies. One will find these questions handy while preparing for some valuation interview • The contents of this book are as follows: ? Introduction to Business Valuation ? Basics of DCF Valuation ? Discounted Cash Flow Method: The Cost of Capital ? Cash Flow and Valuation ? Valuation of Companies: Forecasting Case Flows ? Beyond Valuation of Companies ? Valuation of Synergy in Mergers and Acquisitions (M&A) ? Valuation of Companies: Multiplier Methods ?

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**product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an**

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**essential companion to the "Business Model Canvas" from Business Model Generation, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models."**

**An insider's look at security analysis and business valuation, as practiced by Wall Street, Corporate America, and international businesses Two major market crashes,**

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**numerous financial and accounting scandals, growth in private equity and hedge funds, Sarbanes Oxley and related regulations, and international developments changed security analysis and business valuation substantially over the last fourteen years. These events necessitated a second edition of this modern classic, praised earlier by Barron's as a "welcome successor to Graham and Dodd" and used in the global CFA exam. This authoritative book shows the rational, rigorous analysis is still the most successful way to evaluate securities.**



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**analysis and corporate valuation on Wall Street. The Second Edition of Security Analysis on Wall Street examines how mutual funds, private equity funds, hedge funds, institutional money managers, investment banks, business appraisers, and corporate acquirers perform their craft of security analysis and business valuation in today's highly charged environment. Completely updated to reflect the latest methodologies, this reliable resource represents the most comprehensive book written by someone who has actually worked**

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**Capital 'A handy, accessible and well-written guide to valuation. The authors manage to capture the reader with high-level synthesis as well as more detailed insights in a great way.' Anna Storakers Head of Group Strategy & Corporate Development, Nordea Bank AB, formerly with Goldman Sachs & Co and McKinsey & Co "If you can envision the future value of a company you are a winner. Make this comprehensive and diligent book on corporate valuation your companion pursuing transactions and you will succeed."**

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**gives you an interesting insight into non-operational challenges that companies will face. And it does it all in an unexpectedly efficient and reader friendly manner. If you want to learn the basics and only have a few hours to spare, invest them into reading this book!’ Daniel Hummel Head of Corporate Finance, Swedbank ‘In this highly accessible and reliable introduction to valuation, Messieurs Frykman and Tolleryd have succeeded in selecting only the essential building blocks in a topic that can otherwise be difficult to navigate. Indeed a guide, this**

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**challenge of getting values right.’ Bo Becker Assistant Professor Harvard Business School "I read Frykman & Tollyer's book on Corporate Valuation the first time in the late 90's - the book has not only thought me how to value investments, but also how important it is to focus on long term cashflow when building and leading an organization" Mikael Schiller Owner, Chairman, Acne Studios ‘The easy, no-nonsense approach to corporate valuation.’ Fiona McGuire, Corporate Finance Director FGS Understanding corporate valuation is**

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**crucial for all business people in today's corporate world. No other measure can indicate as completely the current status as well as the future prospects of a company. The Financial Times Guide to Corporate Valuation is a quick, no-nonsense guide to a complex subject. Whether you're a manager, executive, entrepreneur or student this comprehensive reading guide will help you tailor your learning according to your experience, existing knowledge and time constraints. Using the example of a fictional European telecommunications company,**

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**the last five describing the theory in continuous time. The first half of the textbook develops basic finance and probability. The author then treats the binomial model as the primary example of discrete-time option valuation. The final part of the textbook examines the Black-Scholes model. The book is written to provide a straightforward account of the principles of option pricing and examines these principles in detail using standard discrete and stochastic calculus models. Additionally, the second edition has new**



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**exercises and examples, and includes many tables and graphs generated by over 30 MS Excel VBA modules available on the author's webpage <https://home.gwu.edu/~hdj/>.**

**The value-at-risk measurement methodology is a widely-used tool in financial market risk management. The fourth edition of Professor Moorad Choudhry's benchmark reference text *An Introduction to Value-at-Risk* offers an accessible and reader-friendly look at the concept of VaR and its different estimation methods, and is aimed specifically at newcomers to the market or**

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**those unfamiliar with modern risk management practices. The author capitalises on his experience in the financial markets to present this concise yet in-depth coverage of VaR, set in the context of risk management as a whole. Topics covered include: Defining value-at-risk Variance-covariance methodology Monte Carlo simulation Portfolio VaR Credit risk and credit VaR Topics are illustrated with Bloomberg screens, worked examples, exercises and case studies. Related issues such as statistics, volatility and correlation**

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are also introduced as necessary background for students and practitioners. This is essential reading for all those who require an introduction to financial market risk management and value-at-risk.

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For decades, the market, asset, and income approaches to business valuation have taken center stage in the assessment of the firm. This book brings to light an expanded valuation toolkit, consisting of nine well-defined valuation principles hailing from the fields of economics, finance, accounting, taxation, and management. It ultimately argues that the "value functional" approach to business valuation avoids most of the shortcomings of its competitors, and more correctly matches the actual motivations and information set held by stakeholders. Much of what we know about corporate finance and

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mathematical finance derives from a narrow subset of firms: publicly traded corporations. The value functional approach can be readily applied to both large firms and companies that do not issue publicly traded stocks and bonds, cannot borrow without constraints, and often rely upon entrepreneurs to both finance and manage their operations. With historical side notes from an international set of sources and real-world exemplars that run throughout the text, this book is a future-facing resource for scholars in economics and finance, as well as the academically minded valuation

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practitioner.

Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the

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knowledge and skills necessary for student success in this course and beyond.

It is now 25 years since the first edition of this book was written, and the objectives of the fifth edition remain the same as those of the first edition, that is to provide "an introduction to and general background reading for the subject of property valuation". It is directed not just at would be surveyors and valuers, but at all those who may be interested in getting an understanding of property valuation.

For the third edition, the author has revised his popular text and enlarged the chapters on



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the valuation of freehold and leasehold interests, discounted cash flow techniques and methods of valuation. An additional chapter on computer applications has been provided. This is a valuable text for first stage valuation examinations for professional degree and diploma courses and includes fully worked examples and self-test questions. Capitalize on All the Latest Legal, Financial, and Compliance Information Needed to Analyze and Appraise Any Business For over 25 years, Valuing a Business has provided professionals and students with expert business valuation information, offering

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clear, concise coverage of valuation principles and methods. Over the decades, the book's unsurpassed explanations of all valuation issues have made it the definitive text in the field, against which every other business valuation book is measured. Now updated with new legal, financial, and compliance material, the Fifth Edition of Valuing a Business presents detailed answers to virtually all valuation questions\_ranging from executive compensation and lost profits analysis...to ESOP issues and valuation discounts. Written by Shannon Pratt, one of the world's leading authorities on business

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valuation, this updated classic offers a complete “one-stop” compendium of information on the full range of valuation concepts and methods. Valuing a Business contains step-by-step discussions and analyses of: Business Valuation Standards and Credentials Defining the Assignment Business Valuation Theory and Principles Gathering Company Data Site Visits and Interviews Researching Economic and Industry Information Analyzing Financial Statements Financial Statement Ratio Analysis Income, Market, and Asset-Based Approaches to Valuation The Capitalized Excess Earnings Method Premiums and Discounts Writing and

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Reviewing Business Valuation Reports Valuing Debt Securities, Preferred Stock, Stock Options, and S Corporation Stock Valuations for Estate and Gift Tax Purposes Buy-Sell Agreements Valuations for Income Tax Purposes Valuation with Employee Stock Ownership Plans Valuations for Ad Valorem Taxation Dissenting Stockholder and Minority Oppression Actions Valuations for Marital Dissolution Purposes Litigation Support Services Expert Testimony Arbitration and Mediation This landmark reference also presents a wealth of recent court cases for each valuation area, which together provide a comprehensive overview of

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all the legal rulings and trends in the field of business valuation.

"Aswath Damodaran is simply the best valuation teacher around. If you are interested in the theory or practice of valuation, you should have Damodaran on Valuation on your bookshelf. You can bet that I do." -- Michael J. Mauboussin, Chief Investment Strategist, Legg Mason Capital Management and author of *More Than You Know: Finding Financial Wisdom in Unconventional Places* In order to be a successful CEO, corporate strategist, or analyst, understanding the valuation process is a

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necessity. The second edition of Damodaran on Valuation stands out as the most reliable book for answering many of today's critical valuation questions. Completely revised and updated, this edition is the ideal book on valuation for CEOs and corporate strategists. You'll gain an understanding of the vitality of today's valuation models and develop the acumen needed for the most complex and subtle valuation scenarios you will face.

Written by renowned data science experts Foster Provost and Tom Fawcett, Data Science for Business introduces the fundamental principles of data science, and walks you

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through the "data-analytic thinking" necessary for extracting useful knowledge and business value from the data you collect. This guide also helps you understand the many data-mining techniques in use today. Based on an MBA course Provost has taught at New York University over the past ten years, Data Science for Business provides examples of real-world business problems to illustrate these principles. You'll not only learn how to improve communication between business stakeholders and data scientists, but also how participate intelligently in your company's data science projects. You'll also

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discover how to think data-analytically, and fully appreciate how data science methods can support business decision-making. Understand how data science fits in your organization—and how you can use it for competitive advantage Treat data as a business asset that requires careful investment if you're to gain real value Approach business problems data-analytically, using the data-mining process to gather good data in the most appropriate way Learn general concepts for actually extracting knowledge from data Apply data science principles when interviewing data science job



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candidates

Valuation lies at the heart of much of what we do in finance, whether it is the study of market efficiency and questions about corporate governance or the comparison of different investment decision rules in capital budgeting. In this paper, we consider the theory and evidence on valuation approaches. We begin by surveying the literature on discounted cash flow valuation models, ranging from the first mentions of the dividend discount model to value stocks to the use of excess return models in more recent years. In the second part of the

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paper, we examine relative valuation models and, in particular, the use of multiples and comparables in valuation and evaluate whether relative valuation models yield more or less precise estimates of value than discounted cash flow models. In the final part of the paper, we set the stage for further research in valuation by noting the estimation challenges we face as companies globalize and become exposed to risk in multiple countries.

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Renowned valuation expert Aswath Damodaran reviews the core tools of valuation, examines today's most difficult estimation questions and issues, and then

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systematically addresses the valuation challenges that arise throughout a firm's lifecycle in *The Dark Side of Valuation: Valuing Young, Distressed and Complex Businesses*. In this thoroughly revised edition, he broadens his perspective to consider all companies that resist easy valuation, highlighting specific types of hard-to-value firms, including commodity firms, cyclical companies, financial services firms, organizations dependent on intangible assets, and global firms operating diverse businesses. He covers the entire corporate lifecycle, from "idea" and "nascent growth" companies to those in decline and distress, and offers specific guidance

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for valuing technology, human capital, commodity, and cyclical firms. ·

An introduction to and overview of business valuation methods.

Defining the value of an entire company can be challenging, especially for large, highly competitive business markets. While the main goal for many companies is to increase their market value, understanding the advanced techniques and determining the best course of action to maximize profits can puzzle both academic and business professionals alike. *Valuation Challenges and Solutions in Contemporary Businesses* provides

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emerging research exploring theoretical and practical aspects of income-based, market-based, and asset-based valuation approaches and applications within the financial sciences. Featuring coverage on a broad range of topics such as growth rate, diverse business, and market value, this book is ideally designed for financial officers, business professionals, company managers, CEOs, corporate professionals, academicians, researchers, and students seeking current research on the challenging aspects of firm valuation and an assortment of possible solution-driven concepts.

More and more businesses have become critically

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dependent on their information systems. This implies that such systems should be designed, developed and managed with great care. Strategic vision, a global architecture and proper governance are becoming the basic ingredients for the successful deployment and operation of suitable information systems in businesses. The role of the information expert is thereby gradually shifting from a technological expert to an expert in business processes, a solutions architect and an IT service delivery manager. In this book, the techniques, methodologies and activities concerned with business information management are brought together in an overall framework. This framework

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not only includes the strategy, the architecture and the design of information systems, but also the management of the operational IT systems and the IT governance at the corporate level. By using this framework, business information management becomes a competence instead of an art: IT managers do not have to improvise to manage their IT but should use the framework to organize their IT management in a structured and sound way. This book gives an overview of the phases in the life cycle of an IT system and of the techniques and methodologies used during each phase. It describes IT strategy development and the architecture and development of business



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information systems. In addition, several aspects of IT management are discussed, including governance with CobiT and operational management with ITIL. Finally, a number of economic aspects of IT are discussed, such as the evaluation of the costs and the benefits of IT and the charge-out of the operational IT systems cost.

This is a lively textbook providing a solid introduction to financial option valuation for undergraduate students armed with a working knowledge of a first year calculus. Written in a series of short chapters, its self-contained treatment gives equal weight to applied mathematics, stochastics and computational algorithms. No prior

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background in probability, statistics or numerical analysis is required. Detailed derivations of both the basic asset price model and the Black-Scholes equation are provided along with a presentation of appropriate computational techniques including binomial, finite differences and in particular, variance reduction techniques for the Monte Carlo method. Each chapter comes complete with accompanying stand-alone MATLAB code listing to illustrate a key idea. Furthermore, the author has made heavy use of figures and examples, and has included computations based on real stock market data. Thorough guidance and detailed analysis of the valuation

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business engagement Discussing the practical aspects of business valuation that arise in the context of a tax valuation, this book provides you with detailed analysis of the valuation business engagement process. Detailed discussion is included of various cases outlining errors that appraisers have made in appraisal reports, as well as in-depth discussion of the current appraisal industry issues that are impacting tax valuations. Examines concepts and topics including level of value, the role of estate planners in the business valuation process, the use of appraisers in estate planning and litigation, and the appraiser identification/selection process Provides insight into the

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nature of the major appraisal trade associations Offers insights into preventing errors from getting into appraisal reports This helpful guide provides you with the detailed discussion you need on the various business valuation standards that have been promulgated by the Appraisal Standards Board as well as several appraisal trade associations.

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*Information Systems and International Business from McGill University. Chris is also a frequent guest lecturer at several Bay Area business schools including Berkeley and Stanford. He has written numerous articles and been interviewed in Forbes, VentureBeat, Entrepreneur Magazine, Wired Magazine, AlleyWatch, Pulse as well as an interview on venture capital on Radio Television Hong Kong (RTHK) which is Hong Kong's oldest and sole public service broadcaster. He serves on the boards of several Bay Area technology companies and lives in Hillsborough, California. Chris Haroun's goal is to "make business education impactful and entertaining with no boring theory!"*

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