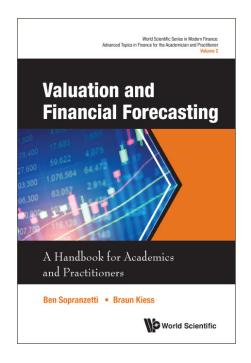




Valuation and Financial Forecasting

A Handbook for Academics and Practitioners



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ABOUT THE BOOK

Valuation and Financial Forecasting is a clearly written and easy to understand handbook intended to help readers of all skill levels accurately forecast financial statements, analyze capital investments, and value business enterprises. The book's approach transcends the traditional textbook discussion of business valuation by providing readers with deep insights into the nexus between financial forecasting and business valuation. The book is written with a high degree of academic rigor; yet, it is still understandable and easy to use for both novices and experts. The goal of this handbook is to help readers, irrespective of their level of expertise, perform more accurate valuations and make better informed investment-related decisions.

READERSHIP

Students, industry professionals, general public, owners of small businesses.

CONTENTS

- What is Value?:
 - Intended Uses of this Book
 - Definitions of Value
- Understanding and Forecasting Financial Statements:
 - Balance Sheet, Income Statement & Cash Flow Statement
 - Financial Statement Analysis:
 - Measuring Profitability, Efficiency, Leverage and Liquidity
 - Forecasting Financial Statements

• Understanding Time Value of Money:

- Present Value and Future Value
- Estimating Required Rates of Return

• Valuation Methodologies and their Application:

- Income Approach
- Market Approach
- Asset Approach
- Real Options

• Adjustments to Valuation Methodologies:

- Non-controlling Interest
- All Factors Concerning Discounts and Premiums
- Seasonality

ABOUT THE AUTHORS

Ben J Sopranzetti holds the title of the Rutgers Business School Dean's Professor of Business and is a Professor of Finance and the Vice Chairman of the Department of Finance & Economics at Rutgers Business School. He received his PhD in finance from the University of Illinois at Urbana-Champaign in 1995. He has over twenty-five years of international experience in building, valuing, and selling business enterprises. Prof Sopranzetti is widely respected as a master teacher, and is the recipient of nineteen awards for excellence in teaching. He is a founding member of the Rutgers University Teaching Excellence Center. In 2008, he was honored by BusinessWeek as one of their twenty-one 'Favorite Professors'. He has published in the Journal of Business, Journal of Finance, Journal of Banking and Finance, Journal of Financial and Quantitative Analysis, Management Science and Operations Management, and other well-respected academic journals. In addition, he is an associate editor of the Review of Pacific Basin Financial Markets and Policies, and a Director of the Eastern Finance Association. Professor Sopranzetti serves on several corporate boards and is a highly regarded valuation advisor at numerous Wall Street investment banks, including Bank of America, Bank of China, Citibank, CFSB, Goldman Sachs, HSBC, JPMorgan, Morgan Stanley, Rothschild, UBS, and others.

Braun C Kiess is a successful financial executive, serial entrepreneur, educator and investor. Mr. Kiess has decades of experience across a diverse range of industries and company life cycles. His professional roles include: Chief Executive Officer, Chief Financial Officer, Senior Vice President of Sales & Marketing, and Director of Business Development. Mr Kiess is a founder of and investor in dozens of start-up and middle market companies. He sits on multiple corporate Boards and is an Adjunct Professor of Finance and Entrepreneurship at Rutgers Business School. In addition to being a member of the Rutgers faculty, Mr Kiess is a widely recognized expert on Financial Statement Analysis and Financial Strategy. He regularly instructs for Rutgers Executive Education and consults Fortune 500 companies and intellectual property-based startups on topics related to strategy and valuation. Mr Kiess has testified as an expert witness in forensic valuation and litigation support cases in Federal Court. He holds a Bachelors of Science (BS) degree in Finance, Summa Cum Laude, from Rutgers University and holds Master of Business Administration (MBA) degrees from both Columbia Business School & London Business School.

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