

# SUMMER 2024 COURSE OFFERINGS

Please see the descriptions below for the Foster MBA Summer Quarter elective course offerings. To request a space in a class, please email [mbaregis@uw.edu](mailto:mbaregis@uw.edu). **We will begin taking requests for summer courses on Monday, April 8, 2024, at 8:00 am.** Class requests will be processed on a first-come, first-served basis. Early requests are discarded.

**NOTE: The deadline to request Summer Quarter courses is June 7, 2024.**

## FIN 558 A/B – MERGERS AND ACQUISITIONS (4 CREDITS)

<b>INSTRUCTOR:</b>	Lance Young
<b>CLASS MEETS ON:</b>	Wednesdays, June 26 – August 14
<b>TIMES:</b>	6:00 - 9:30pm
<b>ROOM:</b>	PCAR 390
<b>PREREQUISITE:</b>	BA 500 or FIN 502

### Course Description:

This is an advanced finance course that seeks to provide students with an understanding of the processes and issues involved with business combinations, commonly referred to as “mergers and acquisitions.” This course will cover all aspects of the merger and acquisition process from valuation, negotiation, structuring and closing the deal, to merger integration. We will also spend considerable time discussing the key concept of synergies, what they are, what they are not, and where they come from. Crucially, we will also spend a considerable amount of time relating the terms of the deal (i.e., the financing) to the underlying business problems that the merging companies face.

This course will help students to

- Describe the economic sources of synergies in mergers and acquisitions
- Identify drivers of value creation (positive synergies) and destruction (negative synergies) in a target/bidders competitive environment
- Apply the WACC method to value companies/synergies
- Recognize and interpret critical deal points, components and structures in acquisitions and mergers
- Structure deal terms to align incentives of the parties and parcel out the synergies

## MGMT 579 - POWER AND STATUS DYNAMICS IN THE WORKPLACE (4 CREDITS)

<b>INSTRUCTOR:</b>	Elijah Wee
<b>CLASS MEETS ON:</b>	Tuesdays & Thursdays, June 18 – July 16
<b>TIMES:</b>	6:00 – 9:30 pm
<b>ROOM:</b>	PCAR 391
<b>PREREQUISITE:</b>	None

### Course Description:

Unfortunately, talented leaders who do not fully appreciate power and status dynamics in their organization often face rejection, regardless of the quality of their initiatives and ideas. Organizations are political environments that can hinder as well as help you. This elective is for those of you who are interested to make things happen for yourself and others in the workplace, despite the obstacles of being powerless or less respected that stand in your way. You will learn concepts useful for understanding power and status in organizations and develop your own personal pathway to these two important social currencies.

For more details, see the [Summer 2023 syllabus](#).

## MKTG 579 A/B – CONSULTATIVE SELLING (2 CREDITS)

<b>INSTRUCTOR:</b>	Karl Uselman
<b>CLASS MEETS ON:</b>	Thursdays, July 18 – August 15
<b>TIMES:</b>	6:00 - 9:30pm
<b>ROOM:</b>	PCAR 391
<b>PREREQUISITE:</b>	BA 500 or MKTG 501

### Course Description:

This course is designed to introduce you to the field of consultative selling and business development. The goal of the course is to provide you with a practical understanding of the sales process, and practices and processes used by sales consultants. We will specifically focus on:

- Learn how to sell using a proven consultative selling framework
- Learn how to align with customer's needs, values, and objectives
- Learn how to qualify opportunities, and determine if you should invest your time and resources with a prospective client
- Learn how to solution and package a solution that fits the client's needs
- Learn techniques to improve your presentations and proposals
- Learn how to win more business
- Learn how to be more persuasive

For more details, see the [Summer 2023 syllabus](#).