Business Valuation Techniques Training Course

Professional Development Training Course Outline

Category	ACCOUNTING & FINANCE	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Business valuation is a critical financial skill used to determine the economic worth of a business or company in today's competitive and data-driven global economy. Business Valuation Techniques Training Course is designed to equip participants with advanced valuation methodologies, financial analysis tools, and strategic decision-making skills required to assess business performance, investment potential, mergers, acquisitions, and corporate restructuring. The course integrates modern valuation frameworks such as discounted cash flow (DCF), comparable company analysis, precedent transactions, and asset-based valuation approaches.

In an era where investors, financial analysts, and corporate leaders rely heavily on accurate valuation insights, mastering business valuation techniques has become essential for sustainable growth and profitability. This training program emphasizes real-world applications, financial modeling, risk assessment, and market benchmarking, enabling learners to confidently evaluate startups, SMEs, and large corporations across global markets.

Programme Curriculum

Business Valuation Techniques Training Course

Introduction

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Course Objectives

- Understand core principles of business valuation techniques
- Apply discounted cash flow (DCF) models in real business scenarios
- Analyze financial statements for valuation accuracy
- Perform comparable company valuation analysis
- Use precedent transaction methods effectively
- Evaluate asset-based valuation approaches
- Interpret market trends influencing business value
- Assess risk factors in investment valuation
- Build financial forecasting and projection models
- Develop skills in equity valuation and enterprise value calculation
- Understand merger and acquisition valuation frameworks
- Apply valuation techniques for startups and SMEs
- Enhance decision-making in investment and corporate finance

Organizational Benefits

- Improved investment decision-making accuracy
- Enhanced financial forecasting capabilities
- Better merger and acquisition outcomes
- Increased shareholder value creation
- Stronger risk management and assessment
- Improved corporate financial planning
- Higher investor confidence and transparency
- Optimized asset utilization and valuation
- Competitive advantage in financial strategy
- Enhanced global financial benchmarking capability

Target Audiences

- Financial analysts and investment bankers
- Corporate finance managers
- Business owners and entrepreneurs
- Accounting and auditing professionals
- Investment consultants and advisors
- MBA and finance students
- Private equity and venture capital professionals
- Government financial regulators and policy analysts

Course Duration: 5 days

Course Modules

Module 1: Introduction to Business Valuation Principles

- Overview of valuation concepts and importance
- Types of business valuation methods
- Key financial terminologies in valuation
- Understanding intrinsic vs market value
- Global case study: Apple Inc. valuation evolution
- Practical exercise: basic valuation identification

Module 2: Financial Statement Analysis for Valuation

- Income statement interpretation
- Balance sheet analysis techniques
- Cash flow statement evaluation
- Ratio analysis for valuation insights
- Global case study: Tesla financial structure analysis
- Practical exercise: financial statement breakdown

Module 3: Discounted Cash Flow (DCF) Valuation

- DCF model fundamentals
- Forecasting future cash flows
- Calculating discount rates (WACC)
- Terminal value estimation methods
- Global case study: Amazon DCF valuation approach
- Practical exercise: build DCF model

Module 4: Comparable Company Analysis (CCA)

- Identifying comparable firms
- Valuation multiples (P/E, EV/EBITDA)
- Market benchmarking techniques
- Adjustments for industry differences
- Global case study: Microsoft peer comparison
- Practical exercise: valuation multiples calculation

Module 5: Precedent Transaction Analysis

- Understanding transaction-based valuation
- Deal structuring fundamentals
- Historical acquisition analysis
- Premium valuation assessment
- Global case study: Facebook acquisition of Instagram
- Practical exercise: transaction valuation modeling

Module 6: Asset-Based Valuation Techniques

- Net asset value calculation
- Tangible vs intangible asset valuation
- Liquidation value assessment
- Replacement cost method
- Global case study: real estate conglomerate valuation
- Practical exercise: asset valuation breakdown

Module 7: Startup and Growth Company Valuation

- Challenges in startup valuation
- Venture capital valuation methods
- Risk and growth projection analysis
- Revenue multiple techniques
- Global case study: Uber early-stage valuation
- Practical exercise: startup valuation simulation

Module 8: Mergers, Acquisitions and Strategic Valuation

- M&A valuation frameworks
- Synergy analysis and valuation impact
- Due diligence financial assessment
- Strategic value creation methods
- Global case study: Disney and Pixar acquisition
- Practical exercise: complete M&A valuation model

Training Methodology

- Step-by-step guided financial modeling practice
- Case study-driven learning approach
- Real-time valuation software demonstrations
- Peer-to-peer evaluation exercises
- Instructor feedback and performance review sessions
- Industry simulation projects for practical exposure

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com