

AIM WA  
UWA  
BUSINESS SCHOOL

EXECUTIVE  
EDUCATION



# PRIVATE EQUITY

with [Mark Dutton](#) and [Dr Shane Lavagna-Slater](#)

Articulates to UWA's  
MBA Flexible Program

**May 6, 13, 20, 27 and June 3, 2021**



Australian  
Institute of  
Management  
WESTERN AUSTRALIA



THE UNIVERSITY OF  
WESTERN  
AUSTRALIA

# PRIVATE EQUITY

A deep and current understanding of Private Equity from practitioners and academics.

**This course is intended to give a practical and theoretical understanding of the Private Equity (PE) industry as well as a deep dive into a simulated private equity transaction.**

A working knowledge of PE is a critical skill in the finance profession, which many misunderstand. Participants will be exposed to lecturers and guest speakers who are active in the industry. Guest speakers will be allied professions that feed into, and are utilised by PE. The course design will be underpinned by a strong theoretical and concept based teaching approach.

It will focus on established, later-stage investments and explore the eco-system that surrounds the industry. Key themes covered will include:

- How to source and select good businesses using the 1% rule of thumb
- How to value businesses and manage the risk of that value being eroded, by utilising structuring, due diligence and active management
- How to select and focus on value creation strategies, with the approach analogous to the cricketing analogy of a test match versus a 20/20 strategy
- How to build and incentivise management teams around effective strategies.

This course explores the full set of tools, processes and thinking required by the PE industry to significantly improve investment decision-making. The PE history, industry landscape, key players, fundraising process, deal dynamics (sourcing, negotiation and structuring), and post investment value adding activities will all be covered in this comprehensive course.

## HIGHLIGHTS

- THIS COURSE PROVIDES BOTH A STRATEGIC AND PRACTICAL PERSPECTIVE TO THE INCREASINGLY COMPLEX AND EVOLVING PE INDUSTRY FROM ACTIVE INDUSTRY PARTICIPANTS
- GROUP WORK THROUGHOUT THE COURSE PROVIDES HANDS-ON EXPERIENCE
- GREATLY IMPROVED INVESTMENT DECISION-MAKING.

## Who Will Benefit

Entrepreneurs, finance professionals, executives and finance students will all benefit and add skills to their knowledge base that will set them apart in the corporate environment.

## Learning Outcomes

1. An understanding of how PE funds are established, the key processes, objectives and how they differ
2. A sound knowledge of how PE players source, value and make investments, and manage risk
3. An understanding of how value can be created within PE-owned businesses
4. The ability to apply PE principles to other investment/corporate firms
5. An understanding of PE's role in the overall economy.

## Course Details

**Course No:** 008

**Duration:** 5 days (1 day per week for 5 weeks)

**Venue:** AIM WA, 76 Birkdale Street, Floreat

**Dates:** May 6, 13, 20, 27 and June 3, 2021

**Fees:** \$5720 GST inclusive  
\$4400 GST inclusive AIM WA Corporate Members  
\$4400 GST UWA MBA flexible Students\*  
*\*Articulates to UWA MBA*

*This course fee covers lunch, morning and afternoon tea.*

## Alignment with UWA's MBA Flexible Program

This course aligns with UWA's flexible MBA program, with an optional assessable component in this course. Participants who qualify to access this articulation pathway, and who successfully complete the course and pass the assessments, will receive credit (to the value of one optional unit) towards their UWA MBA Flexible degree.

To register please visit our website [execed.com.au](http://execed.com.au) or phone +61 8 9383 8090 or email [execed@execed.com.au](mailto:execed@execed.com.au)

## ABOUT THE PRESENTERS



### Mark Dutton

Mark has over 20 years in PE around the world and has served on over 30 PE backed company boards and a similar number of PE fund committees and company committees. Mark is presently a Director at a local PE fund, Banksia Capital.

### Dr Shane Lavagna-Slater

Shane is a full time faculty member of the UWA Business School where he teaches on the Masters of Business Administration and Masters of Applied Finance courses in topics such as Venture Capital and Strategic Corporate Finance. Shane also has finance industry experience working with banks and financial services companies across Africa.

In addition to the two presenters, there will be circa 10 professionals (director/partner level) presenting from firms in corporate finance, law, headhunting, banking, plus CEOs and other PE and Venture Capital investors.



## The Best in Executive Education

AIM WA+UWA Business School Executive Education lives the values of partnership it espouses: from its origins as a joint venture between two pre-eminent education and training organisations through to its operational relationships with client organisations.

AIM WA+UWA Business School Executive Education combines the best of both worlds-the rigorous ground breaking intellectual power of the region's premium research and teaching university with the commercial understanding, flexibility and capacity of Western Australia's leading private training provider. For both these not-for-profit organisations, AIM WA+UWA Business School Executive Education plays a vital role in their missions of empowering individual and organisational performance - making a difference through leaders and managers who care, are capable and continually exceed expectations.

AIM WA+UWA Business School Executive Education

76 Birkdale Street, Floreat WA 6014

PO Box 195, Wembley WA 6913

T: +61 8 9383 8090 E: [execed@execed.com.au](mailto:execed@execed.com.au)

**[execed.com.au](http://execed.com.au)**