



Finance for Lawyers

Understand the financial decision-making of your client. Add more value to your client.

Rated with
4.6/5

Lawyers play a pivotal role in the financial world, yet often know little about finance. Corporate restructuring transactions such as mergers, takeovers, joint ventures, leveraged buy-ins and buy-outs almost never occur without in-depth legal advice and close involvement of lawyers. In investments, lawyers play a key role in the legal issues of establishing and structuring investment vehicles. In addition to this, they often serve as negotiators in financial deals and transactions.

How you will benefit

- ✔ Develop a solid grounding in the basic concepts of corporate finance and investments
- ✔ Be able to ask the right questions to your clients, and to their main financial advisors - accountants and investment bankers
- ✔ Add more value to your client when negotiating with the other party, as you will be able to estimate the financial implication of specific changes in the deal
- ✔ Improve your understanding of current financial market developments and trends
- ✔ Increase your confidence and expertise in finance

Faculty



Luisa Alemany is Associate Professor of Management Practice at London Business School. She is currently a Visiting Professor at Saïd Business School, University of Oxford. Formerly she held the position of Associate Professor of Entrepreneurial Finance at ESADE Business School in Spain. Her main areas of interest are Entrepreneurial Finance (including Venture Capital, Business Angels, and Impact Investing), Valuation, Private Equity, and Corporate Finance in general. She holds a degree in Economics and Business, awarded by Universidad Complutense de Madrid, an MBA from Stanford University and a PhD in Economics and Business from Universidad Complutense.

Luisa began her career as a Financial Analyst at Procter & Gamble in Madrid. She subsequently worked as a consultant for McKinsey & Co, working on valuations of companies and for telecommunication

If you are a professional with a legal background, **Finance for Lawyers** gives you the opportunity to fill your knowledge gap and upgrade your competencies. During this program you will learn to better understand the financial decision-making of your corporate clients, and to communicate more effectively in integrated teams of lawyers, accountants, and investment bankers. As a result of this, you will greatly contribute to your value as a legal professional

clients in Madrid, Barcelona and Lisbon. Later, she worked at Goldman Sachs' Investment Banking Division and, as a Senior Associate of the American private equity fund The Carlyle Group, in the European buyout team.

Luisa Alemany was the director of the ESADE Entrepreneurship Institute for nine years (2009-2017) and is the academic sponsor of ESADE BAN (Business Angels Network), that was awarded the Best BAN in Europe in 2016. She seats in the investment committee of two early stage investors and is involved in Rising Tide Europe I and II, the first European Women-only business angels' fund. In the past, she was in the Board of EBAN, the European Business Angels Network.

Her research is published in top academic journals and she has written several books, the most recent being "Entrepreneurial Finance: The Art and Science of Growing Ventures" (Cambridge University Press, 2018), the first European textbook on the topic.

She teaches at the Master of Science, MBA and executive education level in different programs in Barcelona, Madrid, Amsterdam, Milan, Miami, Mexico and Shanghai. She has received the Best Teacher Award 2017, ESADE's Executive Master in Finance and her case "ScytI", regarding exits options for investors, was honored Best Entrepreneurship Case Award by EFMD (2017).



Lennard Keijzer is a partner with De Brauw Blackstone Westbroek. He specialises in M&A with a focus on private equity work (sell-side, buy-side, governance advice and management participation). In addition, Lennard is often consulted for his expertise in the field of warranty and indemnity insurance.

Lennard is a guest lecturer on M&A topics at the Maastricht Business School, Leiden University, Utrecht University and the VU Law Academy.

Program Content

Time value of money

- Time value of money (TVM) and its implications in the corporate world
- Discounting and compounding
- Annuities
- Perpetuities

Financial basics

- Financial accounts
- Balance sheet, classification and ratios
- Profit and loss account, classification and ratios
- Statement of cash flow
- Working capital and capex

Valuation and cost of capital

- Valuation methods: introduction
- Discounted cash flow (DCF) valuation
- Beta and the cost of capital (WACC)

Mergers and leveraged transactions

- Key features of an M&A transaction
- Valuation in M&A
- Valuation in practice
- Private Equity and Leveraged Buyouts (LBOs)

Guest Lecturer: Klaas de Vries, Partner in Corporate/M&A at De Brauw Blackstone Westbroek

"This course should be mandatory for every M&A lawyer to fully understand what you are drafting/negotiating."

– Senior Legal Counsel
Philips International, The Netherlands

🕒 3.5 days

★★★★☆ 4.6/5

💰 € 3,950

📅 Check AIF.nl for dates



CFA Society
Netherlands

vba

This program is eligible for **21 CE credit hours** as granted by CFA Society VBA Netherlands

Enrolling & Practical Information

Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their organizations. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

Program location

The programs are held in the center of Amsterdam, within an easy walk from Amsterdam Central Station, and within 30 minutes from Schiphol international airport.

Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 520 0160.

Ready to learn more? Find your program and reserve your place at [AIF.nl](https://www.aif.nl)

About Amsterdam Institute of Finance

AIF is a global financial innovation and education institute headquartered in Amsterdam. Through our open enrollment programs in Amsterdam and our in-company programs throughout the world, we connect ambitious professionals with the best minds in finance and other related topics. Taking part in one of our programs is a direct investment in your personal future and the success of your organization.

This is what makes the AIF experience unique:

- We believe in responsible, sustainable and inclusive finance
- Our clients, rather than profits, come first
- AIF is an independent and not-for-profit foundation, which allows us to cherry-pick our faculty from the world's leading business schools, such as INSEAD, Oxford, Kellogg, Cambridge Judge and others
- AIF delivers top quality programs. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in one of our programs means you become part of the AIF network, connecting you to professionals from more than 1,200 organizations in over 110 countries

