

# BUSINESS VALUATION

## COURSE SYLLABUS

Code and name of specialty	073 – Management	Institute	Institute of Education and Science in Economics, Management and International Business
Program name	Management Of Organizations And Administration	Department	Management
Type of program	Educational and Professional	Language of instruction	English

### LECTURER

Mariia Foshchii, [mariia.foshchii@kphi.edu.ua](mailto:mariia.foshchii@kphi.edu.ua)



Senior Lecturer of Management Department (NTU "KhPI").  
 Authored and co-authored over 10 scientific and educational publications.  
 Courses: «Fundamentals of Business Analysis», «Business Valuation», «Business Planning»

### GENERAL DESCRIPTION OF THE COURSE

Summary	The course covers the theoretical foundations of business valuation and methodological tools of business valuation; modern methodological approaches to business valuation are considered. Students will gain ability to evaluate a company's current financial position, assess operating performance, and identify alternate courses of action.						
Course objectives	<ul style="list-style-type: none"> <li>Gaining in-depth knowledge of the laws, principles and methodology of business valuation, mastering the applied tools for estimating the market value of enterprises</li> <li>Understand and be able to apply methods of valuing any type of company, using discounted cash flow models and other commonly used methods</li> </ul>						
Types of classes and control	Lectures, workshops, consultations. The course ends with a final test						
Term	7						
Student workload (credits) / Type of course	5 / Elective	Lectures (hours)	16	Workshops (hours)	32	Self-study (hours)	102
Program competencies	GC04. The ability to apply knowledge in practical situations. GC09. Ability to learn and to master modern knowledge.						

GC10. The ability to conduct research at an appropriate level.  
 GC11. The ability to adapt and perform in a new situation.  
 SC02. The ability to analyze the results of organization activity, to compare them with the factors of the external and internal environment.  
 SC03. The ability to identify prospects of organization development.  
 SC14. To understand the principles of psychology and use them in a professional activity.  
 SC 2.2. Ability to formulate the main tasks related to teamwork in IT organizations.  
 SC 2.3. Understand the principles of professional activity of a manager in the IT field.

Learning outcomes	Teaching and learning methods	Forms of assessment (continuous assessment CAS, final assessment FAS)
LO 06. To show skills of search, collecting, and analysis of information, calculation of indicators to substantiate management decisions.	Research work (fieldwork), workshops, case-based learning, student-peer feedback, individual and teamwork	Written individual assignments (CAS), practical assessment (CAS), data collection and reporting on fieldwork (CAS), final test (FAS)
LO 07. To show skills of organizational planning.	Interactive lectures with presentations, discussions, practical classes, case-based learning, teamwork	Written individual assignments (CAS), practical assessment (CAS), online tests (CAS), presentation of an individual calculation task (FAS), final test (FAS)
LO 08. To apply management methods to ensure the effectiveness of the organization.	Interactive lectures with presentations, research methods, practical classes, problem-based learning, teamwork, student-peer feedback	Written individual assignments (CAS), practical assessment (CAS), data collection and reporting on fieldwork (CAS), presentation of an individual calculation task (FAS), final test (FAS)
LO 09. To demonstrate skills of interaction, leadership, and teamwork.	Interactive lectures with presentations, discussions, practical classes, teamwork, case-based learning, student-peer feedback, problem-based learning	Written individual assignments (CAS), practical assessment (CAS), online tests (CAS), data collection and reporting on fieldwork (CAS), presentation of an individual calculation task (FAS), final test (FAS)
LO 10. To have the skills to substantiate effective tools for motivating the staff of the organization.	Interactive lectures with presentations, discussions, practical classes, teamwork, student-peer feedback, problem-based learning	Written individual assignments (CAS), practical assessment (CAS), data collection and reporting on fieldwork (CAS), final test (FAS)
LO12. To evaluate the legal, social, and economic implications of an organization's functioning.	Interactive lectures with presentations, discussions, practical classes, teamwork, case-based learning, student-peer feedback, problem-based learning	Written individual assignments (CAS), practical assessment (CAS), data collection and reporting on fieldwork (CAS), presentation of an individual calculation task (FAS), final test (FAS)
LO16. To demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.	Interactive lectures with presentations, discussions, practical classes, teamwork, case-based learning, student-peer feedback, problem-based learning	Written individual assignments (CAS), practical assessment (CAS), data collection and reporting on fieldwork (CAS), presentation of an individual calculation task (FAS), final test (FAS)

## ASSESSMENT AND GRADING

Ranges of points corresponding to grades	Total score (points) for all types of learning activities	ECTS grading scale	The national grading scale	Allocation of grade points	<p><b>100% Final assessment</b> as a result of Final test (40%) and Continuous assessment (60%).</p> <p><b>40% Final exam:</b> oral defense of an individual calculation task</p> <p><b>60% Continuous assessment:</b></p> <ul style="list-style-type: none"> <li>• 25% practical assessment;</li> <li>• 25% individual written assignments;</li> <li>• 10% mid-term control (2 open-question online tests)</li> </ul>
	90-100	A	excellent		
	82-89	B	good		
	74-81	C			
	64-73	D	satisfactory		
	60-63	E			
	35-59	FX	Unsatisfactory (with the exam retake option)		
	0-34	F	Unsatisfactory (with mandatory repetition of the course)		

### Course policy

Students are expected to attend classes regularly, to get to class on time and stay for the duration of the class. In the case of absence, students will be required to submit all assignments to make up for the missed classes. Students are also expected to come to class having read all the required material and being ready to productively participate in the class discussions. Written assignments should be submitted before the specified deadlines.

## COURSE STRUCTURE AND CONTENT

Lecture	Content	Workshop	Content	Studenty	<p>1) preparation for classes, including:</p> <ul style="list-style-type: none"> <li>- selection of the necessary sources of information (literature, Internet publications, regulatory framework);</li> <li>- elaboration of legislative and normative acts;</li> <li>- self-control of the processed questions and subjects of the curriculum</li> </ul> <p>2) preparation for practical classes, including:</p> <p>carrying out the necessary calculations and their description, according to the individual calculation task, which includes:</p> <ul style="list-style-type: none"> <li>- selection of the necessary information (literature, Internet publications, regulatory framework) and their</li> </ul>
<b>Lecture 1</b>	Theoretical foundations of business evaluation	<b>Workshop 1-2</b>	Determination of value and its types		
<b>Lecture 2</b>	Methodical tools for business evaluation	<b>Workshop 3-4</b>	Tools and methodological approaches to business evaluation		
<b>Lecture 3-4</b>	Valuation of real estate	<b>Workshop 5-6</b>	Valuation of real estate (valuation of land, buildings and structures as objects of valuation)		
<b>Lecture 5</b>	Valuation of machinery and equipment	<b>Workshop 7-8</b>	Basic approaches to the evaluation of machinery and equipment		
<b>Lecture 6</b>	Valuation of intangible assets	<b>Workshop 9-10</b>	Basic approaches to the valuation of intangible assets		

				processing;
<b>Lecture 7-8</b>	Modern methodological approaches to business valuation	<b>Workshop 11-12</b>	Profitable approach to business valuation	- calculations and writing the text of individual task;
		<b>Workshop 13-14</b>	Property approach to business valuation	- presentation of settlement work.
		<b>Workshop 15-16</b>	Comparative (market) approach to business valuation	

### RECOMMENDED READING

<b>Compulsory</b>	<p>1 Koller T., Goedhart M., Wessels D. Valuation: Measuring and Managing the Value of Companies. 7<sup>th</sup> Ed. / McKinsey &amp; Company: John Wiley &amp; Sons, Inc., Hoboken, New Jersey., 2020. – 899 p.</p> <p>2 Краснокутська, Н. С., Коптева, Г. М. (2021). Оцінка бізнесу: навч. посібник для студ. економ. спец. Харків: Вид-во Іванченка І.С., 229 с.</p> <p>3 Parker D. International Valuation Standards: A Guide to the Valuation of Real Property Assets. / John Wiley &amp; Sons, Ltd, 2016. – 268 p.</p> <p>4 Financial analysis and business valuation (FABV): Study notes. 2<sup>nd</sup> Ed. / Directorate of Studies: The Institute of Cost Accountants of India (ICAI), 2014. - 698 p.</p> <p>5 Sinem Derindere Köseoğlu. Valuation Challenges and Solutions in Contemporary Businesses. 1<sup>st</sup> Ed. / IGI Global, 2019. - 324 p.</p> <p>6 Official website of the State Statistics Service of Ukraine. Access mode: <a href="http://www.ukrstat.gov.ua">www.ukrstat.gov.ua</a></p>	<b>Additional</b>	<p>1 Бабій О. М. Управління вартістю підприємства : навч. посіб. / О. М. Бабій, В. С. Малишко, Г. О. Пудичева. – Одеса : ОНЕУ, ротапринт, 2016. – 207 с.</p> <p>2 European Business Valuation Standarts. 1<sup>st</sup> Ed. / The European Group of Valuers' Associations, 2020. - 212 p.</p> <p>3 Закон України «Про оцінку майна, майнових прав та професійну оціночну діяльність в Україні» № 2658-III від 12.07.2001 (чинна редакція від 10.10.2022)</p> <p>4 Національний стандарт № 1 «Загальні принципи оцінки майна та майнових прав», затвердженого постановою Кабінету Міністрів України від 10 вересня 2003 р. № 1440 (із змінами, внесеними згідно з Постановою КМУ № 886 від 09.08.2022).</p> <p>5 Official website of the Ministry of Economy of Ukraine. Access mode: <a href="http://www.me.gov.ua">www.me.gov.ua</a></p>
-------------------	---	-------------------	---

### Academic integrity

Students are expected to adhere to the Code of Ethics of Academic Relations and Integrity of NTU “KhPI”.

The content of this syllabus is consistent with the Business valuation course program.