

NAVIGATION

ADMINISTRATION

Valuation: Online Learning Module

Your progress

Valuation is a vital skill for professionals involved in acquiring, selling, brokering, developing or investing in all forms of businesses and assets. As the assets in the technology sector are mostly made up of intellectual property, startup companies, software and other intangible assets, an appreciation of the valuation techniques used to appraise these technology assets is becoming increasingly important in business today.

- Video ~ How to Take SVBS Courses
- Download Dollar Value Book PDF 3MB PDF document

The Concept of Value

What do we mean by value? Is value relative? Is value dependent on the transaction under consideration?



- Reading ~ Dollar Value ~ Pages 7-9
- Video ~ What is Value? Purpose of Valuation
- Q & A ~ Valuation ~ The Concept of Value

Comparables Approaches to Valuation

- Reading ~ Dollar Value ~ Pages 10-11
- Video ~ Valuation ~ Comparables
- Video ~ Real Estate Appraisal
- Q & A ~ Valuation ~ Comparables Approaches

Cost Approaches to Valuation

- Reading ~ Dollar Value ~ Pages 11-13
- Video ~ Valuation ~ Build Cost Plus
- Video ~ Cost Approach to Valuation in Insurance
- Q & A ~ Valuation ~ Cost Approaches

Income Approaches to Valuation

Discounted Cash Flow & The Time Value of Money.

- Reading ~ Dollar Value ~ Pages 13-17
- Reading ~ Introduction to the Time Value of Money
- Video ~ Valuation ~ Earnings Multiple
- Video ~ Valuation ~ Revenue Multiple
- Video ~ Valuation ~ Discounted Cash Flows
- Video ~ The Time Value of Money
- Video ~ What is the Time Value of Money?
- Video ~ Discounted Cash Flow
- Video ~ Valuation ~ Bonds
- Q & A ~ Valuation ~ Income Approaches

Economic Forces of Supply & Demand

- Reading ~ Dollar Value ~ Pages 17-19
- Video ~ Economic Forces of Supply & Demand
- Video ~ Price Driven by Supply and Demand
- Video ~ Price Driven by Supply and Demand
- Q & A ~ Valuation ~ Economic Forces of Supply & Demand

Valuation of Established Businesses

How businesses are valued at various stages of development and in various scenarios.

- Reading ~ Dollar Value ~ Pages 20-33
- Video ~ Company Valuation
- Wikipedia Page on Business Valuation
- Video ~ Price-Earnings Ratio
- Slideshow Handout ~ Company Valuation
- Video ~ Valuation ~ Stock Options
- Quiz 15 ~ Company Valuation
- Q & A ~ Valuation ~ Established Businesses

Share Price & Company Valuation by Wall Street & Public Market Investors

How share prices and company valuations are determined by investors in the public markets.

- Reading ~ Dollar Value ~ Pages 27-30
- Video ~ Valuation ~ Publicly Traded Companies
- Video ~ Valuation ~ IPO
- Video ~ Valuation ~ Liquidity Discount
- Video ~ Valuation ~ Minority Discount & Control Premium
- Video ~ Behavioral Finance: The Role of Psychology
- Q & A ~ Valuation ~ Share Price & Company Valuation by Wall Street & Public Market Investors

Valuation of Businesses in Merger & Acquisition Transactions

- Reading ~ Dollar Value ~ Pages 32-35
- Video ~ Valuation ~ Mergers & Acquisitions
- Video ~ Valuation ~ When to Talk Price
- Video ~ Valuation ~ Weighted Average
- Video ~ The Art of Valuing a Business in M&A
- Reading ~ Startup Valuation Case Study

The Delaware court analyzes the various valuation techniques featured in the sale of Trados. This is a real-world example explaining how valuations are considered in M&A transactions, and how they are treated by the Delaware courts.

- Q & A ~ Valuation ~ Merger & Acquisition Transactions

Valuation of Startup Businesses in Venture Capital & Other Financings

- Reading ~ Dollar Value ~ Pages 36-45
- Video ~ Valuation ~ Return on Investment
- Video ~ Startup Valuation
- Video ~ Valuation ~ Early & Seed Stage Startups
- Video ~ Pre-Money Post-Money
- Video ~ Liquidation Preference
- Video ~ Valuation ~ Later-Stage Funding
- Video ~ Valuation ~ Depends on Transaction
- Q & A ~ Valuation ~ Startup Businesses in Venture Capital & Other Financings

Valuation of Product Lines

- Reading ~ Dollar Value ~ Pages 36-45
- Video ~ Valuation ~ Technology Asset Sale
- Q & A ~ Valuation ~ Product Lines

Valuation of Software Code

- Reading ~ Dollar Value ~ Pages 46-49
- Q & A ~ Valuation ~ Software Code

Valuation of Patents

The valuation methodologies applied to patents.

- Reading ~ Dollar Value ~ Pages 57-87
- Video ~ Patent Valuation
- Slideshow Handout ~ Patent Valuation
- Video ~ The License Back: Sell Patents, then Sell the Company?
- Video ~ Infringed Patents Sell
- Quiz 87 ~ Patent Valuation
- Q & A ~ Valuation ~ Patents

Valuation of Businesses with Patents & IP Assets

Now that we've covered the methodologies used to estimate value for businesses, patents, trademarks, software and other assets, in this class we discuss the value of a company owning portfolios of these assets.

- Reading ~ Dollar Value ~ Pages 87-89
- Q & A ~ Valuation ~ Businesses with Patents & IP Assets

Valuation of Trademarks

- Reading ~ Dollar Value ~ Pages 90-96
- Q & A ~ Valuation ~ Trademarks

Valuation of Internet Domain Names

- Reading ~ Dollar Value ~ Pages 97-101
- Q & A ~ Valuation ~ Domain Names

Certificate of Completion