



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



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

Faculty

Luisa Alemany is the Director of the ESADE Entrepreneurship Institute and an Associate Professor in Finance at ESADE in Spain. Her research interests include venture capital, private equity, philanthropic venture capital and entrepreneurial education. Luisa's career began as a Financial Analyst at Procter & Gamble. She subsequently worked as a consultant for McKinsey & Co, working on valuations of companies and for telecommunication clients in Madrid, Barcelona and Lisbon. More recently, she has worked at Goldman Sachs' Investment Banking Division &, as a Senior Associate of the American private equity fund The Carlyle Group, as part of the European buyout team. Luisa holds an MBA from Stanford University and PhD in Finance from Complutense University of Madrid.

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.

🕒 3.5 days

💰 € 3,950

★★★★☆ 4.6/5

📅 Check AIF.nl for dates

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



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

