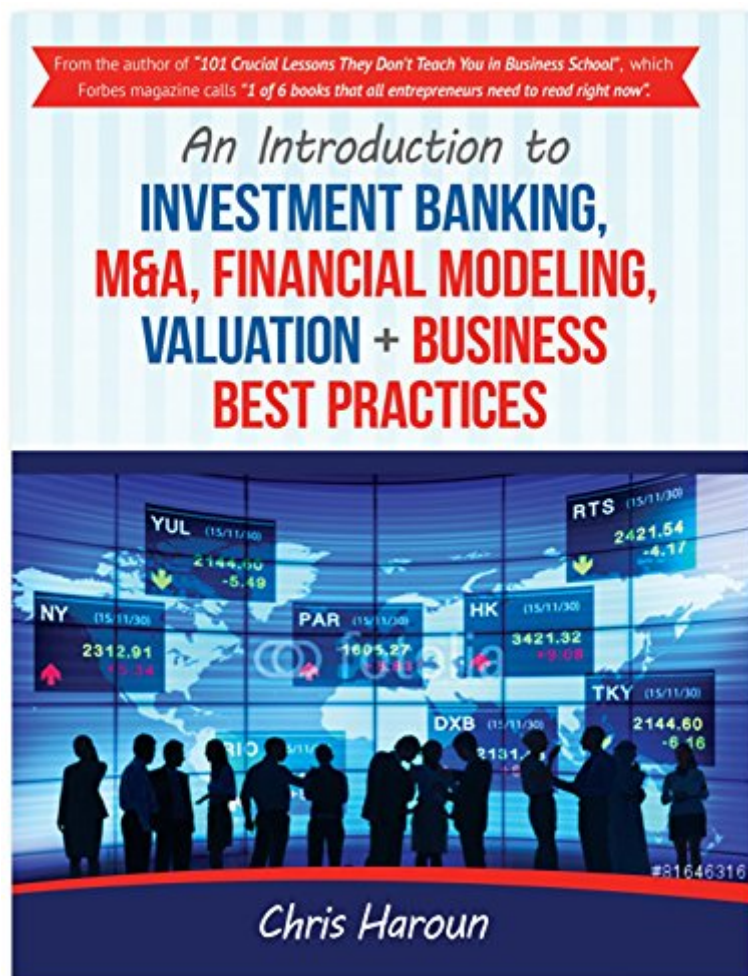


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# An Introduction To Investment Banking, M&A, Financial Modeling, Valuation + Business Best Practices



## Synopsis

This book will focus on investment banking, valuation, creating financial models and M&A examples. This book is a great very high level introduction the M&A and investment banking profession and assumes that the reader has no background in banking! Most business books are significantly outdated. There are some incredibly engaging and entertaining video links in the book to YouTube and other sources; edutainment rocks! I tried to visualize the content of this book as much as possible as this is a more impactful and enjoyable way to learn (think Pinterest versus the tiny words in the Economist)! The contents of this book are all based on my work experience at several firms, including Goldman Sachs, the consulting industry at Accenture, a few companies I have started, the hedge fund industry where I worked at Citadel and most recently based on my experience at a prominent San Francisco based venture capital firm. I will also include helpful practical business concepts I learned while I did an MBA at Columbia University and a Bachelor of Commerce degree at McGill University. Think of this book as a "greatest hits" • accounting summary from my MBA, undergraduate business degree, work experience in consulting, equities, hedge funds, venture capital and starting my own companies. I have also included two bonus chapters on incredibly important business best practices and recent trends that many people often overlook in business. As the title of this book suggests, this is a great introduction to banking. I have minimized "boring theoretical concepts" • in this book in order to keep it as close to reality as possible. I hope you enjoy it! In addition to teaching at 4 universities in the Bay Area, you can find other courses that I teach online at : [www.tiny.cc/chris1](http://www.tiny.cc/chris1) Chris Haroun ([www.tiny.cc/chris3](http://www.tiny.cc/chris3)) is an award winning business school professor, venture capitalist and the author of "101 Crucial Lessons They Don't Teach You In Business School", which Forbes magazine calls "1 of 6 books that all entrepreneurs need to read right now" ([www.tiny.cc/Forbes101](http://www.tiny.cc/Forbes101)) along with Peter Thiel's book and The 7 Habits of Highly Effective People. Chris is also the author of "The Ultimate Practical Business Manual: Everything You Need to Know About Business (from Launching a Company to Taking it Public)", which is now available at in print and Kindle format:

[http://www..com/Ultimate-Practical-Business-ManualEverything/dp/1522919686/ref=tmm\\_pap\\_swatch\\_0?\\_encoding=UTF8&qid=1452918378&sr=8-2](http://www..com/Ultimate-Practical-Business-ManualEverything/dp/1522919686/ref=tmm_pap_swatch_0?_encoding=UTF8&qid=1452918378&sr=8-2) Chris is currently a venture capitalist at a prominent San Francisco Bay Area venture capital firm and has previous work experience at Goldman Sachs and several firms that he has founded. He has successfully raised and also has managed over \$1bn in his business/finance career. He has an MBA in Finance from Columbia University and a Bachelor of Commerce Degree with a major in Management Information Systems and International Business from McGill University. Chris is also a frequent guest lecturer at several

Bay Area business schools including Berkeley and Stanford. He has written numerous articles and been interviewed in Forbes, VentureBeat, Entrepreneur Magazine, Wired Magazine, AlleyWatch, Pulse as well as an interview on venture capital on Radio Television Hong Kong (RTHK) which is Hong Kong's oldest and sole public service broadcaster. He serves on the boards of several Bay Area technology companies and lives in Hillsborough, California. Chris Haroun's goal is to "make business education impactful and entertaining with no boring theory!"

## **Book Information**

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## **Customer Reviews**

I can't get enough of Chris Haroun's perspective on being successful in business. I don't know of anyone else who better organizes their concepts and takes you directly to what you want to know. It's so rare to find real-life examples and concepts made clear. I learned so much from the modeling and valuation sections, but am sure others will learn most from multiple sections suited more to them and their needs. Chris uniquely makes business concepts so fun to learn that you want to actually go out and build a business just to put the ideas to work...even if you hadn't even considered that business in the past! Excellent!

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