



Providing financial training to Wall Street®

www.wallst-training.com

UNIVERSITY TRAINING BOOT CAMP

ADVANCED EXCEL FOR DATA ANALYSIS

CURRICULUM AND DETAILED COURSE DESCRIPTIONS

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Founder & CEO



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ABOUT WALL ST. TRAINING

WALL ST. TRAINING OVERVIEW

Wall St. Training provides professional financial training solutions to Wall Street through hands-on classroom training and customized corporate training programs for financial analysts. All of our courses take a hands-on, interactive, practical, non-theoretical approach and is exactly how it is done on Wall Street.

Wall St. Training Overview

- ◆ Corporate training
- ◆ Public, open-enrollment seminars
- ◆ Self-study, video-based learning

Wall St. Training Services

- ◆ Train finance professionals
- ◆ Conduct new hire and lateral hire training
- ◆ Teach fundamental financial analytics
- ◆ Instruct and promote mastery of advanced topics
- ◆ Provide practical, real-world, hands-on instruction

Wall St. Training Specialties

- ◆ Investment Banking and M&A (analysts & associates)
- ◆ Securities Research (equity & fixed income)
- ◆ Asset and Investment Management
- ◆ Credit Analysis (corporate & commercial banking)
- ◆ LBO Modeling (private equity & high yield)
- ◆ CFA (Chartered Financial Analyst)

WALL ST. TRAINING COURSE TOPICS

Wall St. Training offers a wide variety of topics ranging from Basic to Advanced levels. Our courses are designed for participants with various backgrounds, from students and entry-level professionals to professionals with some work experience to professionals in the midst of a career transition.

Basic and Fundamental Concepts

- ◆ Accounting and Financial Statements Integration
- ◆ How to Analyze a 10K
- ◆ Introduction to Finance ("Finance 101")
- ◆ Corporate Valuation (including Corporate Finance)

Core Financial Modeling Topics

- ◆ Basic Financial Modeling
- ◆ Advanced Financial Modeling (Core Model) & Valuation Analysis
- ◆ Revenue and Segment Build-up Model
- ◆ Trading & Deal Comps Analysis

Merger Modeling Topics

- ◆ M&A Deal Structuring and Merger Modeling
- ◆ Basic and Complex LBO Modeling & LBO Enhancements
- ◆ Advanced Merger Modeling
- ◆ Roll-Up Acquisition Modeling

Technical Applications & Topical Subjects

- ◆ Insurance Company and REIT Financial Modeling
- ◆ Overview of the Financial Markets
- ◆ Advanced Excel for Data Analysis + Intro to Macros

WHY CHOOSE WALL ST. TRAINING

We analyzed the current learning process in finance and Wall Street, figured out how teaching and training should be done and then implemented our learning processes. In short, our strengths that separate us from our competitors include:

- Hands-on, interactive, practical, non-theoretical, no "b.s." approach
- Training modules replicate exactly how it is done on Wall Street
- Blend of real-world and effective teaching style that is more down to earth and at the audience's level
- Fast-paced learning where the goal is for participants to become experts and extremely quick and efficient so they could spend more time on analysis of the numbers rather than pure number crunching
- Learn how to completely avoid using the mouse when building financial models
- Ability to translate difficult and advanced concepts into plain English while providing highly detailed explanations and intricacies; ability to integrate a variety of disparate topics into one focused theme
- Teach nuances and real-life intricacies, not just the basic how-to; we teach the rules and the exceptions!
- Models that are built more cleanly, more efficiently and are meant to be self-contained reference models
- Highly interactive, dynamic teaching approach – we guarantee you will learn AND have fun!

Wall St. Training is a registered trademark and servicemark of HL Capital Partners, Ltd.

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UNIVERSITY TRAINING – SAMPLE CURRICULUM

The following is a sample 2-day financial modeling training curriculum designed and targeted specifically for those on finance and accounting career tracks. Please note that this is a sample curriculum that we would initially recommend and are fully customizable, in terms of content (more advanced or more basic), duration (shortened or expanded) and other desired components to meet specific needs.

In addition, all students receive access to applicable courses via our online video-based content. Prerequisites are meant to be done prior to the first day of live training and are available before and after the training. Post-training supplements replicate live training content as a review and refreshers to hone in the concepts learned and are highly recommended as add-ons after training.

| ADVANCED FINANCIAL MODELING & VALUATION | | |
|---|---------------|----------------------|
| Become fully prepared for interviews and on-campus recruiting by extending textbook terminology learned in the classroom to real-life application on Wall Street. Become fully versed in exactly what bankers and analysts do by jumping right into complex financial modeling content not learned in school. | | |
| Topic | Format | Duration |
| Advanced Excel for Data Analysis | 100% Excel | Day 1 |
| Excel Charting & Graphing Techniques & PowerPoint Integration | 100% Excel | Day 2 |
| Career Development & Interview Strategies Workshop | Discussion | Day 2 Late Afternoon |

Recommended Online Course Access (included with each participant’s tuition):

Prerequisites: Company Overview, Basic Financial Modeling, Excel 2003 => Excel 2007/2010 Transition

These are intensive financial modeling training programs based off our training to large Wall Street investment banks and asset managers and are meant to challenge, teach and inspire you, not put you to sleep!

Pricing

- We offer substantial discounts on our courses to institutions of academia
- Our academic rates are usually flat daily fees for certain minimum headcounts plus travel costs

Benefits

- Become extremely fast and efficient with Excel; apply these skills in many finance and related classes
- Instill and encourage you to apply thought and reasoning when building financial models
- Get on-going support from WST & participate in live forums & discussions
- Bridge the gap between academic theory and the textbook with practical, real-world application
- Enables you to take on more challenging tasks during summer programs, such as building models
- Be better prepared for year-round internships, full-time or post-MBA positions in boutique investment firms or firms with little or no formal training programs
- Elevate the entire quality & reputation of the university & college as students' skill sets are dramatically improved and become more heavily recruited



TECHNICAL APPLICATIONS – EXCEL AND MORE

Advanced Excel for Data Analysis

Course Goals & Overview:

This course focuses on how to effectively and efficiently utilize Microsoft Excel for data analysis. A financial analyst will not only use Excel to build financial models, but also to crunch a large data dump. Learn how to minimize as much manual labor as possible, thereby saving time and performing more detailed analysis quickly. Apply commonly-used formulas in new and different ways; uncover often over-looked Excel formulas; streamline number crunching and analysis via functions and tools including pivot tables, sumif, sum+if, transpose, working with arrays, vlook-up, subtotals, and regression analysis; enhance your spreadsheets with drop-down boxes, data validation techniques, automation of alternate row shading.

Learning Objectives:

- Learn how to minimize as much manual labor as possible in data analysis
- Learn to use the most overlooked Excel formulas that will make your life easier
- Learn powerful functions built in Excel that streamline your analysis

Course Sections:

- Learn the most useful and overlooked Excel shortcuts to make life easier!
- What are the different ways to make your Excel worksheet into a model instead of just a flat analysis? Learn different “switches alternatives” (if, choose, offset)
- Learn data validation techniques to dummy proof your model!
- Perform basic regression analysis using least squares approach
- How do you perform one-dimension and two-dimensional sensitivity analyses using data tables?
- Utilize the vlookup function to its fullest to streamline tedious lookup jobs
- Pivot Tables: Everybody’s heard of it but who knows how to use it! Learn how to summarize and dissect large amounts of data for analysis!
- Pivot Tables: Even better – add built-in and custom calculated fields to really use pivot tables to the max!
- Utilize the sumif formula and sum+if array functions to simplify complex conditional calculations
- Learn how to use the subtotal formula and function to minimize errors
- Combine subtotal with AutoFilter options to easily crunch all sorts of data!
- Automate alternate row shading in a table of data using complex conditional formatting
- Learn how to use the transpose array function
- Add some spice to your Excel analysis and models using drop-boxes

Prerequisites:

- Knowledge of Excel and fundamental concepts in finance and valuation (since data is finance oriented)
- Company Overview and Basic Financial Modeling



TECHNICAL APPLICATIONS – EXCEL AND MORE

Excel Charting & Graphing Techniques & PowerPoint Integration

Course Goals & Overview:

“A Picture is Worth a Thousand Words” – but what happens when you have the perfect image in your head but you can’t get Excel to graph it the way you want? Ever get annoyed at constantly having to go back into “Source Data” whenever you add an item to your data series? Or how about getting the perfect sized bar or line without resorting to using a ruler to literally draw it on! This course builds upon our Advanced Excel for Data Analysis course and focuses advanced charting & graphing techniques and how to properly integrate with PowerPoint. A critical, must-take course especially for professionals that have to create graphs in their presentations, reports and slides. As usual, we emphasize and teach all the best practices and focuses on our core Excel learning goal: automation, automation, automation! Leave nothing to chance, there is always a way to simplify and automate your charting & graphing approach. This jam-packed session includes: waterfall charts, football fields, dynamic ranges, and much, much more! Learn the best practices of integrating into PowerPoint, when to embed, link (never) and copy as picture.

Learning Objectives:

- Translate Excel analysis into meaningful charts and graphs to visually present your work
- Master the skills necessary to create robust dynamic charts easily and effortlessly
- Learn different techniques and best practices of integrating charts into PowerPoint
- Advance beyond simple charting functions to create multi-layered graphs that combine and display multiple data sets and ideas simultaneously

Course Sections:

- Creating Price Volume chart with call-out box annotations with perfect alignment
- Calculate and create dynamic moving average charts
- Construct Indexed Stock Price History graph with automated information box
- Build historical industry graph summarizing average, high low bars detailing valuation spreads
- Construct combination charts and graphs including precise annotations and secondary axis formatting
- Properly structure beta and volatility analysis and regression on multiple axis
- Construct historical and projected linear regression graph with automated best fit lines
- Assemble and understand logic behind “step charts” with X and Y Error bars to connect the dots
- Create dynamic charts and graphics that automatically update as additional source data is added
- Build Shares Traded at Various Prices graph with absolute perfectly sized and aligned graphs
- Create simple column and cumulative column (or bar) chart (multiple stacked chart)
- Learn how to create complex, combination charts such as double stacked charts
- Go all out by building a “football field” valuation range chart that combines triple stacked charts with XY scatter plot to automate current stock price line
- Construct waterfall chart that graphically summarizes sum-of-parts valuation
- Learn best practices of bringing Excel charts and exhibits into PowerPoint
- Avoid the forbidden linking between files and learn when to embed vs. copy/paste as picture
- Learn the fastest and best ways to work in PowerPoint without the mouse
- Facilitate chart and graph placement in PowerPoint with our custom PPT macros

Prerequisites:

- Excel 2003 => Excel 2007/2010 Transition
- Excel Fundamentals for the Finance Professional
- Advanced Excel for Data Analysis