

Learning Objectives: This program features facilitated discussions of focus topics related to buying, owning, and/or leading a manufacturing company. Topics are subject to change based on specific needs of each cohort. Each session is two hours.

Welcome Meeting and Kickoff will occur prior to the start of Module I.

Module I: Finance & Accounting		
Week	Focus Topic	Learning Objectives
1	Business finance & accounting	<ul style="list-style-type: none"> Learn to read a financial statement Understand the basics of accounting Understand cash flow Understand 15 key accounting ratios
2	Business Valuation	<ul style="list-style-type: none"> Learn the basics of business valuation Understand current market pricing multiples Understand the different business valuation methods and where each is appropriate
3	Business Banking and Commercial Credit	<ul style="list-style-type: none"> Learn about the different types of banks Understand the difference between types of loans Understand how banks evaluate financial statements when making credit decisions Understand loan options backed by the U.S. Small Business Administration
4	Financial modeling	<ul style="list-style-type: none"> Learn about discounted cash flow analysis Understand how to create and use a discounted cash flow model Understand the relationship between purchase price and return on investment for an acquisition Understand the due diligence process
Module II: Risk & Legal		
5	Insurance and Risk Management	<ul style="list-style-type: none"> Learn about insurance and managing risks through the due diligence process Understand insurance in the context of an acquisition Understand essential insurance for a business owner and employees
6	Intellectual Property Law	<ul style="list-style-type: none"> Learn about intellectual property in a business context Understand what to consider when buying a company with patents, copyrights, and trademarks Understand the metrics used for valuing a company's intellectual property, particularly patents
7	Mergers & Acquisitions Law	<ul style="list-style-type: none"> Learn about commonly negotiated terms in an M&A context Understand key legal considerations when buying a company Understand the legal implications of various common deal types
8	Acquisition Best Practices	<ul style="list-style-type: none"> Learn about M&A best practices Understand how to develop and execute an acquisition strategy Understand how and why to bring a partner into a deal Understand how to integrate an acquisition into your existing business
Module III: Business Operations		
9	Introduction to the Theory of Constraints	<ul style="list-style-type: none"> Learn about problem solving using the Theory of Constraints Understand how to identify bottlenecks to improve throughput Understand how to manage product profitability Understand how to use the Theory of Constraints to improve business problem solving ability
10	Panel: Business Owner Highlights	Hear a panel of business owners tell their stories and share their lessons learned
11	Program Graduation	
Potential Digital Content (self-guided)		
	Strengths Finder	Participants will understand how strengths play into leadership styles, and be able to name their top five strengths
	Industrial Internet of Things	Participants will learn the link between technology and business value, understand operational areas of improvement that can drive quantifiable financial returns, and identify resources available to small and medium-sized manufacturers
	Growth Planning and Strategy	Participants will learn the fundamentals of game theory and its application to strategic growth planning