

Proseminar in Corporate Finance/Investment Banking

One of three Action Learning courses offered by the MIT Sloan Finance Group, the ***Proseminar in Corporate Finance/Investment Banking*** is a one-semester course that offers students experience in the complex task of developing and communicating solutions to challenging financial problems facing businesses today. Students work in teams to tackle issues posed by company sponsors and present findings to the company sponsor and their fellow classmates.



Who can sponsor a project?

Any company or other business entity with an actual corporate finance or investment banking problem is eligible to sponsor a project. If the problem is a real one that challenges the company, then it is appropriate for the Proseminar. While we often refer to corporate sponsors as 'clients', the reality is that sponsors are leaders in their field who are giving of their time and experience to engage students in this educational experience. Acting as a sponsor also helps to build a productive, long-term relationship between the company and the school.

What is involved in being a project sponsor?

- Before the class begins, corporate sponsors provide a written statement of the problem and any materials they believe may be helpful in orienting the team.
- After the teams have had a chance to familiarize themselves with the problem, but before the intensive work is performed, corporate sponsors conduct one telephone conference with the team or teams working on their problem to establish a clearer idea of the problem and address any questions the students may have.
- During the intensive work phase, teams may have additional questions, and the instructor will coordinate how communication in this phase is managed based on instructions from the corporate sponsor.
- Finally, corporate sponsors will attend a class session at which the student teams will present their solutions. A written copy of the presentation will be sent to the corporate sponsor in advance.

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Sample Projects Include:

- What is the value of a captive finance unit to an industrial manufacturer?
- Evaluate an acquisition opportunity in the health care market.
- Assess the long-term growth opportunities for a niche financing business.
- What is the cost of hedging at a commodity processing company?
- Analyze a technology company's current financial position and develop a financial plan to match the company's growth strategy.

How do I get involved?

If your organization is interested in sponsoring a project, please contact John Parsons at jparsons@mit.edu.

