Deals course description

This course focuses on the role of professionals in creating value through transaction engineering. The overall goal of the course is to explain how private parties actually order their commercial interactions and to develop a relatively systematic theory of how they ought to do this. The first half of the course will be devoted to impediments to transacting including asymmetric information problems, difficulties intrinsic to contracting over time, enforceability, and various forms of strategic behavior and to a variety of possible responses rooted in decision theory, option theory, techniques for minimizing information problems, risk management, and incentive alignment. In the second half of the course, student teams will apply the tools developed in the first half to a series of real transactions. Each deal is allocated a week in the schedule. In the first session, the student team makes a presentation. In the second, deal professionals and/or clients discuss why they proceeded as they did and aspects of the process not necessarily visible in the final resolutions studied by the teams.

Enrollment will be restricted this year to 60, of whom 30 will be second-year MBA students and 30 will be upper-class and postgraduate Law students.

Grading is based on class participation, the team presentation, and the revised version, presented as a group term paper, of the team presentation.