



2022-2023 Study Guide

Reference Texts

Suggested Reading

- [Middle Market M & A: Handbook for Advisors, Investors, and Business Owners \(Wiley Finance\) 2nd Edition](#) by Robert Slee, Christian Bleses, Kenneth H. Marks, Michael Nall
- [Private Capital Markets: Valuation, Capitalization, and Transfer of Private Business Interests 2nd Edition](#) by Rob Slee
- [Handbook of Financing Growth Strategies, Capital Structure, and M&A Transactions](#) by Kenneth H. Marks
- [Valuation for M&A: Building and Measuring Private Company Value](#) by Chris M. Mellen and Frank C. Evans

Topics Overview

Middle Market: Buy and Sell Side,

Links to a “home-study” e-learning segment (*Private Capital Marketplace*) of the CM&AA training and certification program. Click on the links below and when prompted for a password, enter: **CMAADePaul**

- <http://vimeo.com/rsalisbu/cmaa01>
- <http://vimeo.com/rsalisbu/cmaa02>
- <http://vimeo.com/rsalisbu/cmaa03>

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Preface, Chapters 1-4

M&A Process

Reference: *Private Capital Markets*

Recommended Reading: Chapters 26, 28, 32, 33

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Preface, Chapters 1-4

Financing: Growth & Acquisitions

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Chapter 15

Reference: *The Handbook of Financing Growth (2nd Edition)*

Recommended Reading: Preface, Chapters 1, 4, 5



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Valuation

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Chapters 2, 10, 17

Reference: *Valuation for M&A: Building Value in Private Companies (2nd OR 3rd Edition)*

Recommended Reading: If 2nd Edition: Chapters 7-14; If 3rd Edition: Chapters 6-13

M&A Tax Topics

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Chapters 12 & 13

Corporate M&A

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Chapters 3

M&A Legal Topics

Reference: *Middle Market M & A: Handbook for Advisors, Investors, and Business Owners (Wiley Finance) 2nd Edition*

Recommended Reading: Chapters 11 & 14