

**Fall 2018 Private Equity Intern Curriculum**

**Curriculum Overview**

A core component of the Private Equity Internship is the student curriculum, which is comprised of a speaker series and workshops centered around weekly themes. By the end of the semester, students will understand all elements of the small business deal cycle and will have enhanced their job seeking skillset for future finance and entrepreneurial opportunities.

**Curriculum**

Week 1 (9/24-9/30): Overview of ETA / Search Fund Ecosystem

* Theme: How does the private equity small business ecosystem operate?
* Workshop: Role onboarding and set up intern access
* Acta Speakers: Tom Freyvogel, Jake Cervilla, Kieran O’Dea
* CMU CONNECT Sessions: How to Shop For a Lawyer (9/27)

Week 2-5 (10/1-10/21): Market Research & Sourcing

* Theme: How do you research and connect with a private small business in the 21st century?
* Workshop: Researching and contacting small businesses
* Affiliate Speakers: Brenden Van Buren (10/1), Aaron Watson (10/19)
* CMU CONNECT Sessions: Financial Modeling (10/10), Banking Relationships (10/11)

Week 6-7 (10/22-11/4): Due Diligence & Closing

* *Theme*: How are small businesses vetted, valued, and acquired?
* *Workshop*: Modeling a business based on incomplete information
* Acta Speaker: Joe Bute
* CMU CONNECT Sessions: Licensing Technology (10/24)

Week 8-9 (11/5-11/19): Career Next Steps

* Theme: What to know if you are interested in private equity and finance space moving forward?
* Workshop: Reviewing resumes and preparing for interviews; Daytrip to Tecum Capital
* Acta Speaker: Drew Bland
* CMU CONNECT Sessions: Effective Investor Presentations (11/6)