Course Overview

This course is designed to enable the student to gain an in-depth understanding of the options which entrepreneurs and established business leaders may use to exit their business enterprises. It is also designed to explore the various options which may be used by entrepreneurs at various stages of their company’s development. Emphasis will be placed on the exit from the founder/owner’s prospective. Examination will be made of the legal and financial consequences of the various business exits available to the business owner. The course will utilize external knowledge experts, engaged team activities and detailed business case analyses. The course is designed to prepare the student for the inevitability of transitioning ownership and exiting their company. We will explore family owned businesses, private business sales, public offerings and bankruptcy (restructuring and liquidation).