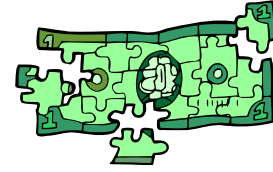


Managing A Successful Business



General Flyer – Campus & Session Open

TIME Tuesday or Thursday: 6:30 – 9:30

COMPETENCES

- H-2-X, FX Can effectively interpret the management impact of financial and operational information and make appropriate decisions that foster healthy organizational and personnel change and future growth.
- L-7 Can learn collaboratively and examine the skills, knowledge and values that contribute to such learning.
- A-5 Can define and analyze a creative process.

GENERAL COURSE DESCRIPTION

To move business success from luck to skill requires planning. More than one business has been put out of business when it experienced unplanned rapid growth, did not manage its finances properly, ignored market conditions or misjudged the competition. Students learn the financial and management aspects of small business management along with techniques for defining tracking methodologies that uncover and deal with potential problems at an early stage. Special emphasis is placed on merger and acquisition as a forward-looking method for creating new business opportunities and success because this approach forces an integrated discussion of all major aspects of a business. Students will work in groups to understand the detailed realities associated with being on the seller and/or buyer side of a business sale/purchase. Methods of post sale business integration are also discussed.



Ed Paulson, Ph.D.

INSTRUCTOR BACKGROUND

Ed Paulson is an experienced business manager, engineer and entrepreneur who holds an MBA. He has written several financial analysis books related to mergers and acquisitions. Ed has over 30 years of industry experience in places like Chicago, Austin, TX and Silicon Valley and has taught for DePaul SNL since 2001. He can be reached by phone at 630-960-3299 or email at author@edpaulson.com.

Keep Business Success Working For You

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