

# Entrepreneurship Through Acquisition

For students who desire to lead in a fast-paced, entrepreneurial environment, but don't yet have a breakthrough idea, entrepreneurship through acquisition (ETA) may be the right path. Duke I&E provides opportunities to learn about the process of identifying, acquiring, and scaling a small or lower-middle market business. If you want to combine your general management acumen with your entrepreneurial mindset and take an existing business to a new level, then Duke I&E offers programming and connections to help you navigate ETA as a career path.

## LEARN THE CONCEPTS THROUGH OUR COMPREHENSIVE COURSE OFFERINGS

### Foundational Case-Based Courses

Finance 899	ENTREPRENEURSHIP THROUGH ACQUISITION
Accounting 591	MANAGERIAL ACCOUNTING
Finance 646	CORPORATE FINANCE
Finance 658	CORPORATE RESTRUCTURING
Finance 660	PRIVATE CAPITAL MARKETS
Strategy 838	ENTREPRENEURIAL STRATEGY
Management 745	NEGOTIATIONS

### Foundational Experiential Learning and Project-Based Courses

#### NEW VENTURES: DEVELOP

Strategy 849 | Spring 1 + Spring 2

Designed to help students gain experience building and testing a business model for their own ideas or as a team member working on someone else's venture. Students will explore the process of evaluating and understanding whether a business is worth doing. Students will learn to assess opportunities, develop and test business models, understand financials, and build a successful team.

#### MENTORED STUDY X I&E

Management 754 | Fall Semester or Spring Semester

Through the Mentored Study program, you can customize a project to support a searcher in their search or work alongside an operator in a business they acquired.

### Case-Based Courses to Round Out Your Skills

Management 747	LEADERSHIP
Management 748	HUMAN ASSETS
Strategy 845	ENTREPRENEURIAL EXECUTION

## HONE YOUR SKILLS THROUGH CO-CURRICULAR ACTIVITIES

### PROGRAMS & EVENTS

#### ETA Cohort

Join this small group of SY students who are committed to pursuing an ETA search upon graduation. The cohort meets weekly to support one another in their ETA journey and learn from guest speakers in the ETA ecosystem. In addition, the cohort conducts a field trip to visit investors and operators each year. Application deadline is in September.

#### LBO Model Workshop

Strengthen your financial modeling skills. In this workshop you will be equipped to build a fully functioning leveraged buyout model in Excel from scratch. The LBO model is a key tool used to forecast estimated returns for a private equity investor. Applicable for students pursuing careers in private equity, investment banking, consulting (PE clients) and entrepreneurship through acquisition.

### STUDENT CLUBS

#### Entrepreneurship Through Acquisition Club

ETA Club organizes educational events with a variety of professionals and stakeholders in the ETA ecosystem.

#### Entrepreneurship and Family Business Club

The Entrepreneurship and Family Business Club supports students interested in launching startups, innovating within family businesses, and navigating the unique challenges of both fields.

#### Duke MBA Private Capital Club

Offers educational events, speakers, and employment initiatives in the global private equity and venture capital space.

## ENGAGE WITH EXPERTS ACROSS CAMPUS AND IN THE COMMUNITY

### PROGRAMS & EVENTS

#### Southeast Entrepreneurship Through Acquisition Conference (SEETA)

Duke I&E jointly co-hosts the annual SEETA conference along with UVA, UNC, and Georgetown, where students have the opportunity to engage with experts in the entrepreneurship through acquisition ecosystem.