



# GLOBAL PROFESSIONAL BUSINESS VALUATION EDUCATION







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# WHY HOST AN IIBV COURSE NOW?

Exponential change in the world's economies has increased the demand for valuation professionals who understand international valuation standards.

Evolving globalization and digitalization is propelling the world into a perpetual state of change. Commerce and currency have become more volatile at the same rate that borders are becoming more rigid, more regulated. Regulators – and valuation clients – are doubting the quality of reports and opinions as the change quickens and more and more accredited professionals enter the market to match the speed and meet the opportunity.

## ADVANCE YOUR CAREER WITH GLOBALLY RECOGNIZED BUSINESS VALUATION DESIGNATIONS

As management teams, shareholders, investors, regulators, auditors and the courts continue to be the dominant users of professional business valuation reports and opinions, BV professionals must keep pace with the evolving standards and mandatory performance requirements. Valuations that cross borders, reflect businesses in different cultures, are ethically sound and rigorous in process, will be the preferred standard as this change continues – unabated. Valuation options will emerge as well, from competitors as yet unidentified. The BV professionals working in your country or region are feeling the pressure of change; today's interconnected, global and digital reality is pushing their business and practice into permanent overdrive. Your team's preferred position in this environment is one of leadership, preparing valuation reports that meet the needs of clients. Valuation conclusions must reflect the highest international standards in all cases, regardless of location and

despite the rapidity of change. One tangible method of fulfilling this leadership role is hosting courses that meet global valuation education standards.

**The iiBV works with and supports thought leadership, first-class education and international standards in business valuations.**

Obtaining a reputable and internationally competitive accreditation with global skills is a clear value-add. The iiBV collaborates with Member associations to help them in these goals. Delivering the ability to truly implement global best practices in your country or region, and to be seen as playing a key role in the development of a global organization is **leadership**.

The beneficial result for all: a stronger global economy and a robust international business network, with mutual gains for organizations and individuals, and trust from the clients you serve.



## A RIGOROUS CONTINUOUS EDUCATION PROCESS IS THE KEY TO MAINTAINING VISIBILITY AS A LEADING FIRM IN VALUATION SERVICES

Your firm is renowned in the world of business for its caliber of financial and accounting services. As such, you know that improving those services on an ongoing basis is the only way to match the speed of change in today's global economy. That continuous improvement process must include the support and evolution of your partners' and valuation professionals' skills and awareness of changing international standards.

**This is the key value-add for your business, and what will sustain your competitive edge as a leading valuation firm.**

## ACCREDITATION = VISIBILITY AND TRUST

As global trade and transactions become vaster and more varied, the business valuations market has become cluttered with numerous designations all qualifying the professionals that hold them to practice business valuation to some degree. With such a long list of options, how does one choose the right financial or accounting professional to aid in the valuation of their business? Which is more credible or dependable, and which will be as trusted? Fair value reporting and the International Financial Reporting Standards (IFRS) are being accepted and put in practice in more and more regions around the globe. They call for better quality, better regulated business valuation expertise. There is an exponential increase in demand for a high-level of education, prior accreditation such as the ASA or CBV, both obtainable via the iiBV's courses. The iiBV's core curriculum courses are recognized by the American Society of Appraisers (ASA) and the Canadian Business Valuators Institute (CBVI) and valued by the individuals who take them. Those who hold these trusted designations will also become the pace setters in competitive valuation services.

As a VPO or course-hosting firm, your opportunity is in providing the means to obtain this leading designation and continue the development of quality valuation education across the world as a whole.

## INTERNATIONAL VALUATION STANDARDS

Hosting a course now could never be timelier. The International Valuation Standards Council (IVSC), the independent global valuation standard setter, has released updated standards that will affect the practice of business valuation around the world. Understanding IVS 2020 and applying them as thoroughly and as quickly as possible is imperative for a reputedly accredited BV.



As a member of the IVSC, iiBV supports the development of international standards and is therefore offering a course covering IVS that is constantly updated. It is the only course of its kind.

iiBV 201 is the online course that your professionals need to understand the standards and develop the necessary skills that clients expect. It is important – and imperative – to keep the valuation professionals in your country up to date.

## THE IIBV'S ROLE

The iiBV, a not-for-profit organization, works with its member associations to lead business valuation professional education. By providing educational opportunities, promoting consistent professional ethics and standards, facilitating the exchange of information and ideas, and encouraging international cooperation and communication, our goal matches perfectly with your goals to lead your valuation professionals to success.

The iiBV has had over 1,600 students attend in-class iiBV courses in Europe, Middle East and Africa; Asia/Pacific and Australia and hosted live on-line training class for students in Eastern Europe, India and Latin America. We have produced webinars on Volatile Markets, International Cost of Capital, and The Effects of COVID-10 on Business Valuations: A Global Perspective.

Furthermore, the thought-leadership of the iiBV gives your organization a more visible globally inclusive and geographically collaborative reputation, by understanding business valuation practices, nuances and the landscape in which your professionals' practice.

Several organizations host on-line iiBV courses, and we continue to develop timely education to meet the profession's demand. Partnering with the iiBV as a Member or course host is the first step to leading professional teams in a rapidly diversifying global market.





# WHICH iiBV COURSE TO HOST, AND HOW?

## OUR FACULTY

All of our courses offer the most current in business valuation education and expertise from reputable professionals who are also presently practicing themselves as partners in their firms. In fact, most of our instructors have more than 30 years of experience. They offer wisdom and perspectives from real-life, on-the-ground experiences and challenges which breathe life into the delivery of our courses. Your professionals will be learning from respected peers, senior business valuation professionals who understand the complexity of today's market and who can impart the knowledge your own BV professionals need to keep up with. And while our instructors are busy in both their teaching and their day-to-day valuation practice, they always have time at the close of a session to answer questions and share their thoughts with individual students. This human touch, this knowledge and thought leadership, makes our courses valuable far beyond the exams and accreditations.

## OUR COURSES

Those who have previously taken iiBV courses have commended the iiBV on how well-structured they are both as individual modules and as a connected program. The courses are also often described as being very accessible – in regard to both cost and time requirement. The in-class and online formats will mean a choice in attendance method, and the relatively quick completion of the necessary learning and

associated examinations are also of huge benefit to your busy, working professionals. By offering iiBV courses you are giving them the competitive opportunity for core or continuing business valuation education, benefitting the clients they serve.

While an interest in taking a course may be driven by a desire to stay ahead of the pace and their competitors, there are some classes that professionals must successfully complete when seeking accreditation as a business valuation expert for the first time. These are marked as 'core courses'. Summarized descriptions of all the current iiBV individual courses are on page 7 and further details can be found on our site.

*“The Instructor provided examples and actual cases from his practice that helped us to better remember major issues and understand them in detail.”*

- BV103 student, Moscow

Courses and various combinations of courses are also offered in online formats

Your various options for course hosting can be explored with the iiBV and contact details are located at the back of this booklet.

## BV CONTINUING EDUCATION ONLINE ASYNCHRONOUS

Thanks to a comprehensive strategic alliance with **Business Valuation Resources (BVR)**, the iiBV can now deliver an asynchronous online program of courses that will allow for BVs to continue their growth in the profession no matter their location in the world. The partnership will give rise to various new education courses and training products that will be very much aligned with International Valuation Standards, to meet and exceed the needs of BVs and their related professional organizations, government agencies and regulators across the globe. In fact the first course to be borne of this joint venture is a Valuation Standards Course to push the new Standards into international action as quickly as possible.

## BV CORE EDUCATION LEADING TO DESIGNATION ONLINE SYNCHRONOUS

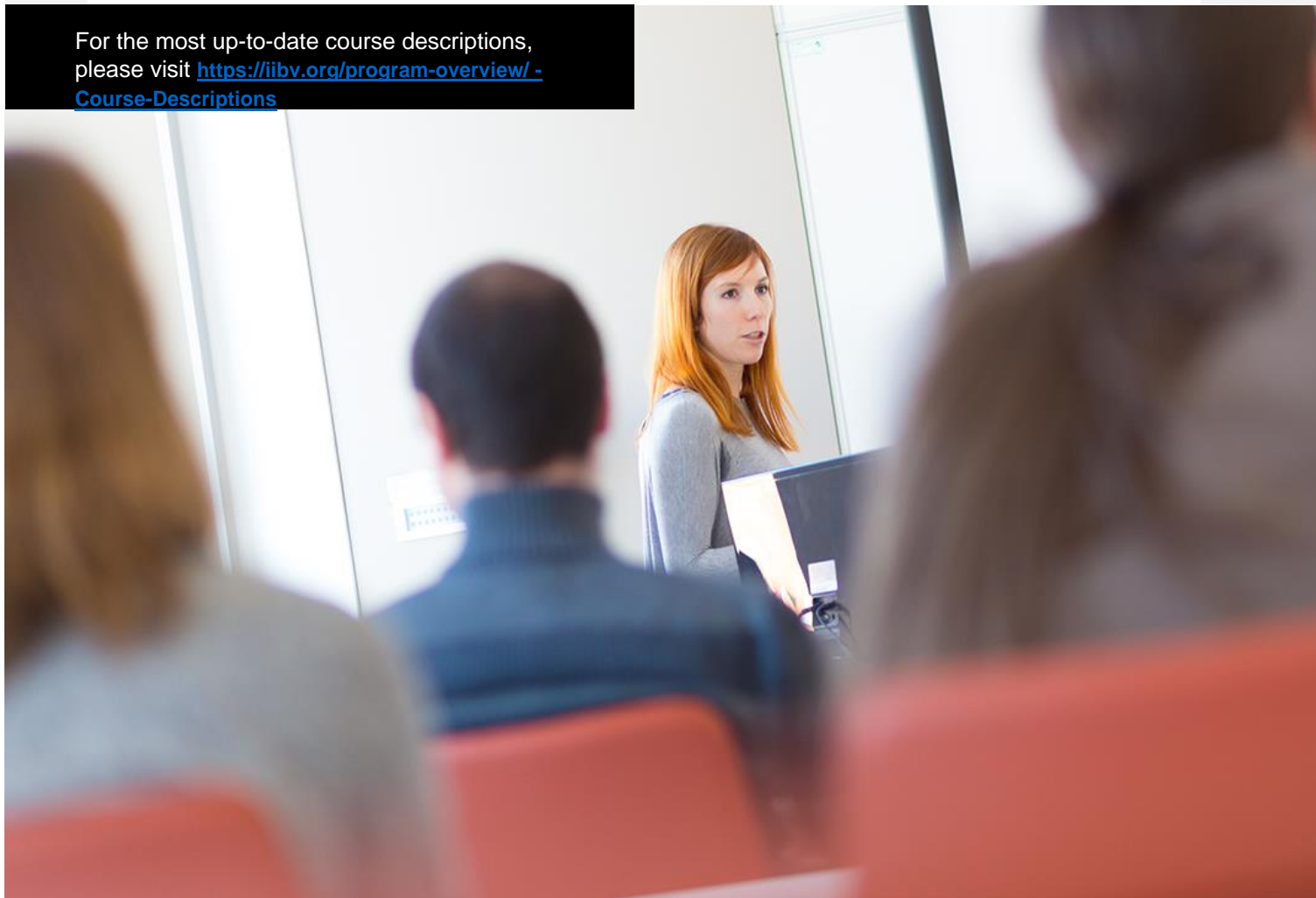
The iiBV now offers a curriculum of 5 core courses that lead to designations offered by iiBV member organizations. Each course has 21 hours of content that is delivered by an instructor through 7 individual 3-hour online sessions. Detailed course descriptions and outlines are available for each course.

The 7 sessions of each course can be arranged over any period of time requested by the host to accommodate flexible scheduling. Typically, the 7 sessions are arranged over a 4-week period, 2 sessions per week. This enables the student to digest the material, work on assignments and still maintain some level of client work.

During the online sessions, students will listen to lectures by the lead instructor and guest presenters, participate in break out discussions, work on assignments and be able to discuss issues and topics with their peers and the instructor.

*“The most valuable aspect was the content and the course leader. A highly skilled valuer, very well prepared and made the whole course interesting.”* - BV101 student, Rome

For the most up-to-date course descriptions, please visit <https://iibv.org/program-overview/-Course-Descriptions>



## OUR FULL ROSTER OF COURSES

Rigorously organized and executed, our courses ensure a thorough continued understanding of the business valuation profession, as well as quality application of the necessary skills, to meet the evolving market of today and tomorrow.

Your course program will be detailed on our website, as well as your own. For more information on our core courses please visit <https://iibv.org/program-overview/#Course-Descriptions>. For information on our online continuing education courses please visit <https://iibv.org/online-continuing-education/>.

### CORE COURSES leading to accreditation, (Online synchronously with quality instructors)

#### iiBV 100: Introduction to Business Valuations

One-day introductory course designed to provide an initial overview of business valuations to non-practitioners.

#### iiBV 101: Principles of Business Valuations

Introduction to the areas of analysis that are necessary to a comprehensive business valuation.

#### iiBV 102: Income Approach and the International Cost of Capital

Brings together the concepts and tools of iiBV 101 with the new material of the income approach and the international cost of capital.

#### iiBV 103: Business Valuation Comprehensive Case Study

Opportunity for students to work through an actual case study that follows all of the steps of a valuation engagement, from initial contact through to the calculations and conclusion of value.

#### iiBV 104: Advanced Topics in Business Valuation

This course covers advanced topics such as advanced cost of capital, valuing early stage companies, valuing fractional interests, and an introduction to intangible assets.

#### iiBV 105: Valuation of Intangible Assets

Comprehensive focus on the principles and IFRS issues arising when valuing intangible assets.

#### iiBV 106: Small Business Valuation

Designed to familiarize students with [sentence does not make sense or is incomplete] the legal and Small Medium Enterprise (SME).

### CONTINUING EDUCATION COURSES (Online Asynchronously)

#### iiBV 201: International Business Valuation Standards & Ethics

Using a complex global case study, the course leads participants through the practical application of IVS 2020. The course is available in either a 1-day in-class or an online, self-study format.

#### iiBV 210: Valuing Minority Interests

This course will give you a thorough understanding of the topic, covering major aspects of valuing minority interests

#### iiBV 211: Valuing Early-Stage Companies

A comprehensive guide to understanding the valuation of early-stage companies. Learn the common models used to deploy valuations in this area.

#### iiBV 212: Valuing Intangible Assets

This course identifies the differences between intangible and tangible assets, the major categories of intangible assets and the specific valuation approaches for these assets.

#### iiBV 213: International Cost of Capital

This course covers the commonly applied models in developing international cost of capital.

#### iiBV 214: A Valuers Guide to the Black-Scholes Option Model

One of the most important concepts in modern financial history, the Black-Scholes model is regarded as an essential means to determine the value of options today.







# iiBV's HOSTS AND MEMBERS

Delivering a quality valuation education program across the globe is only possible with diverse partnerships with organizations that place credence in the same values and beliefs.

To explore the current roster of courses and hosts, please visit: <http://iibv.org/events/>

## CURRENT MEMBER ASSOCIATIONS

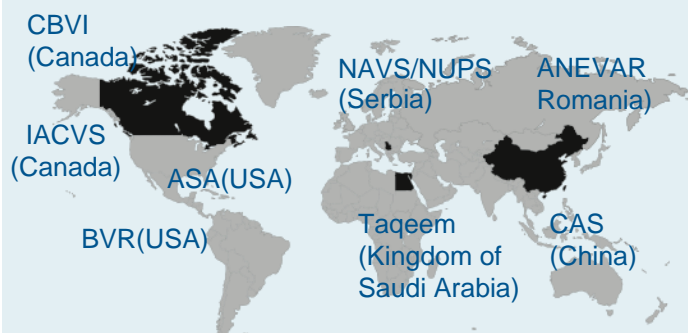
Our Members are clear leaders. As professional business valuation associations, they represent valuation professionals in their country and seek to lead them to globally recognized accreditation and the upholding of formal ethics, practice standards and performance standards.

The iiBV does not have individuals as members rather its members are Valuation Professional Organizations ("VPOs"). Professionals looking to

obtain a competitive edge over their valuation peers by acquiring an internationally recognized BV designation should contact one of our current members below.

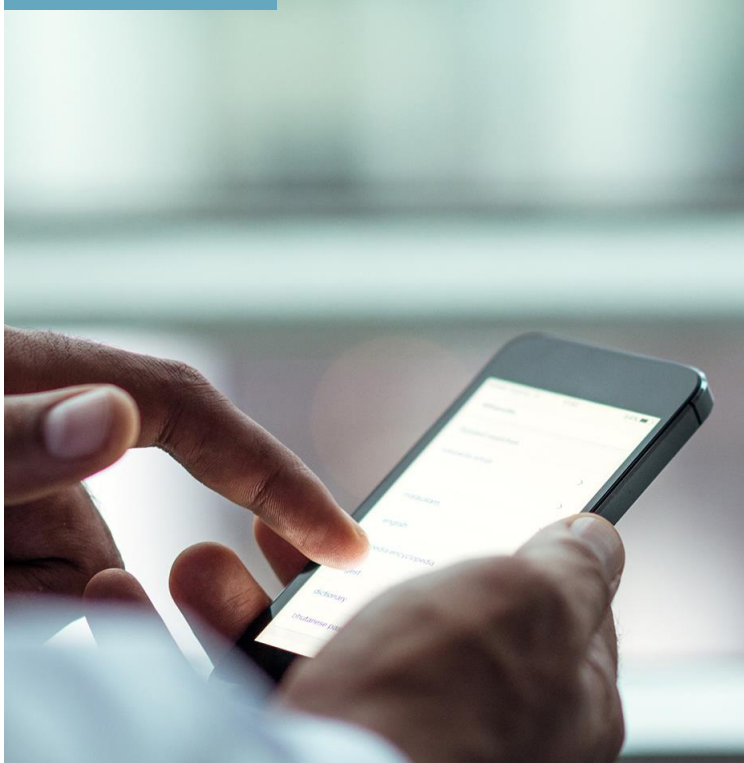
And, if you are a VPO looking to lead your members and students to achieve their career goals, you should consider becoming a Member of the iiBV. Contact details can be found at the close of this booklet. We look forward to beginning a collaborative partnership with you.

**The iiBV has a global valuation network of valuation professional organizations (VPOs) and a collaborative leadership team of BV professionals situated all over the world.**



**Our current list of VPO Members continues to grow: CBVI (Canada); CAS (China); Taqueem (Kingdom of Saudi Arabia), NAVS/NUPS (Serbia); ANEVAR (Romania); IACVS (Canada); ASA (USA); BVR (USA)**





## CONTACT THE iIBV

To begin organizing your course program today, explore the opportunity of Membership, or for any further specific questions regarding the iIBV and our course offerings, please contact:



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Visit <http://www.iibv.org> for most other information.

**We look forward to building our partnership with you, a strategic step toward developing quality, global valuation expertise.**