

# Software-based Hands-on Seminars and Courses

**Earn your CRM (Certified in Risk Management) here!**

## Risk Analysis Course

- Analytical Tools
- Basic Real Options (SLS software)
- Forecasting (Risk Simulator)
- Monte Carlo Simulation (Risk Simulator)
- Optimization (Risk Simulator)

## Real Options for Analysts

- The basics of real options
- Understanding the basics of the SLS software
- Framing basic options

## Real Options for Executives

- The basics of real options
- Making strategic decisions using real options
- Framing strategic options
- Interpreting options results

## Valuing Employee Stock Options

- Applying binomial lattices in the ESO Toolkit software to value employee stock options under the 2004 revised FAS 123

## Customized Seminars and Courses

- Courses customized to your firm's specific needs

Sample companies that have been through our training seminars:

3M, Accenture, AIG, Allstate Insurance, Airbus, Alexion, Aquiva Trading, AT&T, Boeing, Chevron Texaco, Duke Energy, Eli Lilly, GE, GE Capital, Glaxo SmithKline, Intel, Johnson & Johnson, Lloyds Bank, Motorola, Phillips, Pioneer, Roche Molecular Diagnostics, Seagate, Schlumberger, Shell, Sprint, Sunoco, Syngenta, Timken, Total Elf Fina, Washington Gas, and many others!



We offer several hands-on training courses and seminars in the areas of risk analysis and real options analysis, taught by world-leading experts on the topics. Our classes are generally kept to a small size to cultivate a better learning atmosphere and to provide the opportunity for more one-on-one attention by the instructors. Courses are typically conducted in regional locations around the world (check our website for the latest schedule) in state-of-the-art computer-equipped seminar rooms, where each participant will have his or her own computer terminal.

## ADVANTAGES

The key advantage of attending one of our seminars are as follows:

- Obtain the **Certified in Risk Management (CRM)** certification that is acknowledged around the world.
- Learn from real experts in the field with the best credentials and hands-on expertise and experience, not from a group of unqualified trainers.
- Get it straight from the source! The main seminar instructor is the creator of the Risk Simulator and Real Option Super Lattice Solver (SLS) software, the author of 7 books on the topics of risk modeling, real options, and valuation. He is also a professor in finance and economics, a consultant for many multinationals, and is known globally for his expertise in risk analysis and real options.
- Get free books, training models and examples, course slides and many other getting started materials.

## CERTIFIED IN RISK MANAGEMENT (CRM) CERTIFICATION

On completion of a 4-day seminar (Risk Analysis Seminar and Real Options for Analysts), all associated in-class projects and problems, and a final quiz at the end of the session, you qualify for the CRM certification. In 4-6 weeks, you will receive your CRM certificate indicating your new credential. You will then be allowed to use the CRM designation on your name cards or on other business documents. The following facts pertain to this certification:

- The CRM will be awarded by the International Institute of Professional Education and Research (IIPER), complete with an official certificate of designation as well as a two-year membership with the IIPER
- There will be an additional certification and designation fee for the CRM above the seminar costs, which goes directly to the IIPER for your CRM designation

## RISK ANALYSIS SEMINAR

The risk analysis seminar is a 2-day hands-on computer-based course using Risk Simulator, and it covers the following topics:

- Monte Carlo simulation (simulation, nonparametric bootstrap simulation, correlated simulation, truncation, distributional fitting, applied statistics to interpret simulation results, hypothesis testing, data extraction and analysis, multidimensional simulation, pitfalls, and performing due diligence)
- Forecasting (time-series forecasting, multivariate regression, nonlinear extrapolation, stochastic process forecasting, Box-Jenkins ARIMA, and forecasting without data)
- Optimization (linear optimization on continuous and discrete integer decision optimization, portfolio optimization, and decision analysis techniques)
- Basic Real Options (sample business cases and examples of real options applications, understanding the basics of real options)

## REAL OPTIONS FOR EXECUTIVES

This 1-day seminar is geared toward executives, managers, and decision makers and covers the following topics:

- High-level overview of risk analysis and real options analysis
- Sample real-life business cases and applications in multinational firms
- Problem framing of strategic options
- Asking the right questions and due diligence in strategic real options
- Understanding how to interpret the real options

**CRM Required**

## REAL OPTIONS FOR ANALYSTS

This 2-day hands-on computer-based course using Real Options Super Lattice Solver software (SLS), covers the following topics:

- Introduction to real options: what, where, who, when, how, and why
- Sample applied business cases in real options analysis
- Overview of different options valuation techniques: closed-form models, partial differential equations, and binomial lattices
- Applying the risk-neutral probability technique, European, American and Bermudan options, as well as abandonment, expansion, contraction, chooser options, and 4 different estimating volatility methods
- Overview of the different SLS modules and computing volatility
- Solving options with changing inputs and customized exotic options, complex multiphased sequential compound options, mean-reverting options, jump-diffusion options, and dual-asset rainbow options using trinomial, quadrinomial, and pentanomial lattices
- Framing real options—structuring the problem

## VALUING EMPLOYEE STOCK OPTIONS SEMINAR

This 1-day hands-on seminar is geared toward:

- Understanding the different valuation results from a Black-Scholes versus FASB-recommended binomial lattice models
- Hands-on valuation of employee stock options under the revised 2004 FAS 123 using the Employee Stock Options Toolkit software used by FASB in writing the new FAS 123 requirements

## CUSTOMIZED ON-SITE SEMINARS

Any of the seminars can be customized for onsite delivery for your firm. The advantages include having content specific to your needs, business case applications specific to your industry and immediate requirements, and the ability to openly discuss any proprietary data, models, or strategies (covered under mutual nondisclosure agreements).

## EXPERTISE

**Dr. Johnathan Mun** is the software's creator and teaches all these courses. He has consulted for many Fortune 500 firms on risk analysis, valuation, and real options, and has written a number of books on the topic, including *Real Options Analysis: Tools and Techniques, 2nd Edition* (Wiley Finance, 2005), *Real Options Analysis Course: Business Cases* (Wiley Finance, 2003), *Applied Risk Analysis* (Wiley, 2003), *Valuing Employee Stock Options Under 2004 FAS 123* (Wiley, 2004), *Modeling Risk: Applying Monte Carlo Simulation, Real Options Analysis, Forecasting and Optimization* (Wiley, 2006), and others. He is the founder and CEO of Real Options Valuation, Inc., and is responsible for the development of analytical software products, consulting, and training services. He was formerly the VP of Analytics at Decisioneering, Inc., and was a Consulting Manager in KPMG's Global Financial Strategies. Dr. Mun is also a full professor at the U.S. Naval Postgraduate School and a professor at the University of Applied Sciences (Zurich and Frankfurt). He has a Ph.D. in finance and economics, an MBA in business administration, an MS in management science, and a BS in applied sciences. He is certified in Financial Risk Management (FRM), Certified in Financial Consulting (CFC), and Certified in Risk Management (CRM). He currently resides in California.

“Great presentation! A must have! Very good session with the best cost/option/risk discussion I’ve seen. This should be required for every new crop of Navy Admirals. This session was awesome. Great presenter – kept us interested. He described and presented a set of tools for a senior leader to use to make better decisions. Dr. Mun was very animated and enthusiastic. Real-world examples added significantly to understanding the concepts. The courses demand the audience to think. Very good real-world examples were included. Simply outstanding!” -A compilation of quotes from Navy Commanders and Captains at the U.S. Naval Postgraduate School (USA)

“Dr. Mun is able to take even the most difficult and technically challenging concepts and make them simple to understand and applicable to today's challenging and changing business environments. It is definitely one of the best seminars I have ever attended and I would rate Dr. Mun among the top lecturers in the field.”

-Robert Finocchiaro, Ph.D., Director Corporate R&D Services, The 3M Company (USA)

