QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1435

Investment Banking Fundamentals Training Course

INVESTMENT BANKING & CAPITAL MARKETS
FINANCE, INVESTMENT & BANKING

DURATION **5 Days**	DELIVERY **Classroom**
LOCATION **Milan, Italy**	DATES **12 – 16 Oct 2026**

Scheduled Event Details

CITY	Milan, Italy
DATE	12 – 16 Oct 2026
DELIVERY TYPE	Classroom
COURSE FEE	€6,000

Course Overview

The Investment Banking Fundamentals Training Course provides a comprehensive professional foundation for understanding the structure, activities, and strategic role of investment banking within corporate finance and capital markets. The course is designed to help participants understand how investment banks support companies, financial institutions, governments, and investors through financial advisory, capital raising, mergers and acquisitions, valuation, transaction structuring, and strategic financing.

Investment banking requires professionals to combine financial analysis, commercial understanding, market awareness, transaction knowledge, and stakeholder management. This course explains how client financing and strategic objectives are translated into practical financial solutions. Participants will examine how investment banking professionals assess funding requirements, analyze capital structures, evaluate financing alternatives, identify value drivers, and support decisions that influence corporate growth, financial flexibility, and shareholder value.

The program covers the essential concepts used across investment banking activities, including financial statement analysis, business valuation, cash flow analysis, cost of capital, capital structure, equity offerings, debt issuance, mergers and acquisitions, restructuring, transaction analysis, and financial advisory. It also introduces the transaction lifecycle from opportunity identification and client analysis through valuation, due diligence, transaction structuring, negotiation, execution, closing, and post-transaction review.

A strong focus is placed on understanding the roles and responsibilities of key participants in investment banking transactions, including investment banking professionals, corporate finance teams, legal advisors, auditors, investors, regulators, and executive management. The course also introduces fundamental principles of risk management, governance, confidentiality, conflicts of interest, regulatory compliance, and information quality, all of which are essential to effective and responsible investment banking activities.

Through case studies, financial analysis exercises, valuation workshops, transaction assessments, and practical exercises, the Investment Banking Fundamentals Training Course enables participants to develop a practical understanding of investment banking transactions and capital markets. The program is suitable for banks, financial institutions, government entities, ministries, public sector organizations, oil and gas companies, large corporations, and professionals seeking a strong foundation in investment banking and corporate finance.

Objectives

- Analyze the structure of investment banking and its principal activities within the context of the course.
- Evaluate corporate and institutional financing requirements and identify suitable capital markets solutions.
- Develop a practical understanding of business valuation, transaction analysis, and corporate finance applications.
- Apply financial analysis techniques to assess corporate performance and identify key value and risk drivers.
- Evaluate debt, equity, and alternative financing options according to organizational objectives.
- Analyze the lifecycle of mergers and acquisitions, equity offerings, and debt transactions from preparation through completion.
- Apply fundamental business valuation methods using cash flow analysis and market-based comparisons.
- Evaluate key due diligence findings and identify financial, commercial, and operational transaction risks.
- Design a preliminary transaction structure that considers financing, valuation, risk allocation, and client objectives.
- Improve the use of financial and market information to support investment and financing decisions.
- Strengthen understanding of governance, confidentiality, conflicts of interest, and regulatory compliance within investment banking.
- Align investment banking activities with capital allocation, value creation, and broader corporate strategic objectives.

Who Should Attend

This course is designed for professionals working in investment banking, corporate finance, capital markets, investment management, treasury, corporate development, financial analysis, and business advisory. It is particularly relevant to Investment Bankers, Financial Analysts, Corporate Finance Specialists, Investment Professionals, Treasury Officers, Relationship Managers, Corporate Development Specialists, Portfolio Professionals, Capital Markets Specialists, and professionals involved in analyzing or executing financial transactions.

The program is also suitable for Executives, Finance Directors, Heads of Finance, Investment Directors, Strategy and Corporate Development Leaders, Investment Committee Members, and senior decision makers responsible for financing, investment, capital allocation, and strategic transactions. Professionals working in government entities, ministries, public sector organizations, banks, financial institutions, oil and gas companies, and large corporations can benefit from developing a structured understanding of investment banking activities and their applications.

The course also provides value for professionals working in legal affairs, compliance, internal audit, risk management, and corporate governance who support financing and capital markets transactions and require a broader understanding of transaction lifecycles and stakeholder responsibilities. It is also suitable for professionals at the beginning of their banking or finance careers who want to establish a strong foundation before progressing into specialized investment banking functions.

Learning Outcomes

- Explain the purpose, structure, and principal activities of investment banking.
- Distinguish investment banking from commercial banking, asset management, and other financial services.
- Analyze corporate and client financing requirements and connect them with suitable financial solutions.
- Analyze financial statements and identify key performance, value, and risk drivers.
- Apply fundamental business valuation techniques using financial and market-based approaches.
- Explain the role of investment banking in equity offerings, bond issuance, mergers and acquisitions, and corporate restructuring.

- Analyze the principal stages of mergers and acquisitions and other major corporate transactions.
- Evaluate key components of financial, commercial, and operational due diligence.
- Explain the basic principles of transaction structuring, financing, negotiation, and stakeholder management.
- Interpret the relationship between enterprise value, capital structure, financing costs, and financial risk.
- Apply fundamental principles of governance, confidentiality, conflicts of interest, and regulatory compliance.
- Prepare an initial analysis of an investment or financing transaction and communicate key findings and recommendations professionally.

Course Outline

DAY 01

Investment Banking Foundations and Industry Structure

- Definition, purpose, and strategic role of investment banking
- Investment banking activities in corporate finance and capital markets
- Investment banking compared with commercial banking and asset management
- Responsibilities, competencies, and working practices of investment banking professionals
- Types of clients and transactions served by investment banking institutions
- Relationship between corporate strategy, financing requirements, and capital markets
- Key transaction participants and their roles

> **PRACTICAL APPLICATION**
>
> Map the lifecycle of an investment banking transaction and identify the responsibilities of key participants

DAY 02

Financial Analysis and Business Valuation

- Fundamentals of financial statement analysis for investment banking
- Revenue, profitability, liquidity, leverage, working capital, and cash flow analysis

DAY 02 — CONTINUED

- Identification of business value drivers and financial performance indicators
- Principles and major methods of business valuation
- Discounted cash flow valuation
- Comparable company analysis and market multiples
- Enterprise value and equity value and the relationship between them
- Impact of growth, risk, profitability, and capital structure on valuation

PRACTICAL APPLICATION

Analyze the financial information of a company and prepare an initial valuation using multiple approaches

DAY 03

Capital Markets and Corporate Transactions

- Equity capital markets and the role of investment banking
- Debt capital markets and bond issuance
- Initial public offerings and follow-on equity offerings
- Debt and equity transaction structures and financing objectives
- Mergers, acquisitions, divestitures, and strategic investments
- Transaction stages from opportunity identification through closing
- Due diligence, transaction risks, and financial implications
- Transaction financing, capital structure, and alternative funding sources

PRACTICAL APPLICATION

Analyze a capital markets or acquisition case and recommend an appropriate financing approach

DAY 04

Transaction Structuring, Risk Management and Financial Advisory

- Principles of transaction structuring and identification of client objectives
- Financing alternatives and their impact on value, risk, and financial flexibility
- Cash consideration, equity consideration, and alternative transaction mechanisms
- Negotiating key commercial and financial transaction terms
- Financial, market, credit, liquidity, and operational risk management
- Confidentiality, conflicts of interest, and protection of sensitive information
- Governance, compliance, and professional responsibilities in investment banking
- Preparation of financial analyses, transaction materials, and recommendations for management and clients

PRACTICAL APPLICATION

Develop a preliminary transaction structure and assess financing, risk, valuation, and strategic considerations

DAY 05

Transaction Execution and Advanced Investment Banking Practice

- Transaction management and coordination among internal and external stakeholders
- Preparation of financial models, transaction analysis, and supporting materials
- Assessing market conditions, timing, and transaction readiness
- Due diligence management, disclosure, and transaction documentation
- Negotiation, decision-making, and stakeholder expectation management
- Transaction closing and post-transaction monitoring
- Evaluating transaction outcomes and value creation
- Executive communication and presentation of transaction recommendations
- Integrating investment banking with corporate strategy, financing, and capital allocation

DAY 05 — CONTINUED

FINAL WORKSHOP

Develop and present a complete investment banking transaction case covering client analysis, financial performance, valuation, transaction structure, financing, risk assessment, execution, and executive recommendations

Register or Request More Information

Course page: https://quest-training.com/courses/investment-banking-fundamentals-training-course
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